

SAMPLE GUIDE: How to Find Suppliers

1. Identify the product you would like to import by its HS code.
2. Discover from which markets the United States imports your item.
3. Study the target market to learn about its political stability, economic condition, and regulations.
4. Use the internet to search for industry associations that can provide general in-country guidance and lists of companies active in the desired market.
5. Use industry associations and trade shows to search for suppliers. Trade shows are also excellent places to find suppliers.
6. Investigate possible partners or buyers.
7. Check with the Customs & Border Protection (CBP) to ensure your importing activities are compliant with use laws and regulations. CBP offers a detailed manual to importers that can guide them through the importing process; it is available for free from their website. Further, it is advisable that you hire a lawyer, customs broker, or accountant to assist you in complying with CBP requirements.
8. Identify barriers to getting your product into the United States.
9. Find out whether your product can be competitive on price. Evaluate costs involved with marketing, distribution, sales commissions, legal fees, etc.
10. Once you have decided to enter into a foreign supplier relationship, be aware of all your local resources available to importers.
11. Have patience and make every effort to do things correctly the first time. Select an international banker, customs broker, attorney and country specialist to assist you...and always ask questions.