

Suppliers – Friends for life

We are privileged to serve our corporate and tax clients for very long periods, many years, some for many decades. Besides our technical excellence, our training and development programs and our caring staff, an important contributor to our modest success is our group of suppliers who are business partners and friends for life!

We have had the same supplier for corporate registers and corporate seals since 1984. We have had the same office cleaning service provider since 1993 when we moved to Cathay Building and through to 2000 when we moved to Orchard Road - the same office cleaning service provider since 1993 and to now. And the same story for our other suppliers from IT service providers to office equipment, etc.

We treat our suppliers with respect – we know our account is not their biggest but we want prompt attention and service – so we pay on time, often earlier than the due date, so our suppliers pay attention to us and our needs.

We do not make unfair demands as if we are the only customer of the supplier. In fact, we prefer not to be the only customer, as we want our supplier to provide services at reasonable rates by spreading his overheads over many customers. To do so, our supplier must survive in terms of cash inflows to defray overheads which every one of us have. So we pay our suppliers promptly.

So far all of our suppliers have survived. Our suppliers continue to offer us services at fair rates which enable them to continue their business and to maintain their services to us. Our suppliers' fair rates are not the lowest in the market – we want to be fair to our suppliers just as we want to be fair to our clients and our staff. This thinking has served us well in the long term – at least for over 30 years!

Getting You to Where You want to be
