



The Wholesale Importer

FINANCING INVENTORY

The business

The client is in the business of importing apparel manufactured in Malaysia and Indonesia. It supplies both the retail and online trade markets in the USA, and has built its market share by being able to respond quickly to varying customer demand in both volume and design.

The challenge

To do this, the company has had to maintain substantial stock to support its flexibility. Since the Far East suppliers require full payment prior to dispatch, significant working capital is tied up in inventory.

The TradeRiver Solution

By registering as a TradeRiver USA Buyer and encouraging its largest suppliers to enroll as Sellers, the client was able to finance a significant amount of its inventory, and release 100-plus days of working capital.

THE TRADERIVER SOLUTION

