



## SS INTERNATIONAL



SECTOR  
RETAIL MANUFACTURING

REGION  
ALL REGIONS

With its head office in Hong Kong, Sourcing Solutions Ltd (SSI) is a globally renowned full-service supplier of packaging for the textile and apparel industry. Trading since 2002, SSI provides high quality products such as woven labels, garment hangers and every type of printed identification for clothing, direct from their own factories to accommodate the needs of all retailers and manufacturers.

SSI has manufacturing and wholesale operations in Vietnam, Cambodia and China, business units in India, Korea, Taiwan, Singapore and Honduras and a subsidiary in New Jersey, USA and employs 2,500 people, using a model of group companies and licensees. After large-scale investment in production and design technology, SSI offers state-of-the-art looms, printing, extrusion, moulding and finishing equipment to enhance products and fulfil every product identification and display requirement.

### CHALLENGE

Prior to 2002, the company was known as Build-Up and was purely a supplier of clothes hangers. Fourteen years ago, the business rebranded as SSI and expanded into other packaging, such as labels and paper printed hang-tags. In this time of rapid change, SSI's challenge was to tackle concerns about tax and registration in other countries whilst managing a move into more environmentally sound practices and product development. SSI was already working with Tai Kong CPA Limited, Hong Kong, but before they could set up in India, Taiwan and Korea they needed to secure professional internal accountancy expertise from the countries they were about to do business in.

"Because we had enjoyed such a positive response from Robert Kong of Tai Kong CPA Limited we were thrilled when he put us in touch with UHY member firms



Tai Kong CPA Ltd has supported us through rapid growth and critical deadlines and we have no reason to doubt that we will be working with them for many years to come.



in the regions we would be trading in." says Karen Ho, managing director, SSI. "We did look at KPMG but the personal service, speedy responses and watertight expertise these UHY member firms promised us was very compelling."

### SOLUTION

SSI has now been working with UHY member firms outside Hong Kong for ten years and has developed the same confidence they enjoy with Robert and his team at Tai Kong CPA Limited.

"From general professional services to country-specific tax and implementation queries, the service we get from all the UHY member firms we work with is consistently excellent," says Karen. "One of our biggest challenges is that most companies in our group have 31 December as their year-end, so everything gets incredibly busy in this intense period. Robert and his international colleagues are always reassuring and efficient."

Sunil Hansraj is joint managing partner at UHY member firm Chandabhoy & Jassoobhoy, Mumbai, India. "When we were referred into this client work, we wanted the SSI team to know that our service in India is as exceptional as the experience they already enjoyed with Tai Kong CPA. Consistency is paramount. Our emphasis on being professional and approachable is what makes UHY special and Karen has specifically commented on this," says Sunil.

### RESULT

SSI is in a very strong position for future growth despite a difficult economic environment. Karen intends to use ASEAN (Association of South East Asian Nations) to help SSI expand. "The dual tax agreements certainly help. A lot of our materials come from other ASEAN countries such as Vietnam and Cambodia," she says. "We also export



many hangers and other products across ASEAN countries so on both an incoming and outgoing level we benefit."

"Tai Kong CPA Ltd has supported us through rapid growth and critical deadlines and we intend to work with them for many years to come. Their advice is always spot-on, and the member firms they have referred us into have been equally professional. We certainly owe a lot of our success to the relationship we have with Robert Kong and his team," says Karen.

Staying ahead in a challenging environment, maintaining high levels of innovation and focusing on setting up a base in new countries are priorities for SSI now. "We applaud the vision that Karen and her team have for SSI and we will do everything we can to make sure her plans are realised," says Robert.

### UHY IN THE MANUFACTURING AND MERCHANDISING SECTOR

Patterns of consumption, consumer spending and expanding global brands are changing how consumer goods are distributed and sold. UHY member firms work across the sector ranging from single market retailers and distributors to major international fashion brands. Specialists understand issues like managing internal controls, stock monitoring, warehousing scheduling and supply chain logistics. We provide tailored accountancy services such as tax planning and compliance, financial reporting, strategic planning and risk assessment.