

# U.S. Headquarters & China Plastic Injection Molding: The Advantages of Tooling from China with an Office in the U.S.A.

**I**COMold's U.S. headquarters & Chinese plastic injection molding manufacturing plant are a win-win situation for low cost, fast parts and great quality. Because ICOMold has its headquarters in Holland, Ohio, USA (neighboring Toledo), and owns and operates its manufacturing plant in Shenzhen, China, it's much easier to assure a faster turnaround time, better quality and reduced cost. The savings and the quality is passed along to customers seeking less expensive injection molding tool costs and great injection molded plastic part quality. As for the fast turnaround, well, that goes with the territory especially when the territory has an unlimited workforce.

## Communication is Paramount

ICOMold's project managers/engineers at their onshore headquarters in Holland, Ohio, communicate via online project management system with English-speaking engineers at the manufacturing plant in China. One great aspect of ICOMold's Online Project Management System is that the customer can directly communicate with the project managers in the U.S. and in China via the online forums. With the customer communication directly with the U.S. and China project managers, they can be kept in the loop at every step of their project.

## Common Sense & Money Sense

Some customers feel that they will be saving a little money when dealing directly with China. This may be true in some cases that there is a slight cost savings, however, the "so-called" savings starts to lose its luster when the headaches of attempting to deal with China directly become apparent. With a definite language barrier, and no English-speaking project management team to communicate with (either by phone or online portal) and the possibility your funds transfer could get lost in transmission, it's best to let companies, like ICOMold, with their own facilities and the ability to act on your behalf, do all the hard work for you.

## Who Do You Trust?

When doing business with an overseas injection molding manufacturer, not all mold shops are created equally. As a matter of fact, a good deal of the time, if customers are attempting to do business directly with a company in China, India, or somewhere in Africa, they may end up losing large.

Michael Zhao, president of ICOMold, recalls a former prospective customer, "We gave this customer a quote for his mold and parts then he called a 'company' in China directly. He got a quote for \$2,000 less than we were quoting. Our quote was about \$16,000 less than a couple of US molders he contacted. Although we are very competitive in price, we cannot cut off our nose to spite our face— meaning that we could not match the quote he got directly from that Chinese company because then we would be doing the job for less than our cost. So, he went with the company in China and paid them \$50,000 to do the tooling and parts.

"About six weeks later, he calls me in a panic because he cannot get hold of this company he was dealing with. After he paid them, he never heard from them again. So, he asked me if I could call our plant in China to see if they would be able to look into this so-called 'molding company' that he gave his money to. After a couple of days, we found out that this company was a fake and the money was long gone. The sad thin was that this was a very small company and the \$50,000 they lost caused them to close their doors. The guy said he wished he would have just given us the extra couple of thousand bucks so he could have slept at night." Since ICOMold's headquarters are located near Toledo, Ohio, then can actually be

found in the phone book, on Google, Yahoo, and Bing, you can visit their offices in Holland, Ohio, and you can actually call them and speak with people who live in the greater Toledo area and work there. ICOMold owns their plant in Shenzhen and they communicate with them on your behalf. Mr.Zhao also stated, "Sometimes, there are molders in China that are just a guy with one small molding machine in a garage and he can make very small parts, but the quality isn't there and sometimes they don't speak English very well."

## 5 Reasons to Have ICOMold Produce Your Injection Molds & Plastic Parts Instead of Attempting to Deal Directly with China

1. **Communication:** ICOMold has a U.S.-based office of tooling experts with the ability to communicate with their own manufacturing plant in Shenzhen, China.
2. **Lower Labor Costs in China:** This means lower overall cost to produce injection molds & parts. Even with the added shipping cost the overall cost will be much lower than shops in the U.S. Plus, our employees work for us to assure your molds and parts are done quickly and correctly.
3. **Speed/Faster Turnaround:** There is more manpower and employees willing to work overtime willingly. China manufacturing plants can run two shifts so molds & parts are finished much faster than U.S. molding shops.
4. **Lead Time of Projects is Closely Monitored:** In order to produce injection molds and parts on time, ICOMold begins as soon as a P.O. is generated. The ICOMold team in China and the U.S. monitors your project and makes updates in the Online Project Management System until the project is complete.
5. **Payment— Your Money is Safe:** When your payment is rendered, you know where your money went, who it went to, and where your plastic parts (and molds) are coming from, and what you will be receiving.

## 7 Reasons to Avoid Dealing Directly With China

1. **Language Barrier:** Attempting to speak directly with a Chinese molder to convey exactly what you want can be a daunting task and ideas and concepts simply get lost in translation from one culture to another.
2. **12 Hour Time Difference:** Since China is 12 hours ahead of the U.S., calling a China would mean speaking with someone at 3 a.m. E.S.T. to talk with someone there at 3 p.m.
3. **Legitimacy:** When contacting a a company in China, are you really speaking to a legitimate company, or a scammer just wanting to dupe you out of your cash?
4. **Lead Time Is Not Guaranteed:** With no one in the U.S. or China to manage your project, the typical China workshop will put your mold project in a queue and they get to it when they get to it.
5. **Customer Can Easily Lose Control of the Project:** With all of the factors in play of dealing directly with a China molding shop, the customer can easily lose control of their design, timing, the quality, alterations, etc.
6. **Modification of Parts Not Approved By Customer:** Your design could be altered without your approval or not get altered when desired by the customer. This is also when getting samples parts is important.
7. **Payment/Transaction Difficulties:** International wire transfer payments can be confusing to the banks in China receiving them, the middlemen receiving and sending the money between the parties; and more times than not the money can simply end up going into a black hole.