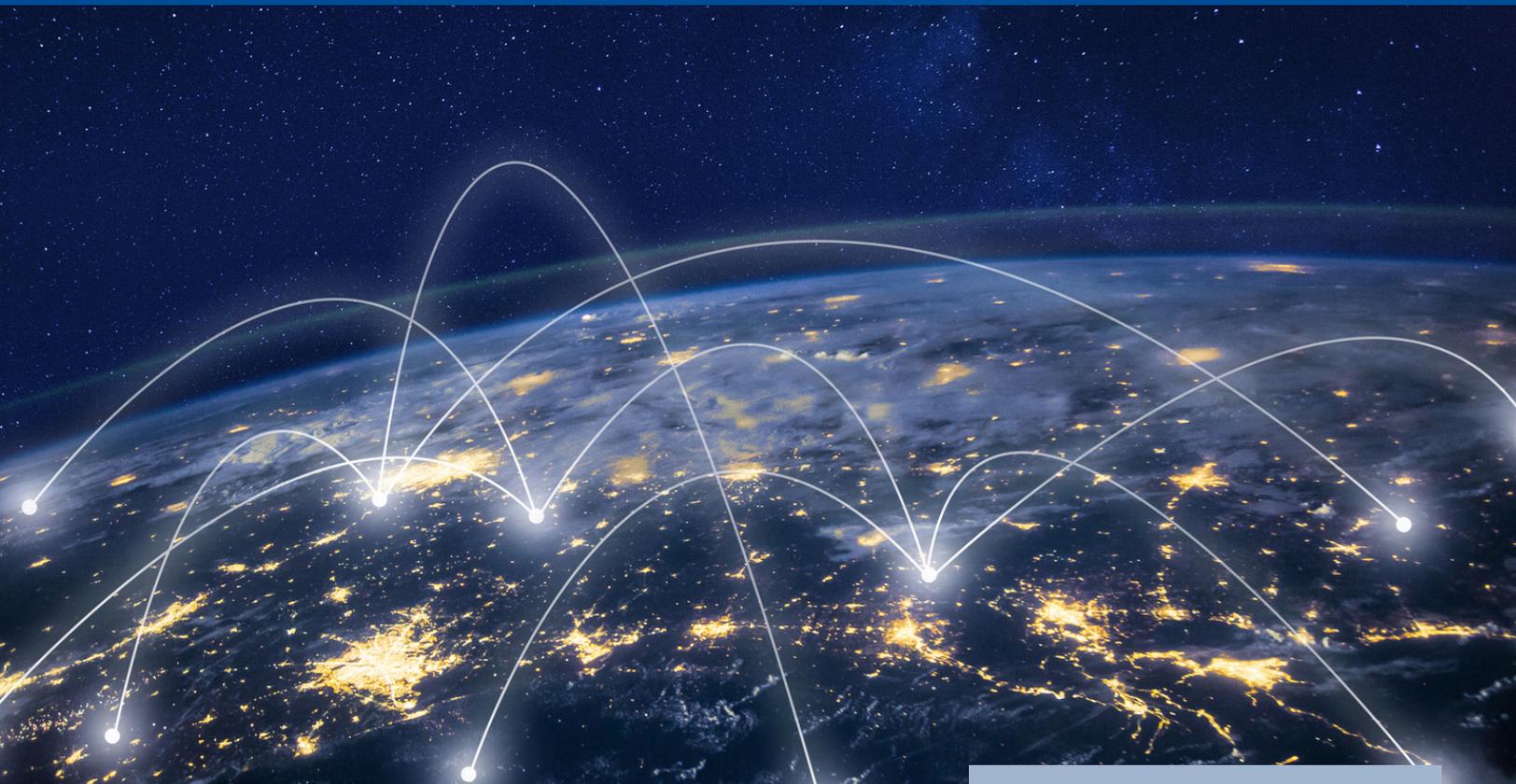




THE SOURCING SCOOP



EXPERIENCING THE ADVANTAGES OF A GLOBAL SOURCING AGENCY

BY: ERIN MCDANIEL

Organizations are relentlessly looking for opportunities to stay ahead of their competition, yet sometimes they may encounter financial, employee resources, or even time management obstacles. Fortunately, many industries are beginning to recognize **Global Sourcing Agencies** as their solution to optimize business operations, while embracing the value it delivers to ones company.

