

Eaten alive by bigger companies

Try to get a Big Company to give you the time of day, even when you're trying to do business with them that might just help them out!

I manufacture promotional and corporate products and my bread and butter would naturally be the bigger companies with BIG budgets, but do you think they want to do business with the small fish? No, the reply you get is "sorry our buyers are in china this week, try again later." You try again just to get the products seen and the reply is "sorry just got back from China and we are all sorted."

I am guessing they don't understand what that does in the long run; kills off the small and medium size businesses and struggling Proud South Africans supporting an already withering manufacturing industry. In 10 years time China will turn around and being the dominant force that they will be, they will merely say "well now that the world depends on us, let's just up the price as the world has no other option."

You tell me who's getting it in the neck.

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