Baiao Wellness

DIGITAL SUPPLY CHAIN PARTNER

Customer Stories

Partners who grew with us

Real orders, real partnerships - from a 70-unit trial to weekly replenishment.
Names removed, numbers intact.

CE · RoHS · UKCA · FCC · REACH · ISO 9001

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OVERVIEW

Evidence over promises

Every case below is a real, anonymized partnership — names removed, numbers intact.

8	4	130+	4
anonymized stories	fulfilment models	verified orders	continents served

We ship to US, EU and UK brands under four fulfilment models: DTC/e-commerce replenishment, Amazon FBA inbound, US-warehouse local stock, and EXW handover at Chinese collection hubs — the same certified lines, QC discipline and image & video asset packs behind every order.

Ready to build your supply chain?

Get a free quotation within 48 hours - WhatsApp +86 159 3518 0229 · sales@baiaowellness.com

DTC & E-COMMERCE

Weekly replenishment, brand-level partnership

DTC & E-COMMERCE

UK · DTC + FBA brand · DTC & e-commerce

From a 70-unit trial to weekly replenishment

A founder-led intimacy-wellness brand selling app-controlled premium devices on its own website — 4.9/5 average across 1,500+ verified reviews, restocking through a China consolidation hub.

34	~$19,000	~5,800
orders in 10 months	cumulative value	units shipped

Order rhythm: 70-unit trial, then 200, 300 and now 400 units per order

- A replenishment rhythm to plan around — from 50–200 unit orders to steady 300–400 unit weekly orders
- We carry the risk: intercepted a mis-picked shipment and re-sent a fresh batch at our own cost
- Items damaged on arrival refunded in full — no returns required

DTC & E-COMMERCE

Netherlands · E-commerce distributor · DTC & e-commerce

3–5 orders every month, for 17 straight months

A Netherlands-based e-commerce operator distributing through its own channels, receiving goods at home-country addresses — a default supplier, not a spot source.

55	~$36,000	3–5
orders in 17 months	cumulative value	orders per month

Order rhythm: 3–5 orders every month across 17 consecutive months

- Multi-SKU trust — typical orders mix 6–14 SKUs across 10+ product families
- Low-MOQ, in-stock friendly — new SKUs tested with minimal risk
- Keeps reordering on trust, even with large pending payments

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DTC & E-COMMERCE

Italy · Distributor · DTC & e-commerce

Six orders in one month, including an $8,000+ line

A long-standing distributor buying certified product lines for in-country resale — cleared at Livorno, delivered by DPD at Florence and Milan.

6	$15,000+	50
orders in one month	single-month volume	models in one order

Order progression: $130 trial, then $8,300+, $4,500 and $2,000 lines within weeks

- Trial-then-scale: a $130 test order, then an $8,300+ 50-model order within a week
- Contract-order fluency with model-code shorthand
- Certification & catalogue driven — CE/FCC/RoHS/UKCA/REACH lines

DTC & E-COMMERCE

Poland · Wholesaler · DTC & e-commerce

$60,000+ in contract orders, one hero SKU at the core

A Central-European wholesale buyer placing large contract lots with scheduled big batches and model-code shorthand — delivered via EU transits.

15	$60,000+	4,500+
orders in 14 months	cumulative value	units of one hero SKU

Contract lots of 440–1,320 units; one hero SKU alone passed 4,500 units

- Contract-order efficiency — scheduled lots of 440–1,320 units
- One hero SKU, deep binding: our quality embedded in his bestseller
- Free product images & videos for VIP clients to sell downstream

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AMAZON FBA

FBA inbound, handled like a native

AMAZON FBA

EU · Amazon FBA seller · Amazon FBA

An Amazon FBA seller who stuck with us for over a year

A European Amazon FBA seller replenishing stock directly into Amazon fulfilment centres — an L3 buyer on Alibaba.com for over a year.

1+	57×47×38 cm	ZAZ1
year of dedicated supply	compliant carton specs	direct FC delivery, Spain

FBA flow: 57×47×38 cm cartons at 22 kg, labels double-checked, direct to FC ZAZ1

- We speak fluent FBA — carton specs, product & box labels and heavy-package markings, double-checked
- CE, FCC, RoHS, UKCA & REACH certified lines — listings stay compliant and safe
- Air and sea quotes side by side, so sellers pick the cash-flow trade-off
- EU warehouse coming online — orders ship within 2 days, arrive in 3–5

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US WAREHOUSE

Local speed converts — and retains

US WAREHOUSE

USA · Retailer, Florida · US warehouse

From China direct-ship to US warehouse stock

A multi-category US retailer who first tested with China direct-ship orders, then switched to our US warehouse stock for local replenishment.

7	$2,500+	5
orders in 4 months	cumulative value	orders in 3 weeks

China direct-ship: 2 orders. US warehouse stock: 5 orders in 3 weeks

- Local-warehouse delivery in days instead of weeks
- Small-batch US-stock orders for low-risk colour & model testing
- Price-sensitive, but sticky — local speed and ready stock beat the price gap

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EXW & COLLECTION POINTS

Zero-friction delivery, reliable repeat orders

EXW & COLLECTION POINTS

Latin America · Wholesaler · EXW & collection points

From a single GV002 to steady reorders

A Latin-American wholesaler who started with a single GV002 dual-stimulation vibrator for a dollarised, high-inflation home market — delivered EXW to a China consolidation hub, all payments online.

7	50–100	3×
orders in 11 months	units per reorder	repeat batches on the same SKU

One GV002 first, then 50–100 units per batch, three repeat batches on the same SKU

- Started with one GV002 — then kept reordering the same SKU, batch after batch
- Zero-friction logistics — EXW handover at the Foshan hub, fast online payment
- A serious, sample-paying buyer who converts every test into volume

EXW & COLLECTION POINTS

West Africa · Trader · EXW & collection points

A single-SKU buyer who never misses a reorder

A trader buying one men’s care oil SKU for its home market — delivered EXW to a Guangzhou collection point, reordering every 2–3 months without fail.

6	580	100–150
orders in 10 months	units, 100% one SKU	units per batch

Batch growth: 30 units, then 100, now 100–150 units per order

- Simplicity and trust — low ticket, fully online-paid, zero friction on both sides
- Habitual loyalty — a fixed reorder cadence, never a long gap
- A proven single-SKU base to cross-sell the rest of the men’s care line

IN THEIR WORDS

What partners say

Short, anonymized quotes from real buyers — names and figures removed.

“Stock arrived FBA-ready with labels and packaging exactly as agreed — our listing was live the week after.”

Amazon FBA seller · US market

“The image and video packs saved us weeks of content work. We launched three SKUs with their assets, zero re-shoots.”

DTC brand owner · EU market

“Repeat orders are on autopilot — consistent QC, honest lead times, and certificates that clear customs every time.”

Wholesale distributor · UK market

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