

Factory-direct sourcing. UK accountability. China execution.

Benchmark landed cost, build vetted factory-direct supply and manage the China-side execution from sampling through delivery.

Best suited to UK product and manufacturing businesses with repeat purchasing, supplier complexity or margin pressure.

Adam Walters | Founder & Managing Director

tradingbridge.co.uk

UK-led. China-coordinated.

One accountable route from benchmark to repeat supply.

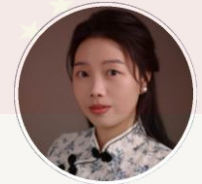
UK COMMERCIAL TEAM



Adam Walters

Founder & Managing Director
UK commercial lead

CHINA OPERATIONS TEAM



Cassie Li

China Operations & Factory
Liaison Lead

Commercial brief → factory sourcing → sampling → production oversight → QC → delivery

Built for UK teams who need Far East economics without the China-side workload.

A false choice: distributor margin or China-side workload

The commercial opportunity is not “cheap sourcing”. It is better procurement economics without losing control.

MARGIN LEAKAGE

Cost opacity

Repeat products, components and materials can carry several layers of margin before they reach the UK buyer.

EXECUTION BURDEN

Management friction

Factory research, RFQs, negotiation, samples, technical questions, production chasing and freight all compete with internal priorities.

SUPPLIER RISK

Control gap

A low quote is irrelevant if the factory cannot hold the specification, finish, lead time or communication standard.

Trading Bridge provides the operating layer between your UK team and vetted Chinese factories.

One partner across benchmark, sourcing, development and supply

We are not a factory directory or introduction service. We stay involved through the parts of Far East procurement that determine the outcome.

BENCHMARK

Supplier benchmarking

Compare the incumbent delivered position, ordering profile and specification to identify where meaningful commercial upside exists.

SOURCE

Direct factory sourcing

Identify, shortlist and vet best-fit Chinese manufacturers; negotiate pricing, MOQs, lead time and commercial terms.

DEVELOP

Product & component development

Coordinate samples, materials, finishes, tooling, drawings and specification changes until the route is ready to scale.

MANAGE

Supply management

Production follow-up, QC, issue resolution, freight, customs coordination, UK delivery and repeat-order continuity.

Commercial first if the economics are not meaningful, we say so.

UK commercial management + on-the-ground China coordination

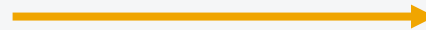
Clear accountability for the client, direct execution where the factories are.

UK

Commercial lead & client accountability

- Brief, specification and priorities
- Landed-cost benchmark
- Commercial recommendations
- Decision points and approvals
- Clear UK communication
- Escalation and issue ownership

ONE MANAGED ROUTE



spec • samples • approvals • QC • delivery

CHINA

Factory-side execution & coordination

- Factory identification and capability checks
- Quote comparison and negotiation
- Sample coordination
- Production follow-up
- Quality-control coordination
- Shipment and supplier communication

Local accountability without handing your team the usual China-side workload.

Best suited to repeat purchasing with margin or management friction

Typical fit: UK decision-makers managing repeat Far East purchasing, typically £3k+ per order.

01

Reduce landed cost

Benchmark incumbent supply and remove unnecessary distribution or trading layers.

02

Build alternatives

Identify credible second-source or replacement factories to reduce dependency.

03

Develop new supply

Take new components, packaging or products through sampling, tooling and specification lock.

04

Control execution

Create a managed cadence for production follow-up, QC, shipping and repeat orders.

Good fit: repeat spend • meaningful order values • measurable spec • a reason to improve the current route

Broad manufacturing capability — routed to specialist factories

We focus on the commercial and operational fit rather than forcing every brief through the same supplier network.

COMPONENTS

Decorated & functional parts

Glass, metal, plastic and ceramic parts; decorated or functional components; repeat production to documented specifications.

HARDWARE

Closures & assemblies

Closures, pumps, sprayers, collars, stoppers, brackets, fixings, fabricated assemblies and compact hardware.

PACKAGING

Premium & commercial packaging

Folding cartons, rigid boxes, inserts, presentation packaging, displays and multi-material requirements.

