

Smart Sourcing Tips on Alibaba.com

**Hotel Equatorial
Shanghai, China
Aug 4, 2006**

Today's Topic

- I. What are Alibaba “Open Sesame” Events?
- II. Market Overview
- III. Alibaba Tutorial
- IV. Useful Tools and Resources

What are Alibaba “Open Sesame” Events?

What are Alibaba “Open Sesame” Events?



Alibaba Open Sesame Event at Hangzhou

Topic: How sourcing online can improve your business?

Date: 23 June 2006

Location: Hangzhou, China



Ice-breaking games

Alibaba staff mingling with international buyers



Alibaba Open Sesame Event at Milan

Topic: E-sourcing, How internet can help your business grow?

Date: 13 July 2006

Location: Milan, Italy



Mr. Magani, Director, Masserini S.r.l. who has joined Alibaba for 5 years share his online sourcing experience with other members

Over 80 international buyers attended the event



Alibaba Open Sesame Event at Milan

Topic: E-sourcing, How internet can help your business grow?

Date: 13 July 2006

Location: Milan, Italy



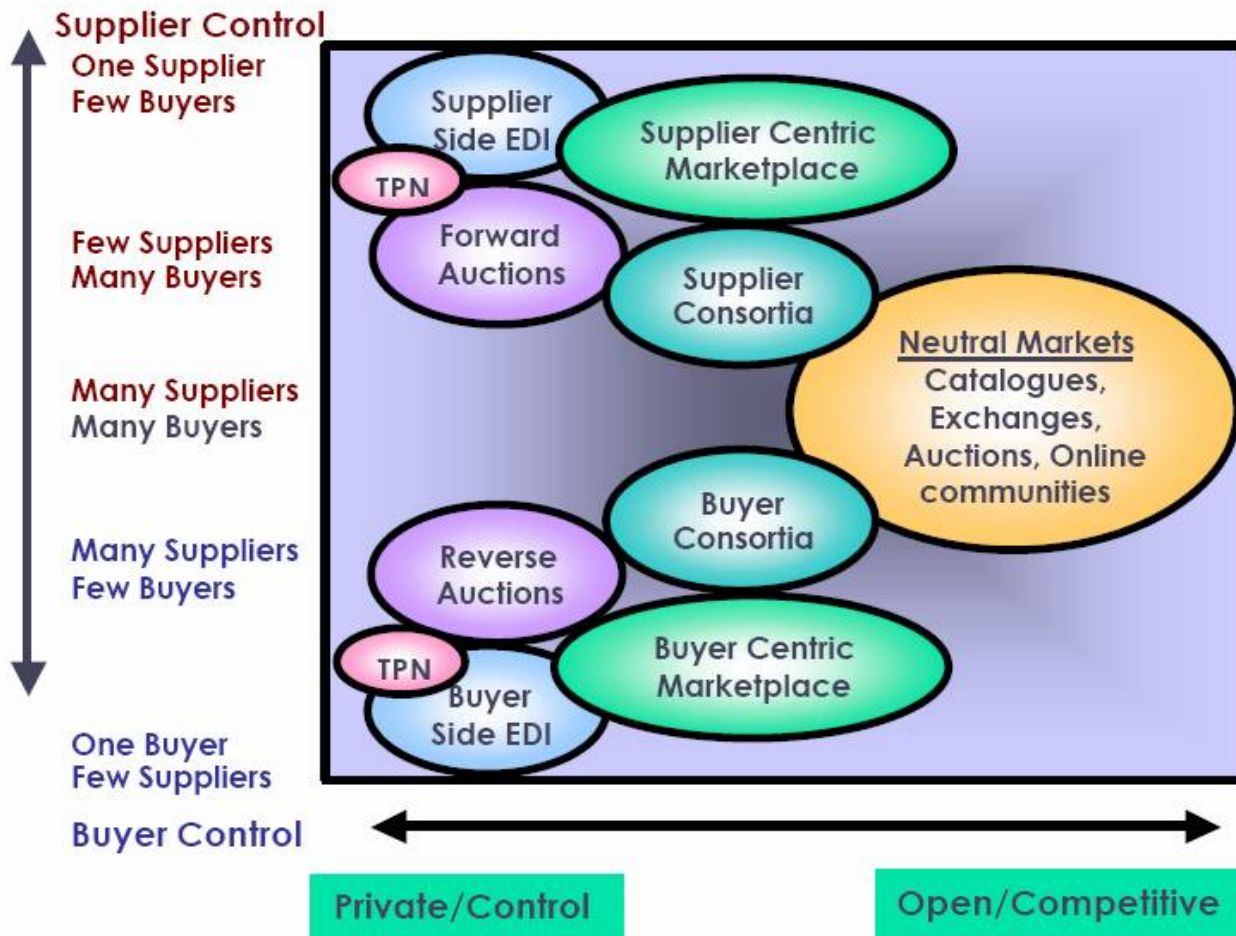
Mr. Passagrilli "Earliest member award"
joined in 1999

