



LANGE INTERNATIONAL TRADE SERVICES

INTERNATIONAL TRADING • SOURCING • PROCUREMENT • SUPPLY CHAIN COORDINATION

Connecting Pacific businesses with trusted suppliers and manufacturers across China.

Lange provides practical, transparent trade solutions from supplier identification and commercial negotiation through order coordination, quality follow-up and delivery planning.

COMPANY PROFILE

2026

PAPUA NEW GUINEA

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WHO WE ARE

A practical bridge between China's supply base and business demand across the Pacific.

Lange International Trade Services is an international trading and sourcing company focused on helping businesses in Papua New Guinea, the Solomon Islands and the wider Pacific access reliable products, manufacturers and supply solutions from China. We combine supplier sourcing, procurement support, commercial negotiation, order coordination and logistics planning into one streamlined service.

Our role is simple: reduce the friction, uncertainty and communication gaps that often make cross-border purchasing difficult, while giving clients clearer visibility from enquiry to delivery.

MISSION To simplify cross-border trade by giving businesses dependable access to sourcing, procurement and trading support built on transparency, responsiveness and sound commercial judgment.	VISION To become a trusted Pacific-facing trade partner linking businesses in the region with competitive, reliable and scalable supply opportunities across China and beyond.
OUR POSITIONING Lange operates as a trading and sourcing partner - not merely a product finder. We support the commercial process from requirement definition through supplier coordination, order execution and delivery planning.	OUR MARKETS Supply base: China. Core customer markets: Papua New Guinea and the Solomon Islands, with capability to serve other Pacific and international buyers as opportunities develop.

BUSINESS MODEL

Lange is designed to support both agency-style sourcing and direct trading transactions, depending on the order structure and client requirements.

SOURCING / AGENCY	Lange identifies suppliers, negotiates terms, coordinates specifications and supports order execution while the commercial transaction is structured according to the client's agreed purchasing arrangement.
DIRECT TRADING	Where appropriate, Lange can structure transactions as a trading company, purchasing from qualified suppliers and supplying goods to customers under agreed commercial terms.
LOGISTICS COORDINATION	Shipping and delivery are coordinated through qualified freight, customs and logistics partners appropriate to the product, destination and Incoterms. Lange does not position itself as the physical carrier.



WHAT WE DO

End-to-end commercial support for buyers that need reliable access to China's manufacturing and supply market.

01 PRODUCT SOURCING & SUPPLIER IDENTIFICATION

Search, shortlist and coordinate with suitable manufacturers and suppliers based on the client's specifications, target price, quantity and delivery requirements.

02 PROCUREMENT & COMMERCIAL NEGOTIATION

Support price negotiation, MOQs, payment terms, specifications, packaging requirements and other commercial details before an order is confirmed.

03 IMPORT & EXPORT TRADING

Support legitimate cross-border trade transactions, including direct trading structures and import/export coordination where appropriate to the order.

04 ORDER & QUALITY COORDINATION

Follow up production schedules, samples, specifications, packaging and quality requirements, and coordinate inspections or verification where needed.

05 CUSTOM PRODUCT & MANUFACTURING SUPPORT

Coordinate custom-made products, private-label requirements, packaging adjustments and factory communication for projects that require more than off-the-shelf purchasing.

06 LOGISTICS & DELIVERY COORDINATION

Work with qualified logistics partners to plan shipment methods, documentation, consolidation and delivery based on cost, urgency and destination requirements.

PRODUCT & SOURCING FOCUS

Lange maintains a flexible sourcing model and focuses on products that can be responsibly verified, quoted and supplied through qualified manufacturers and partners. Key areas include:

Paper & Packaging

Paper products, packaging materials, cartons, labels and related consumables.

Machinery & Equipment

Selected commercial and light industrial machinery, equipment and custom-built units.

Industrial Components

Mechanical parts, valves, fittings, metal and plastic components, and related industrial supplies.

General Commercial Goods

Selected consumer and business products where specifications, supplier capability and shipping requirements can be properly managed.



HOW WE WORK

A disciplined sourcing process designed to make cross-border purchasing clearer and more manageable.

1	DEFINE	Confirm product specifications, quantity, target price, delivery destination, timeline and key commercial requirements.
2	SOURCE	Identify and assess suitable suppliers or manufacturers, compare quotations and clarify capabilities.
3	NEGOTIATE	Coordinate pricing, terms, samples, customization, packaging and payment conditions.
4	EXECUTE	Support order confirmation, production follow-up, documentation and quality coordination.
5	DELIVER	Coordinate shipment planning and qualified logistics partners through to the agreed destination or handover point.

WHY LANGE

China Market Access Direct engagement with suppliers, manufacturers and service partners across China.	Pacific Market Understanding A business approach shaped around the practical purchasing needs of Papua New Guinea, the Solomon Islands and Pacific buyers.
Transparent Coordination Clear communication on quotations, specifications, timelines, order status and delivery planning.	Flexible Solutions Support for small sourcing enquiries, bulk orders, custom manufacturing and longer-term procurement requirements.
Commercial Discipline A focus on realistic specifications, documented requirements, supplier verification and responsible transaction structures.	Single Point of Coordination One contact to help manage multiple steps across sourcing, supplier communication, order follow-up and logistics planning.

LEADERSHIP

Lange International Trade Services was founded by Brandon Kiangali, BA International Trade & Economics, MBA. The business is built around practical China market knowledge, international trade training and a commitment to professional, transparent cross-border service.

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TRADE SIMPLIFIED. GROWTH AMPLIFIED.