MATERIALS

Technical materials

Technical polymers, metals, adhesives, compounds, engineered consumables and other repeat production inputs.

DEVELOPMENT

New product development

Factory identification, tooling, prototyping, samples, finish development and launch coordination.

SUPPLY

Ongoing supply management

Reorders, consolidation, QC, freight, customs coordination and escalation when issues arise.

Representative categories — suitability depends on specification, MOQ, compliance and commercial opportunity.

Industrial materials: £40,000+ annual margin recovered

A UK manufacturer was purchasing repeat technical material through a domestic supplier with limited upstream price visibility.

35–40%

LANDED COST REDUCTION

£40k+

ANNUAL MARGIN RECOVERED

Annual spend: £100k+ | Annual volume: ~5,000kg+

THE CHALLENGE

- Repeat technical material bought via a UK intermediary
- Six-figure annual spend with limited factory-level visibility
- Margin pressure and dependency on a single supply route

WHAT CHANGED

- True landed cost benchmarked against the incumbent route
- Specification confirmed with a vetted factory-direct source
- Shipping, import oversight and repeat supply structure established

COMMERCIAL RESULT

Greater pricing transparency, reduced distributor dependency and a scalable repeat-supply path.

Premium fragrance packaging: 80+ SKUs, 20+ factories

A founder-led premium fragrance and home scent brand needed control across a multi-material packaging.

80+

SKUS COORDINATED

20+

SPECIALIST FACTORIES

1

ACCOUNTABLE ROUTE

Wood • cement • aluminium • eco alternatives

THE CHALLENGE

- Premium fragrance / home scent packaging spanning multiple materials and finishes
- 80+ live or development SKUs created supplier noise and approval workload
- Finish consistency mattered across gift, vessel, cap and presentation components

WHAT CHANGED

- Portfolio mapped by material, process and factory capability
- Specialist factories coordinated under one development and approval route
- Structured samples, finish checks and pre-shipment controls added before supply scaled

COMMERCIAL RESULT

Lower supplier noise, stronger finish consistency and clearer control across a complex multi-SKU brand packaging programme.

Premium food packaging : brand packaging support

A founder-led food & drink brand needed a more controlled sourcing route around retail-ready bottle and packaging requirements.

Food & drink

BRAND CATEGORY

Retail-ready

BOTTLE FORMAT

Repeat

PACKAGING NEED

Founder-led brand • clean-label dressings

THE CHALLENGE

- Operating in the premium condiments category in leading supermarkets
- Retail-ready packaging had to support bottle format, shelf presentation and repeat supply
- Lean founder-led team needed practical sourcing execution without extra supplier noise

WHAT CHANGED

- Packaging and component requirements clarified around the retail bottle format
- Factory options assessed for finish, material suitability, repeatability and commercial fit
- Sample-led route used to de-risk quality before larger order commitments

COMMERCIAL RESULT

Shows Trading Bridge supports growth brands as well as manufacturers especially where packaging, repeatability and Far East execution matter.

Built from first-hand product and sourcing experience

The model was created after nearly a decade running product supply chains then rebuilt as a dedicated UK-to-China operating service.

Not a directory. Not a hand-off.

A UK-led operating layer between your team and the factory, with China-side coordination and controls at the points that matter.

Founded in 2025 after nearly a decade running high-volume product supply chains.

£11.5m

Product brand revenue
scaled

COMMERCIAL FIRST

Margin before motion

Benchmark current
delivered cost before
recommending a
supply-chain change.

10+

Years in product
businesses

QC GUARDRAILS

Control before scale

Samples, approvals and
checks before material
value is placed at risk.

UK + China

Accountability & oversight

ONE ACCOUNTABLE ROUTE

Execution ownership

Clear UK communication
with factory-side
coordination and issue
resolution.



Give us one repeat line to benchmark.

If there is no meaningful commercial opportunity, we will tell you. If there is, we will outline the factory route, economics and next steps.

WHAT WE NEED

1. Product specification or sample
2. Typical / annual order quantity
3. Current delivered cost or target

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