

MARC

global procurement specialists
Monthly Newsletter – August 2009

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GROWTH IN CHINESE ECONOMY

CHINA ON THE UP?

China's economy grew at an annual rate of 7.9% between April and June, up from 6.1% in the first quarter. Our Chinese office has confirmed that the economy has grown notably from June onwards. However, whilst these signs of recovery may seem good, it makes life a lot harder for the rest of us – with factories increasing their production, the demand and cost of raw materials has increased. *We've seen factories increase their prices overnight.*

In an attempt to remain competitive on price, factories are back to their old tricks of cutting quality - **so now, more than ever, you need to ensure that you have the best possible Quality Control.** At MARC, our overseas offices spend a large proportion of their time on factory QC visits, and ensuring that factory quotes remain competitive and don't leap up at the last minute.

It's no surprise that more and more retailers choose to use our unique services; be it procurement, supply or manufacturing. To find out what MARC can do for you, visit our website – www.marcltd.com or call one of the team on 01227 459999.

WE'RE RECRUITING...

Despite the Economic gloom of the last year, at MARC we have worked harder than ever before to deliver the best possible service to both new and existing clients. Our practice of always putting quality first has helped us weather the economic storm, where many others have sunk.

As a result, we are urgently seeking candidates to join our expanding sales team. The role is exciting, challenging, varied, and certainly rewarding for the right individuals. Ideally, we are seeking people who already have a background in sales or purchasing.

If you fancy a change of scenery, or want to see what the industry is like from the other side of the desk, please call Bruce Goldin on 01227 459999, or e-mail bruce@marcltd.com – you won't regret it! All correspondence will be treated in the strictest of confidence.



SHIPPING PRICES STILL INCREASING!

We issued a warning in May that shipping prices were on the increase. Unfortunately this is still the case, but we're constantly monitoring the situation with the goal of passing any savings on to our clients.

Call Celia Hanks in our shipping department or e-mail celia@marcltd.com for more information.