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Great Plains Stainless Looking for Opportunities to Grow

Great Plains Stainless is upgrading the legal status of its China office to accommodate more growth. The new status will allow the USA based distributor/stockist to buy and sell in multiple currencies, import and export directly, and broaden its product range to include flat and tubular products.

“We are in a uniquely qualified position to help Western firms opening manufacturing facilities in China”, says company CEO, Joe Gibbons. “Keeping metal supply timely and cost effective with flawless quality can be a challenge at a new facility.”

Great Plains Stainless began business in the USA more than twenty-five years ago but plans were always in place to be a key player in the international marketplace. Mr. Gibbons sees steps like creating new offices in New Zealand and China, hiring native speaking staff and developing specialized Web-based product management software as investments that give the company a competitive edge as a supplier.

“With our years of experience, computer and QA systems, language and technical skills, and our financial strength, we minimize the risk of inadequate supply of raw material,” he added.

Now, with five years of experience in the Chinese market, Mr. Gibbons says the company has a solid infrastructure and resources in place. “We are aggressively seeking growth with new manufacturers in China in particular. It’s time for us to take another step forward.”

This commitment to growth in China is proven by a decision on the part of the company’s CFO, Ms. Debbie Cole, to accept a two-year assignment at Great Plains’ Shanghai office. A long-time veteran of the company and one of its top executives, Ms. Cole’s insight and experience in the industry will help to bridge the gap between east and west even further.

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