

China Sourcing Support

With over 135 years of production history in Canada, HFI Pyrotechnics (HFI) is Canada's premier producer and supplier of military quality specialty pyrotechnic products for commercial and military use.

Specially formulated dye is a critical material for many of HFI's products.

HFI had problems with its North American specialty dye supplier and sought out SummitRG for assistance. With the SummitRG team in both Canada and China, a viable Chinese supplier was found, but did not have products that met HFI's stringent specifications.


The SummitRG team formulated and guided HFI in implementing a strategic sourcing plan:

- Found a suitable Chinese supplier
- Negotiated a three-party joint product development project with: HFI, Chinese supplier and technical institute in Nanjing to develop the manufacturing equipment for the specialty dye that meets HFI specifications
- Crafted an IP formula that protected the interests of all parties
- Managed the supply chain to ensure that all parties continue to enjoy ongoing benefits


It is well recognized that working with Chinese suppliers can be challenging. We are pleased that the SummitRG team helped HFI overcome many of the challenges. In addition to the specialty dye project, the SummitRG team worked, and continues to work, with HFI on numerous projects, all to HFI's satisfaction.

We highly recommend SummitRG for professional services in doing business with China, e.g. JV agreements, licensing, sourcing.

Signed:



John Witherspoon
President



Tony Barnes
Chief Financial Officer