

## Chapter 6968

Charlie nodded and asked,

"Are there any groundbreaking technologies involved?"

Pollard answered truthfully,

"In the automotive industry, there aren't any breakthrough technologies yet."

"What we can do is ensure that the materials are strong enough and the process is advanced enough to make the car safe enough."

"Therefore, the main frame of our body-in-white is currently made of one-piece die-cast aluminum alloy."

"We upgraded Gao Heng's original production line and the die-casting machine."

"We currently use the most advanced 16,000-ton die-casting machine in China and even internationally."

"In addition, our car body welding is all done with the most advanced robots in the world."

"The assembly and painting processes are all integrated with the best international solutions."

"The hardware and software adaptation team is also the best in China."

"Therefore, when our car goes into mass production in the future,"

"Its completion will be far ahead of similarly priced products."

Charlie asked curiously,

"So, in fact, the key to car manufacturing is the ability to integrate resources."

"Yes." Pollard nodded and smiled.

"The ability to integrate resources determines the technological ceiling of the product."

"If we can integrate the best individual technologies on the market,"

"The overall level will not be too bad."

"In addition, another very important ability is the ability to integrate the supply chain."

"Because the core logic of car manufacturing is the assembly and reproduction of countless parts and solutions,"

"Everything from aluminum and steel to motors, batteries, seats, steering gears, suspension, tires, and even the inconspicuous wiring harnesses hidden in the car body must be screened and integrated from the supply chain."

"This ability determines the lower limit of the product's cost."

"Just like different restaurants, making the same dish, even if the raw materials are the same and the food is served at the same level,"

"The cost cannot be the same because everyone's bargaining power is different."

"A chain restaurant with large volumes has lower procurement costs for all ingredients than an average restaurant."

"So the cost of making the same dish is cheaper than in an average restaurant."

"But if a restaurant can find an authoritative master in the field of vegetable supply,"

"Who has a great reputation and high status in the entire vegetable supply field?"

"Then he may be able to get a lower price that even a big restaurant can't get."

"To put it bluntly, it means having strong bargaining power to make the supplier willing to make less money from us."

Charlie asked him: "So what should we do in these two..."

"How are our capabilities in this area?"

Pollard said, "Master Wade, regarding resource integration capabilities,"

"We can be said to be the best in the domestic automotive field."

"Because your grandfather has a great influence on the global trade market,"

"And with the An family's presence,"

"We can get a lot of equipment and technology that other manufacturers can't get."

Having said that, Pollard said,

"As for the ability to integrate the supply chain, from what we have discussed so far,"

"We dare not say that we are far ahead,"

"But we can still maintain ourselves in the first echelon."

"Suppliers are still very optimistic about the future development of Changying Automobile."

"So, although we have no mass-produced cars off the assembly line yet,"

"They can still give us the conditions of the top OEMs."

Charlie thought for a moment and asked him,

"We still have further information about the main suppliers."

"Is there room to further lower the price?"

Pollard said, "Currently, the largest single cost of a vehicle is the battery power system."

"Your grandfather and second uncle have already started to plan the production of power batteries."

"After it is built and put into production, they will definitely tie up with us for in-depth cooperation."

"Other suppliers are too widely distributed; most of them are domestic manufacturers."

"The chips are Qualcomm and Nvidia."

"The body safety systems are mostly provided by German suppliers."

"The tires come from French suppliers, and the brake systems come from Italian suppliers."

"The overall bargaining space for European suppliers is not very high."

Charlie smiled slightly: "Whether the bargaining space is high or not depends on who is bargaining."

"Whether you go or I go, I'm afraid those Europeans will not give us face,"

"But I do have a friend who can help mediate."

"If he comes forward, I believe that European and American suppliers will definitely agree."

Pollard asked curiously, "Mr. Wade, if you know such a capable person,"

"Why not let him join Changying Automobile and take charge of our supply chain?"

Charlie smiled and said, "I plan to let the heir of the Routhchild family,"

"Steve Rothschild, help us negotiate the price."

"This guy is indeed a capable person."

"There is definitely no problem with him helping privately."

"But if he is asked to join Changying Automobile, it would be a bit too magical."

Pollard exclaimed: "The heir of the Rothschild family?!"

"My God, half of the foreign suppliers I just mentioned are actually industries controlled by their family."

"This is no longer considered a capable person."

"This is a great, capable person!"

"Really?"

Charlie suddenly said in surprise,

"That's great! Comrade Steve Rothschild has finally found an opportunity to show his talent!"

"I'll call him later and ask him to come forward and greet those suppliers."

Pollard said happily, "That's great!"

"If we further reduce the cost and lower the price,"

"The car's cost-effectiveness will be even higher."

"Maybe we can really create a few national masterpieces!"