

HB
INTERNATIONAL

THE SOURCING SCOOP



WE PUT QUALITY FIRST: NOVEMBER IS WORLD QUALITY MONTH!

Make quality a habit.

When it comes to quality, doing what is "right" should always be at the forefront of your decision-making. There are many routes to ensuring quality consciousness. Maintaining a robust quality culture is essential to any business's success. It can be observed in various ways, such as conducting thorough supplier audits to ensure good manufacturing practices or assessing the integrity of the most current product. In our most recent venture towards sustainability, businesses are working with suppliers to establish a more environmentally friendly approach to production.

HB International practices quality consciousness in that we act with integrity. We continuously monitor our relationships and provide unmatched value to our customers through our service and products.

At the end of the day, contemplating a product's or service's quality is detrimental and can undoubtedly be avoided by having an established quality culture.

HB INTERNATIONAL
NEWSLETTER

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THINK YOU'RE READY TO TAKE ON THE HOLIDAY SEASON?

PREPARING YOUR SUPPLY CHAIN FOR 2023



Transparency, Visibility, and Predictability

As we swiftly exit pumpkin spice season, we're entering the most critical time for businesses to begin planning for 2023. While the holiday season is an imperative time of year for forecasting and planning, production is 100% ensuring customer orders are completed before suppliers enter the quiet, shutdown period of "Chinese New Year."



As the winter holidays quickly approach, we strongly encourage all of our customers and other businesses to establish predictability with your suppliers. Communicating your anticipated needs for the upcoming year will help to minimize pre and post-holiday stress. It provides structure, an opportunity to gather and allocate product-specific materials for production, and ensures production capacity and delivery space are scheduled.

An Earlier Chinese New Year [CNY]

Celebrations for the 2023 CNY will begin towards the end of January (unlike the past two years, celebrations began in February). For those businesses planning to receive products on or before CNY, it's crucial to communicate with your suppliers (NOW) to ensure your purchase orders are submitted ON TIME.



CHECKING IN WITH YOUR SUPPLY CHAIN STRATEGY:

CHINA + 1

Considering Diversifying Your Suppliers?

While China + 1 strategy is not a new concept, recently, many businesses have been looking to decentralize their reliance on Chinese suppliers and revitalize their supply chains. With that being said, we do not recommend abandoning your China suppliers, but rather, our team suggests looking for alternative suppliers outside of China to diversify your production landscape. Allowing businesses to operate in a less "China" dependent supply chain encourages a more resilient, multilateral approach and provides more stability in production capacity, logistics, and cost-effectiveness.

Shifting production to Southeast Asia and other countries, such as India and Mexico, will not only encourage new opportunities for these countries but may help to secure supply chains worldwide.

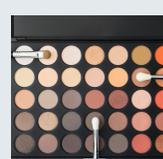
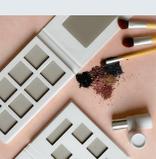
HBI's team continues to work diligently to expand our list of approved suppliers to ensure your production needs are always met. Ultimately, our team cultivates relationships with all our customers and suppliers to ensure your products are safe, reliable, and functional.



FROM THAT... TO THIS: SUSTAINABLE PACKAGING ALTERNATIVES

Today, sustainability is a business initiative. Whether your business is educating itself on how to become more sustainable, or perhaps you're in the planning stages. Maybe you've already taken your first steps towards sustainability, or you're a veteran; no matter where you are in your sustainable journey, HB International continues to bring value to all of our customers.

from that...  to this...

	DEODORANT TUBES plastic → paper			FOOD CONTAINERS plastic → rice paper / flexible pouches	
	TABLEWARE + CUTLERY plastic → bagasse			DRINKING STRAWS plastic → paper / PLA	
	TAKE OUT CONTAINERS plastic → bagasse			CUTLERY plastic → wooden / PLA	
	COSMETICS plastic → paper			JARS + CONTAINERS glass → PET	
	SHOPPING + GIFT BAGS plastic → kraft paper			PUMPS / DISPENSERS plastic → metal	
	CAPS & CLOSURES plastic → PCR plastic			PUMPS / DISPENSERS multi-material → mono-material	

Our mission is to provide the most suitable supplier for your product based on your needs and consumer demands. As you shift towards sustainability, we aim to ensure a seamless transition towards eco-friendly alternatives, allowing your consumers to continue using high-quality products without interruption.

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



WHAT TO LOOK FOR WHEN SELECTING AND EVALUATING YOUR SUPPLIER

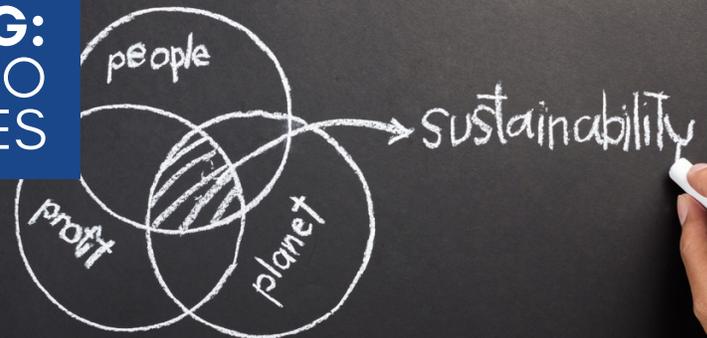
Evaluating suppliers play a critical role in maintaining customer loyalty, as well as building and reinforcing relationships. Assessing your existing suppliers allows businesses to remove excess waste and increase efficiency. In contrast, those using evaluations for new suppliers provide a starting point for establishing high-quality results and setting expectations.

Understanding what you're evaluating is essential. It establishes value for your customers and aids in reducing possible risks.

THE ROAD TO SUSTAINABLE PACKAGING: TURNING ROADBLOCKS INTO OPPORTUNITIES

The world of sustainable packaging continues to be explored by businesses worldwide.

As businesses move towards eco-friendly packaging solutions, they face many challenges. The initial investment cost, the cost of raw materials, meeting renewable expectations, the cost of machinery and production, product protection, and maintaining loyalty with consumers are a few challenges businesses face...



4 HELPFUL TIPS FOR SELECTING A DISPENSER FOR YOUR PRODUCT

Dispensers play an essential role in many types of products. Depending on the intent, consumers "want it all," and it's our responsibility to ensure our dispensers are designed and manufactured with the end consumer's experience in mind.

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BRING YOUR VISION TO LIFE: 3 EASY STEPS TO GET STARTED WITH HBI

Are you looking to start a project? Do you have an idea for a packaging solution but are unsure how to initiate contact or where to begin? Many of our customers rely on HB International because we offer a wide variety of global solutions. We partner with high-quality suppliers and their teams to ensure your project is designed, developed, and produced exactly how you envision it at the most affordable cost.

4 BENEFITS OF HAVING GLOBAL PROJECT MANAGER ON YOUR TEAM

Planning, developing, and monitoring projects takes integrity, efficient communication skills, and strong leadership. An effective Project Manager must obtain technical expertise, exceptional problem-solving and negotiation skills, and the ability to manage a project's life cycle. While businesses continue to pursue and use international suppliers, the expense of international travel, and the various worldwide travel restrictions, the search for quality Global Project Managers is becoming increasingly popular.



STAY CONNECTED

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



@hb_international



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@hbinternationalproducts