

Bags & Footwear

Essential sourcing intelligence

March 2012

US\$395

China supplier profiles

Detailed profiles of 51 verified suppliers and contact details of an additional 25 exporters

Product gallery

Specifications and full-color images of 135 top-selling products

Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



Sample page only

Supplier capability in China

BAGS & FOOTWEAR

Tough times await China's bags and footwear industry as economic woes in Western markets leave exports in a slump. According to the latest customs data, bag shipments declined more than 30 percent in 2011, while overseas shoe sales of Pearl River Delta region suppliers began to slip in the fourth quarter. Demand is anticipated to weaken further in the year ahead.

Rising costs and a strong local currency contribute to difficulties. Outlay for labor and materials both saw double-digit increases in the past 12 months. During the same period, the yuan appreciated nearly 5 percent.

Companies are taking steps to improve profitability. They are augmenting prices, enhancing efficiency and reducing expenditure as a first line of defense. The long-term strategy includes transferring production to low-cost hubs and shifting to upscale models.

Key findings

1. Suppliers will raise quotes to offset greater input and worker spending, and the higher value of the yuan. Another cause is the prevalence of smaller orders. Due to stiff competition, however, most businesses will limit increases to 10 percent.
2. Companies are negotiating with clients to set specific delivery dates so that exchange rate adjustments can be factored into prices. This also helps them plan manufacturing for optimal cash flow.
3. Exporters are paying for materials outright to get lower rates from providers and remove interest. Some steps are subcontracted to save on labor costs.
4. For faster turnaround of low-volume runs, makers are creating smaller teams. In addition, they are providing employee training and reviewing assignments to capitalize on each member's best skills.
5. Exporters are moving part of their production capacity to Anhui, Henan and Sichuan provinces to enjoy lower wage and land rates. These are supported by the establishment of industrial parks. The same advantages can also be obtained in Vietnam, India, Egypt, Nigeria and Indonesia.
6. Footwear suppliers will be releasing more midrange and high-end leather designs to prevent the institution of trade barriers. Bag companies will focus on material R&D.
7. To prop up sales, more exporters will be targeting alternative shipping destinations such as South America and Africa.

Scope & methodology

This report covers the major products of China's bags and footwear industry, namely fashion, travel, business and special-purpose carriers, slippers, flip-flops, and casual, dress, sports, work, safety and occupational shoes and boots.

The products and prices section discusses each category and design trends specific to the line. In addition, it details the typical features and prices of low-end, midrange and high-end models.

The Industry Overview touches on the challenges faced by the sector. The segment also mentions how the obstacles are affecting transaction terms and prices.

Guangdong, Fujian and Zhejiang provinces are the main production centers for bags and footwear. Following this structure, each area is represented by about 25 percent of featured suppliers.

Most businesses are locally owned. Less

than 20 percent receive foreign funding.

To produce this report, Global Sources interviewed a wide range of enterprises. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a

survey designed to provide insight into price trends, sales outlook and target markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

Global Sources supplier rankings

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

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Anhui Garments Imp. & Exp. Co. Ltd



INQUIRE NOW

Anhui Garments is a trading company that generated \$223 million in total overseas sales last year, 6 percent of which came from business, travel, fashion and special-purpose bags. Products are sourced from 30 partner factories in Jiaxing, Zhejiang province.

The SOE ships out about 200,000 pieces each month. Its markets are North and South America, Europe,

Africa, the Middle East and the Asia-Pacific region.

The supplier provides sample making, export documentation, in-house assembly and packaging, and shipping services. Roughly \$1 million is allocated annually for R&D.

Anhui Garments intends to keep capital expenditure at current levels in the year ahead.

Company facts

Year established	1979
Business type	Trading company
Company ownership	SOE
Head office location	Hefei (Anhui)
No. of subcontracting factories	30
Factory location(s)	Jiaxing (Zhejiang)
No. of full-time employees	300
Annual export sales (all products)	\$223.0mn
Annual R&D spending	\$1.0mn

Sales & exports: Bags & footwear

Annual export sales	\$14.0mn
Share of total export sales	6%
Average monthly exports	200,000 pieces
Major customers	Wal-Mart (Brazil)
Sample making	Yes
Export documentation	Yes
Shipping	Yes
In-house assembly	Yes
In-house packaging	Yes

Contact details

Business contact	HU Carl
Phone	(86-551) 283-2132
Fax	(86-551) 283-2222
E-mail	agcarlhu@ahgiec.com jackychen@ahgiec.com
URL	www.ahgiec.com www.globalsources.com/agiecbags.co
Address	436 Changjiang Road, Hefei, Anhui, China



Model: A1268

MOQ: 2,000 pieces

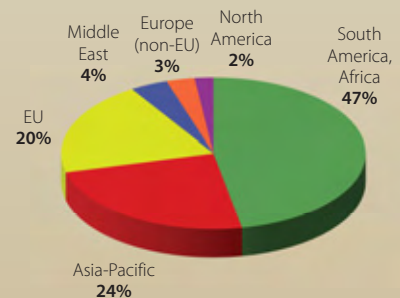
Description: Duffel bag; 600d polyester or PVC; 120d polyester lining; nylon zipper closure; 120d polyester webbing handles, shoulder strap; zipped front, side pockets; 20 to 26in; in various designs, colors

See more popular export models in the [Product Gallery](#).

Exports by product



Exports by market



PRODUCT GALLERY

Fashion bags



Best Ecobag

(profile page 38)

Model: Eco-RTS-A014

MOQ: 3,000 pieces

Description: Messenger bag; cotton; red canvas lining; open, zipped inner pockets; back compartment; adjustable shoulder strap, 58in long; water-resistant; 14.5x11.25x5.5in; EN 71, CA Proposition 65



Best Ecobag

(profile page 38)

Model: Eco-RTS-A018

MOQ: 3,000 pieces

Description: Messenger bag; cotton; zipped inner pocket; two side compartments; 16x12x7in; EN 71, CA Proposition 65



Best Ecobag

(profile page 38)

Model: Eco-CB-T0598

MOQ: 5,000 pieces

Description: Tote bag; nylon; zipped inner, open front pockets; removable pouch; 20x14.5x6in; EN 71, CA Proposition 65



Dongyang Fulang

(profile page 42)

Model: FL001

MOQ: 800 pieces

Description: Women's tote bag; PU, PVC or genuine leather; cotton lining; nylon zipper closure; zipped front, back pockets; 34x11x33.5cm; in various colors



Dongyang Fulang

(profile page 42)

Model: FL002

MOQ: 800 pieces

Description: Women's tote bag; PU, PVC or genuine leather; cotton lining; nylon zipper closure; zipped back pocket; 34x12x36cm; in various colors



Dongyang Fulang

(profile page 42)

Model: FL003

MOQ: 800 pieces

Description: Women's handbag; PU, PVC or genuine leather; cotton lining; turn-lock closure; 37x13x27cm; in various colors

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