Not sure if this is the best option for your business? Here are eight advantages that our customers experience in working with HB International:

- 1. **COST EFFICIENCY**
- 2. **GREATER QUALITY**
- 3. **ACCESS TO GLOBAL TALENT**
- 4. **INCREASED RESOURCES**
- 5. **INCREASED TIME MANAGEMENT**
- 6. **ACCESS TO TECHNOLOGY**
- 7. **INCREASED PRODUCTION CAPACITY**
- 8. **INCREASED RISK MANAGEMENT**

HB INTERNATIONAL NEWSLETTER

TABLE OF CONTENTS

Maintaining Quality • P. 2

Global Project Managers • P. 2

Insights • P. 3 - 4

HBI's Top 6 • P. 5

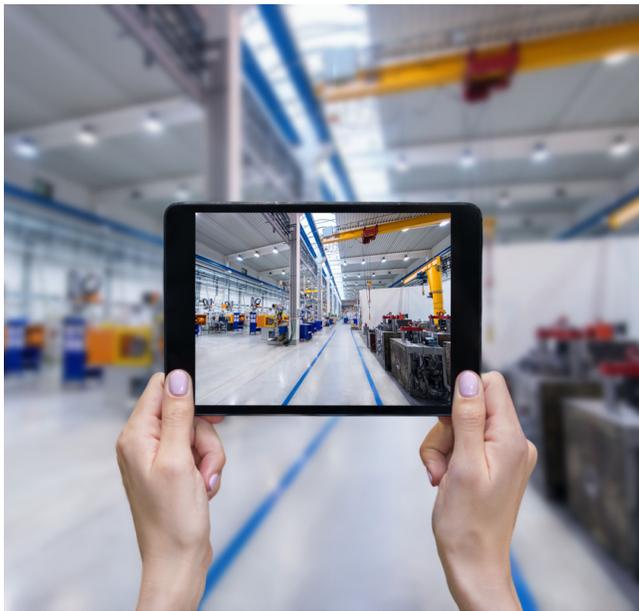
Connect Socially with HBI • P. 5

MAINTAINING QUALITY THROUGH SUPPLIER SHUTDOWNS

Working Through the Unpredictability of a Supply Chain

Two years later and COVID-19 continues to lead our international suppliers and supply chain through disarray. While we may have our own opinions of the "zero tolerance" COVID policy overseas, we must continue to put our heads down and adapt our business structures to overcome these temporary shutdowns and plan for the unforeseeable future. Many businesses have learned that they must be agile and prepared to operate under "worst-case scenarios."

Identifying the possible risks of a supplier shutdown or shortage of raw materials has led businesses to make sacrifices based on what they desperately **need** versus what they **want**. While these situations are out of our control, it has encouraged businesses to explore new opportunities for projects, product designs, and materials while encouraging them to become more resilient than ever.



Operating With Limited Supplier Access: *In-Person Inspections VS Virtual Inspections*

As they say, "The show must go on!" While international quality assurance teams continue to experience travel restrictions due to COVID lockdowns, the inability to conduct in-person quality inspections has required teams temporarily rethink their quality procedures. Luckily, through enhanced technology, many teams are conducting virtual pre-shipment inspections and supplier check-ins to ensure production processes, and product quality is not compromised.

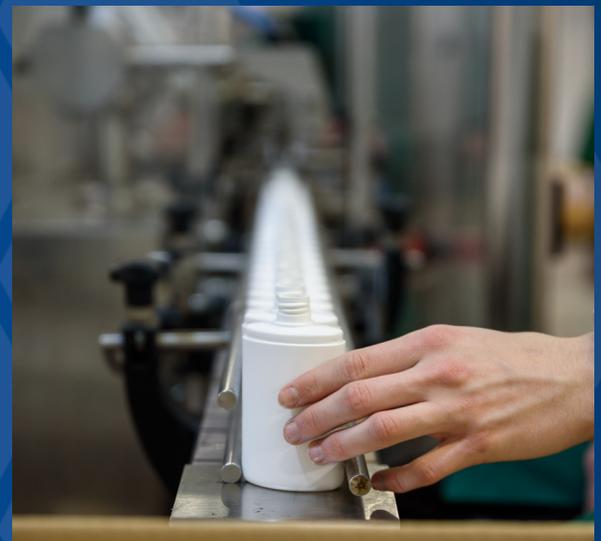
While these circumstances are certainly not ideal for any of us, we need to recognize and celebrate the growth of our supplier and customer partnerships that has transpired.

The Benefits of Global Project Managers

While Global Project Managers obtain the same qualities as a traditional project managers, there are several advantages to incorporating a Global Project Manager into your team.

Global Project Managers are essential to many international businesses due to their interpersonal skills, intercultural management, and established international infrastructure.

Combined with exceptional language and communication skills, alongside the benefit of being adjacent to our international suppliers, Global Project Managers play a critical role in the success of a Global Sourcing Agency.



JUST IN CASE YOU MISSED IT...

LOOKING FOR A GREAT READ? HERE ARE SOME INSIGHTS WE KNOW YOU'LL ENJOY:
You can find these Insights on our website: www.hbint.biz/insights



THE RECIPE FOR GREAT QUALITY: SUPPLIER AUDITS AND PRODUCT INSPECTIONS

Consumers want good quality. Consumers pay for high quality. Consumers have come to expect excellent quality. Although most might consider great quality to be what's placed directly into our consumer's hands, it should be facilitated and maintained at every stage of your product's life cycle. We're here to share two aspects of our quality control processes and why customers continue to choose HB International as their Quality Control specialist...

