



Email Metering

Dalian Email Metering China

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Introduction

- ◆ **Started initial supply review in January 2000**
- ◆ **In June - July 2000 we installed & commissioned a manufacturing plant in Dalian China**
- ◆ **To produce single phase electro mechanical electricity meters for the world market**



Dalian - China



Manufacturing

- ◆ **August 2000 we manufactured our first meters**
- ◆ **November 2000 received ISO 9001**
- ◆ **November 2001 we manufactured approx 50,000 meters for local, and international markets which was a record volume for Email Metering**



Suppliers

- ◆ **Our responsibility was to identify and select suitable quality suppliers for our manufacturing plant and to ensure that we obtained significant cost reductions**
- ◆ **We formed a Supply / Engineering / QA project team**
- ◆ **Developed and implemented a supplier assessment program.**
- ◆ **We used Austrade, Dalian Duty Free Trade Zone, Internet, Chinese Gov't agencies and existing business contacts to identify suitable suppliers to review**



Suppliers

- ◆ **Initial assessment via Company profile, product samples and replies to our RFQ. Many phone calls, faxes, emails and Video Conferences**
- ◆ **During the initial supply meetings it is important to sell the benefits of working, and supplying Email Metering.**
- ◆ **We completed a comprehensive Company and supplier assessment program and travelled extensively all over China to locate suitable suppliers for Email**



Suppliers

- ◆ **Quality and capability is the foundation of our supply strategy especially when our Engineering, Logistics and Technical expertise is base in Australia. This has ensured that we can manufacture a high quality long life electricity meters**
- ◆ **Develop good relationship with your suppliers and this will benefit all parties.**



Important Issues

- ◆ **Specifications to be translated into Chinese**
- ◆ **Australian Standards to be cross referenced with International Standards**
- ◆ **Work instructions to be in Chinese and English using photographs to help explain the processes**
- ◆ **During Supplier visits ensure that you understand the organisations structures, positions etc**
- ◆ **Communication – business and cultural understanding**



Important Issues

- ◆ **Customs, Foreign Trade (SAFE) – Visit and develop a honest and good relationship with the Senior Officials (Do not be afraid to ask for help)**
- ◆ **Little issues can take many days to resolve but you need to be persistent**
- ◆ **Select a professional freight forwarder and custom agent**



Opportunities

- ◆ **The Metering business is very exciting in China due to the large growth and the restructuring of the industry**
- ◆ **Very competitive low cost manufacturing base which enables Email Metering to obtain international and local Chinese sales**
- ◆ **Thankyou for your time and opportunity to discuss Email Metering's Chinese Operation and congratulations to EAU for their comprehensive report on China**
- ◆ **China Embraces the World Market**

