



# HMP MERCANTILE CORPORATION

Your Sourcing Partner in India



THE LEADING SOURCING AGENT IN INDIA FOR YOUR IMPORT  
REQUIREMENT OF ENGINEERING PRODUCTS





## WHY DO YOU NEED A SOURCING AGENT?

- In today's global market, companies in high cost country like yours, who want to gain competitive advantages by purchasing components, products or materials from low cost countries such as India but who don't want to set up an international procurement office abroad, may well employ HMP Mercantile Corporation as their representative in India to search, select, negotiate with suppliers.
- High cost country companies often don't have in house language capability or cultural knowledge to do the sourcing work on their own. India has a large base of manufacturers for all types of products & will need at least a month to meet & visit these manufacturers for a particular one product only. You may easily visualize the time required if you have to source four to five products. Beside the time, it is also very difficult for you to approach so many manufacturers.
- It is just not possible for any buyers who have an interest in imports from India to spend so much time in identifying the suitable manufacturers, visiting them, negotiating with. When a buyer like yours sends an inquiry to an Indian manufacturer, they assume you have sent the same inquiries to many & do not respond.
- When we inform these Indian manufacturers that we are the authorized agent in India for a particular buyer, they take us seriously & develop a feeling that the buyer too is serious in the business as they have appointed an agent. We get a better response from These Indian manufacturers are more confident if there is an agent in between as they can approach them to sort out their problems
- Agent will provide you proper & timely feedback. Agent will supervise production from time to time & will ensure timely delivery.

There are many reasons why you need a Sourcing Agent cum Resident Representative to assist you in imports from India. The most important is, when you are not in India, we agents are your reliable business assistant.

## WHY INDIA?

India, a South Asian nation, is the seventh-largest country by area, the second-most populous country with over 1.25 billion people, and the most populous democracy in the world. India boasts of an immensely rich cultural heritage including numerous languages, traditions and people. The country holds its uniqueness in its diversity and hence has adapted itself to international changes with poise and comfort. While the economy has welcomed international companies to invest in it with open arms since liberalization in 1990s, Indians have been prudent and pro-active in adopting global approach and skills. Indian villagers proudly take up farming, advanced agriculture and unique handicrafts as their profession on one hand while modern industries and professional services sectors are coming up in a big way on the other.

Thus, the country is attracting many global majors for strategic investments owing to the presence of vast range of industries, investment avenues and a supportive Government. Huge population, mostly comprising the youth, is a strong driver for demand and an ample source of manpower.







## WHY HMP ?

We have established ourselves as one of the reputed sourcing agent in India. We work as an interface between the buyer & seller to facilitate the business. We specialize ourselves in area of product development, production inspections, timely deliveries, coordination & communication etc. All the orders will be directly executed by the manufacturer. Buyer gets the advantage of having a back office like support based in India. we assist the buyer to source the right mercantile from the best manufacturer at affordable price with a best delivery. We do not manufacture, sell & export any product ourselves. We just act as a bridge between the buyer & the supplier.

- ▶ We have a very good data base of good manufacturers for various products.
- ▶ We have very good contacts with these world class manufacturers.
- ▶ We can arrange your meetings with these manufacturers & visits to their plants anytime in short Notice.
- ▶ We provide a complete solution to our customers starting from identifying the best & suitable manufacturer for the desired product to final dispatch.
- ▶ Our services include sourcing, sampling, price negotiation, production check, packaging, Shipping etc.
- ▶ We are very conveniently located in Delhi, the capital of India, only 30 Kilometer from Delhi International Airport.
- ▶ Our approach & working patterns gives us the right ambience to excel and deliver the very best In terms of value and services.
- ▶ We are flexible in our approach and always open to changes and advancements.

## HMP SOURCING SERVICES

- ▶ Identifying potential vendors according to client specifications
- ▶ Comprehensive vendor evaluation, both onsite and off-site
- ▶ Provide budgetary pricing & comparative analysis among competent vendors
- ▶ Development of Quality Assurance Plans
- ▶ Facilitating source inspection & independent quality assurance.
- ▶ Ensure export worthy packaging as per international standards
- ▶ Facilitating shipment through reliable freight forwarders and most competitive rates.
- ▶ Ensure on-time shipments.

## ENSURING QUALITY

Quality is the backbone of our company. We are dedicated to serve our international buyers by providing the best product coupled with the superior services. We are specialized in:

◆**Sourcing:** We maintain an exhaustive data bank of the top manufacturers in India to cater to the varied business needs of our global clients.

◆**Auditing:** Rigorous evaluation process and auditing is conducted to check the authenticity and credibility of the company. Production follow-up and production audits ensure the accuracy of our products. We also carry out quality validation of manufacturers to ensure that they meet the international quality standards.

◆**Inspection:** We carry out an inspection at every stage of production. We ensure that the quality of the product is checked on various parameters that conform to international quality standards.

◆**Logistics Solutions:** We take care of all the shipping requirements ensuring that our clients get the best line, rates and delivery. We monitor the movement of shipment at all the stages till it is on board to ensure timely delivery.





# PRODUCTS



Stainless Steel Pipes, Tubes



Stainless Steel Forged Flanges



Pipe & Tube Fittings



Sheet Metal Components



Precision Machined Components



Brass Components



Rubber Profile, Parts & Components



Bulk Material Handling Conveyor Parts & Accessories



Butt Weld Fittings



Carbon Steel Plate Flanges



Carbon Steel Forged Flanges



Stainless Steel Bright Bar and Rounds



Stainless Steel Structural



Stainless Steel Long Products



Pre Fabricated Pipe Spools



Industrial Engineering Products



Pneumatic Machine Automation



Stainless Steel Wire and Wire Rods





**WE CAN HELP YOU IN SOURCING ANY PRODUCTS FROM INDIA BUT WE ARE SPECIALIZED IN SOURCING THE FOLLOWINGS:**

- ◆Stainless Steel Long Products like Flats, Round Forged Bars, Billets, Angles, Channels
- ◆Stainless Steel Pipes, Tubes & Fittings
- ◆Stainless Steel Forged Flanges
- ◆Stainless Steel Wire Rods & Wires
- ◆Stainless Steel Fasteners
- ◆Stainless Steel Bright Bars
- ◆Stainless Steel Profiles
- ◆Sheet Metal Components
- ◆Precision Machined Components
- ◆Brass Components
- ◆Rubber Profiles, Parts & components
- ◆Bulk Material Handling Conveyor Parts, Conveyor Rubber Belts & Accessories
- ◆Pneumatic Machine Automation
- ◆Carbon Steel Plate Flanges
- ◆Carbon Steel Forged Flanges
- ◆Any Kind of Engineering Products.



# HMP MERCANTILE CORPORATION

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