

B2B MANUFACTURING BROCHURE

Built around the buyer's brief

Furniture manufacturing in North Macedonia for retailers, brands and project teams seeking a clear technical and commercial process.

01

Buyer-specific scope

02

Structured technical review

03

Project-agreed quality controls

Discuss your program

Open catalog · English (EN)

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Designed for repeatable B2B work

The best fit is a buyer who can share product intent, commercial context and decision criteria early enough for a proper review.

TYPICAL BUYER PROFILES

● Furniture retailers

● Private-label brands

● Hotel procurement teams

● Property developers

● Distributors and importers

● Joinery and design partners

Good starting point

A drawing set is helpful, but a structured brief can start the conversation.

- Defined category and target market
- Indicative volume and launch timing
- Named technical decision maker

Fit is reviewed

Every request is assessed against product, material, process and delivery requirements.

- No automatic product acceptance
- No generic price list
- No fixed timeline before review

Cabinet-based programs and project furniture

The catalog describes request categories, not a promise that every construction or finish is suitable. Technical feasibility is established from the buyer's files.

REQUEST MAP

Category	Possible brief	Review focus
Kitchens	Base, wall and tall units	Dimensions, fronts, hardware
Wardrobes	Hinged or sliding concepts	System, internals, loading
Custom cabinetry	Storage, vanities, built-ins	Interfaces and installation
Contract furniture	Room or unit schedules	Repeatability and packing

Buyer-controlled design

Private-label and buyer-designed work is reviewed under an agreed information and approval process.

Configuration discipline

Variants, hardware and finishes should be coded before release to reduce ambiguity.

One factory relationship, several ways to work

The commercial model should match who owns the design, who specifies bought-in components and how approvals are controlled.

MODELS

● Private label

● White label

● Production outsourcing

● Buyer-specified components

● Project packages

● Trial-to-repeat program

Scope boundary

The quotation identifies what Kika Mobil manufactures, sources, packs or coordinates.

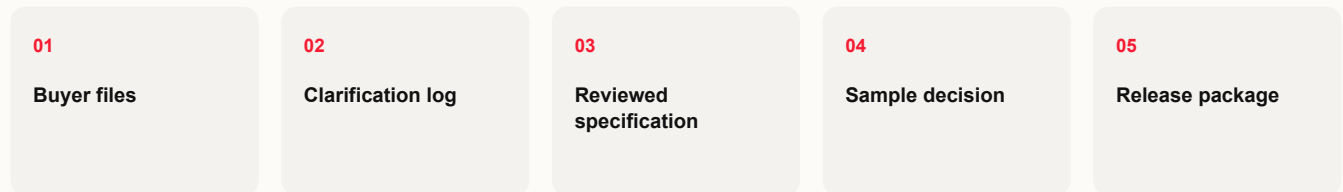
Change control

Revisions after approval are assessed for technical, cost and timing impact before release.

Turn intent into a controlled production brief

A concise data package gives both sides a shared reference for dimensions, materials, interfaces and required outputs.

INFORMATION FLOW



Useful inputs

CAD or dimensioned drawings, bill of materials, finish references and hardware schedule where available.

- Tolerance-critical interfaces
- Assembly or installation concept
- Label and manual requirements

Useful outputs

The agreed output list may include reviewed drawings, sample records, packing references and dispatch documents.

- Output list stated in quotation
- Revision status kept visible

Specify performance, appearance and source constraints

Board, front, edge, surface and hardware choices are evaluated against the design, target use, supplier availability and buyer requirements.

SPECIFICATION LAYERS

Layer	Buyer input	Project decision
Boards	Type, thickness, decor	Approved make-up
Fronts	Construction and finish	Sample or reference
Edges	Material, color, exposure	Edge schedule
Hardware	Function, brand preference	Accepted component list

Samples

Physical or documented references should have a clear approval owner and status.

Substitution

No alternative should be treated as accepted until the buyer approves its documented impact.

Quality checks tied to the agreed risk points

A useful quality plan follows the approved specification and concentrates on characteristics that affect fit, function, appearance and packing.

CONTROL POINTS

01

Incoming reference

02

First-off review

03

In-process checks

04

Final inspection

05

Packing release

Evidence by agreement

Inspection records, photos or retained references can be included when defined in the project scope.

Exceptions

Nonconformities are recorded, dispositioned and communicated according to the agreed escalation path.

Design the handover before goods are packed

Pack format, unit identification and route documentation need to match the buyer's warehouse, transport and final assembly model.

PLANNING INPUTS

● Flat-pack or assembled

● Unit and carton coding

● Protection level

● Pallet pattern

● Delivery country

● Route documents

Packing brief

Specify handling risks, labels, manuals and scan codes before artwork or packing release.

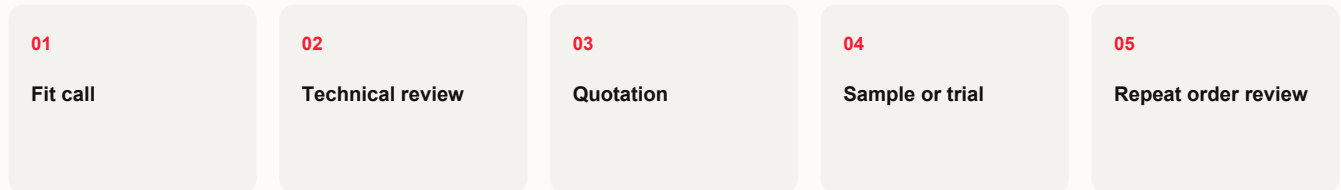
Logistics coordination

Incoterm, loading point, carrier responsibilities and documents are agreed for the selected route.

Move from qualification to a repeatable program

A staged process lets buyer and manufacturer verify assumptions before committing to a broader rollout.

DECISION SEQUENCE



Quotation basis

Prices and terms depend on the accepted specification, volume, components, packing and delivery scope.

Planning basis

Target dates become commitments only through the accepted commercial and production plan.



Bring us a real brief. We will give it a real review.

Share the product, quantity, files, market, packing requirement and target delivery context. Kika Mobil will assess fit and respond with the next technical questions.

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[Open the English RFQ](#)

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Kika Mobil is based in North Macedonia, which is in Europe and is not an EU member state. Origin, customs, conformity and route documentation are product- and destination-specific.