



Flash Drive Facts is a supplier initiative designed to help bring greater understanding about flash drives, their uses, news and up to the minute insights.....

» More to come....

Why using a distributor is the right thing to do...

Why the price paid for distributors services is worth it.

We are a manufacturer of Flash drives and computer peripherals. It would be simple for us to sell direct online and even easier for the end-user to buy from us online....but.....you shouldn't and we don't.....here's why...

1) End-users are facing lots of pressure these days to buy cheaper and are presented with a wide variety of online options that look like they will save them money....so what's the risk?

2) Quoted online prices have pitfalls...

A) Prices are often ex-factory which means it does not include shipping, brokerage, duty....

B) What recourse do you have....? You must pay upfront and THEN get the goods....if you're okay with that I have a watch you might be interested in.... :)

C) Ever been to Hong Kong? No...? At **EVERY** street corner you can get a knock-off anything.....If they knock-off watches, purses etc etc.....Why would you not get a knock off Flash Drive or computer peripheral....(Remember a knock-off is not just the Brand...it is the actual components.....)

Here's our true story....We make flash drives and peripherals and source digital frames.....we recently sold 3500 1.5 inch frames to Johnson-Johnson (thru a distributor) sourced from a manufacturer we found called TAIBO.....we had 12 pics preloaded for the customer....TAIBO did the preload and loaded a virus on **EVERY FRAME.....EVERY FREAKIN' FRAME**....(it was NOT the customers file that was infected...) ...Johnson-Johnson rightfully was peeved (to say it mildly) and refused to pay....the distributor came back to us and we **RE-IMBURSED the cost of ALL OF THEM!**

We then went to TAIBO to get restitution....they gave us a \$500 credit.....Lovely.....we are out many, many thousands...but J&J is safe and so is the distributor.....hmmmm...Do you really think you know better than a professional distributor how to resolve an issue like this.....?

Consider this....if we lose \$20,000 and work with China EVERYDAY.....why would you not lose...?