



# TIANJIA'S QUICK GUIDE FOR PRODUCT SOURCING

Sourcing your own products can be highly profitable but only when the process is rightfully done. Many business owners and importers experience losses when sourcing products, especially from countries or regions they are unfamiliar with. One of the most common mistakes is neglecting proper supplier contact and verification. Without a reliable contact or representative, it becomes difficult to resolve issues such as product quality problems, delayed shipments, or orders that do not meet the agreed terms.

This is where Tianjia International Trade supports you. Our team works closely with you throughout the sourcing process from identifying the right suppliers to verifying them, negotiating prices, managing quality checks, and arranging logistics. Our goal is to help you source safely, efficiently, and with no risks.

## Recommended Product Sourcing Process

1

### Define Product Requirements

Clearly outline the product specifications, including quality standards, materials, functionality, packaging, and your target price.

2

### Conduct Market Research

Understand the value and purpose of the product you want to buy. Compare suppliers, manufacturers, and distributors using platforms such as Alibaba, 1688, and Made-in-China.

3

### Identify the Right Supplier

After comparing options, contact potential suppliers to learn more about their products, company background, ratings, and customer reviews.

4

### Supplier Verification and Evaluation

Assess suppliers based on production capacity, quality standards, experience, reputation, and regulatory compliance. Proper supplier vetting helps reduce risks and ensures reliability.



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5

## Request Samples or Trial Orders

Always request product samples to evaluate quality. If possible, start with a small trial order to test the product in your market before buying in large quantities.

6

## Negotiation and Contract Agreement

Discuss pricing, minimum order quantities (MOQs), payment terms, production timelines, and delivery conditions. Ensure all agreements are clearly documented.

7

## Logistics and Shipping Planning

Coordinate production timelines, quality inspections, shipping arrangements, and customs documentation. Proper logistics planning helps avoid delays and unexpected costs.

8

## Monitor Supplier Performance

Maintain communication with your supplier and evaluate performance over time. Strong relationships can lead to better pricing, improved service, and long-term partnerships.

## Common Mistakes to Avoid When Sourcing Products

- Buying large quantities for your first order without testing the product.
- Allowing the supplier to handle everything without oversight.
- Poor logistics planning or using incorrect shipping terms (Incoterms).
- Not understanding import regulations and customs rules in your country.
- Relying too heavily on one supplier. YOU LOSE CONTROL!!
- Ignoring quality inspection and assurance.
- Not considering production and shipping lead times.

Work with Tianjia International Trade to source safely and efficiently.

We help you find trusted suppliers, verify product quality, negotiate better deals, and manage the entire sourcing and shipping process.

**Contact Tianjia today to simplify your sourcing journey.**



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