TO USE OR NOT TO USE: ADDRESSING YOUR CONCERNS WITH PLASTIC PACKAGING

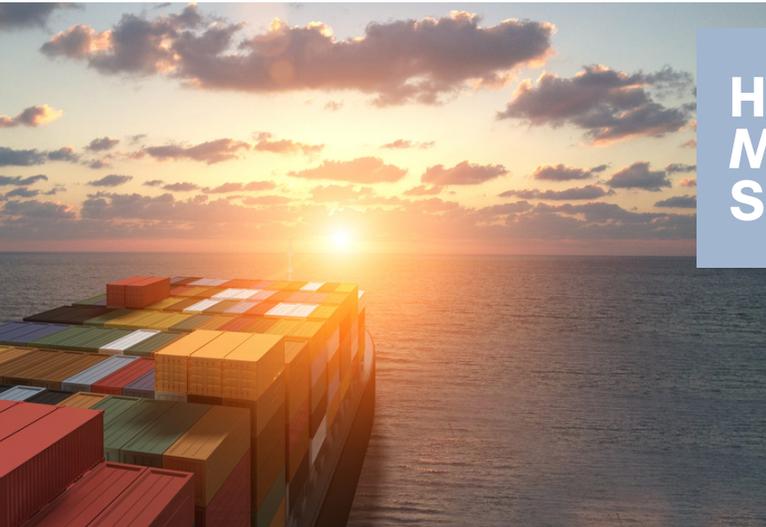


Plastic. It's a sensitive subject and yes, we're talking about it. Ideally, we would all love to eliminate waste in a perfect world. However, in reality, plastic isn't the only thing triggering environmental conversations. We're here as a team, to address your concerns while simultaneously incorporating our twenty years of packaging experience to share through a realistic lens why plastic CAN remain an excellent packaging alternative for your product...

HOW TO SUCCESSFULLY MANAGE THE RISKS OF ASIAN SOURCING

No one said managing risks of Asian Sourcing was going to be easy. Yet, businesses seem to continue reaping the benefits of international sourcing and expanding their sourcing landscape... As the term "Asian Sourcing" continues to bring uneasiness and avoidance, there are countless reasons why businesses continue to thrive...

P. 3





4 TIPS TO HELP YOU CHOOSE YOUR NEXT BATTERY-POWERED SPRAYER

Whether for personal or industrial use, the battery-powered sprayer is becoming increasingly popular amongst users for various reasons. While manual trigger sprayers will remain essential for smaller tasks, users are discovering the incredible benefits of battery-powered sprayers. The value of battery-powered sprayers stems from their intended use. How you intend to use these sprayers will also dictate the type of battery-powered sprayer you need - and we're here to help...

THE PERFECT MATCH: QUALITY PRODUCTS AT AN AFFORDABLE COST

First things first - A product's price does not dictate its quality. As consumers, we all value the quality of the products we use. Yet, somewhere along our purchasing journey, we have been influenced to believe that high-cost items suggest high-quality products. While businesses have reasons for how they price their products, our HBI team wants to share with you the many ways our customers are able to provide the high quality products you value while offering them at an affordable cost.



INTERNATIONAL OUTSOURCING? 3 QUALITY REASONS TO CONSIDER

While international outsourcing continues to be a conflicting topic of business conversation, we're here to share with you three subtle clues that may have a positive influence and may even lead you to alter the way you conduct business.

... When it comes to seizing opportunities for business growth, creating awareness and identifying opportunities is crucial. International outsourcing continues to provide new growth for many businesses because they have witnessed these three things...



A LOOK AT 2022: SNEAK A PEAK AT HB INTERNATIONAL'S CURRENT PROJECTS:



paper tubes & boxes

deodorant tubes, lip tubes, cosmetic tubes and boxes, cannabis & CBD CRC button closure tubes



battery-trigger sprayers

battery-operated wands, spray guns, and car foam guns



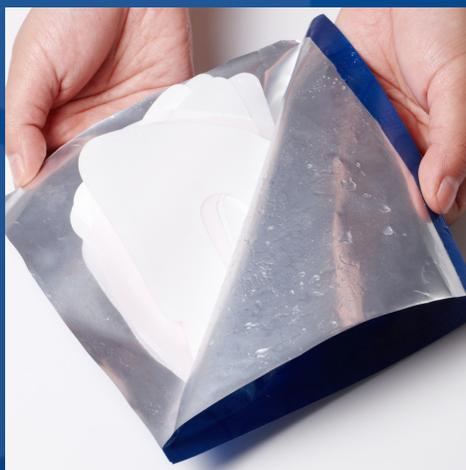
food & personal care pumps

syrup pumps, condiment pumps, lotion pumps, personal care & beauty pumps



sprayers

fine-mist sprayers & trigger sprayers



flexible packaging

personal care, wipe packaging, flexible spout packaging



food & beverage

thermoformed plastic containers: two-piece, hinged and sectioned

STAY CONNECTED

HBI's team is always looking for great connections. You can find HBI on Instagram, LinkedIn, and Facebook!



@hb_international



@hbinternational



@hbinternationalproducts