



Representatives & Agents Groups

Newsletter • June 2020



Products, Technology & Services

30% Pro-Growth

A record year
in 2019 sales

Credit Card Payments

NEW for 2020
especially for your
customers

Warehousing

- Wilmington, DE
- Carlsbad, CA
- El Paso, TX

E-Blast Campaign

Scheduled for the
next three months

Shorter Supply Chain, Reduced Cost

In the next six months
we will be moving
some of our products
to Philippines and
Mexico.

New Product Launch

Started after the
SALC on GW-
130/GW-132 Dimming
Controls w/Bluetooth
APP (300' Mesh)

See our [full line](#) of photocontrols and receptacles [Family Tree](#).

Welcome Cheryl Adair **Our New Controller**

Cheryl, comes to us with a wealth of experience. As a business consultant, she provided accounting support for law firms and construction companies, including union and



non-union shops, automotive repair, home remodeling. Cheryl has also worked with attorneys, CPAs and EAs preparing supporting documentation for audits and lawsuits.



Planning & Designing

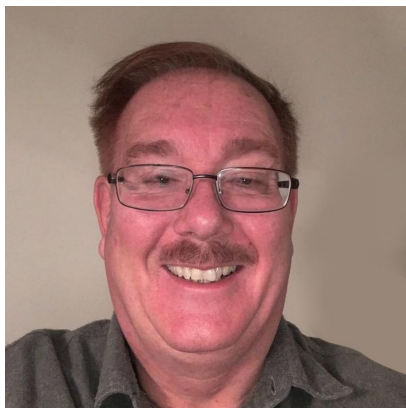
New Quality Assurance and Testing Protocols Updates

In an effort to ensure the quality of our products, we have incorporated the following protocols in the past year.

1. Preliminary supplies audit
2. Supplies certification and rating
3. Preparing (expectation sheets of products)
4. Inspection protocol document
5. Incoming quality control inspection procedure
6. Product inspection sheets
7. AQL inspection
8. QA work flow chart
9. Customer expectation sheets
10. First article inspection
11. Non-conformance
12. Issue monthly reports to customer

In the event of a product fail, by taking a scientific “deductive reasoning” and “system approach” to testing, GWI will be better able to determine the root cause(s) of a part failure and take corrective actions.

A Message from Harper F. Zarker, Jr.



YEAR IN REVIEW

I am going to use this message to provide an overview of the last seven months and potential incremental sales.

Last year was a record breaking year for GWI with a 30% growth rate. Unfortunately, additional growth was stunted in the fourth quarter. Our supply chain was hit hard when China shut down for the Chinese New Year, compounded by extended shut downs due to the COVID-19 virus. Subsequently, we had vendor's refusing PO's due the uncertainty of the economy as the COVID-19 threat continued to shut down businesses nationally and globally. During this time, GWI exhausted all our inventories. Now that things are opening back up, GWI is diligently working to restore inventory levels before July to once again be able to support your sales efforts.

Even though GWI did 100% testing and calibration during production of a GW-105BU product line, an issue with one large lot of this order failed after delivery to a customer. GWI is currently in the process of replacing all of these units in the field as per our warranty.



INCREMENTAL SALES

Since 2012, GWI has been selling components directly to OEM manufacturing of light fixtures in North America. Over the next three months, sales agent

groups should take this time to develop their territory of OEM manufacturers with GWI's [family of products](#). These sales tend to be repeatable with the OEM manufacturer providing monthly forecasts. If your agencies group is interested, please call my office at 302-250-4929 and I be glad to help you with the follow up. I can provide the SALCE attendees list upon request.

YOUR INPUT IS IMPORTANT

Do you think town, cities distributors, and utilities would be inclined to "BUY AMERICAN" made products if it cost 75+% more? If you could [email me](#) feedback to this question based on talking with your target audience, it will help us to make necessary supply chain decisions that best help your sales efforts.



DID YOU KNOW?

A diamond is the hardest natural substance on earth, but if it is placed in an oven and the temperature is raised to about 763 C (1405 degrees Fahrenheit), it will simply vanish, without even ash remaining. Only a little carbon dioxide will have been released.

Diamonds are formed over a period of a billion or more years deep within earth's crust – about 150km (90 miles) deep – and is pushed to the surface by volcanoes. Most diamonds are found in volcanic rock, called Kimberlite, or in the sea after being carried away by rivers when they are pushed to the surface.

A diamond is 58 times harder than the next hardest mineral on earth, corundum, from which rubies and sapphires are formed. It was only during the 15th century that it was discovered that the only way to cut diamonds was with other diamonds. Yet, diamonds are brittle if hit hard.

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