Mrs. Van Cauwenbergh
"Member coming from the furthest away"



Market Overview

E-Marketplaces: Circa 2000 approach



Source: California Management Review

E-Marketplaces: The Alibaba Approach

A Hangzhou Teahouse



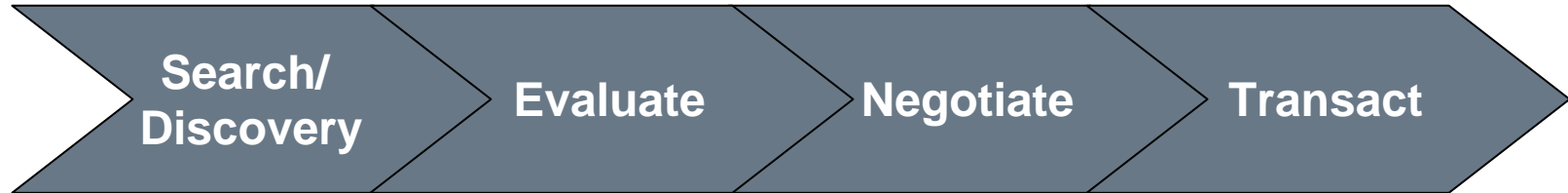
- A marketplace provides the “cups, tea and scenic surroundings” to facilitate match-making between buyers and sellers
- Customers bring the products and ideas
- The more, the better
- User generated content:

For members, by members, of members



“Attract the shrimps (sic.) and the whales will come,”
- Jack Ma, CEO Alibaba.com

Traditional Sourcing Work Flow



Average sourcing cycle: 3.3 – 4.2 months

- 52% of time spent searching for/identifying appropriate suppliers
- 20% of time spent on screening/sorting proposals
- 18% of time spent on RFQ development/ RFQ response
- 10% of time spent on contract negotiations

Traditional Sources of Supplier Information

- | | |
|--------------------------------------|-------------------------|
| • Referral (colleagues, associates) | • Industry associations |
| • Trade shows | • Trade directories |
| • Industry magazines, trade journals | • Existing suppliers |

Source: The Aberdeen Group

Sourcing Today

Buyers rating of importance of different sourcing resources

Resource	Ranking
Alibaba.com	1.51
Existing Supplier	1.75
Internet (search, surf, etc)	2.19
Referral (associate, colleague)	2.38
Other Trading Sites	2.53
Trade Shows	2.62
Trade/Buying Agent	2.78
Industry Magazine	3.03
Industry Association	3.16
Trade Directory	3.3
Other sourcing/trade media	3.58

- A survey of Alibaba.com users reflects the shift to e-sourcing has already occurred among some buyer segments
- Traditional media, while still used is diminishing in importance as the internet becomes the tool of choice
- This trend is likely to continue as e-marketplaces grow in sophistication and functionalities

1 = highest importance
4 = lowest importance

How online marketplaces can help

- **E-Marketplaces can offer a platform to address buyers' key considerations:**

Breadth and Depth

Trust and Credibility

Quality of Service

Lowest Cost

Breadth and Depth

- **The world's manufacturers at your fingertips**



Considerations

- Vertical vs. Horizontal
- Domestic vs. International
- Biased vs. Neutral
- Private vs. Public

- A myriad of eMarketplaces exist today
- Vertical and horizontal markets allow a buyer to find virtually any product
- Most active marketplaces are those which have critical mass of buyers and sellers.
- Local language B2B sites may offer deeper market information than those attempting to be global through English language only.
- “The (sourcing) world is flat” thanks to the advent of eMarketplaces.

Quality of service

Dependable supplier service is essential

- eMarketplaces enable suppliers to better serve buyers
 - Integrated communication platforms
 - Content management systems
 - Online resource centers/ forums for buyers and sellers
- Some eMarketplaces also offer offline services that enhance supplier customer service capabilities
 - Customer educational seminars
 - Alternative media/events (print, trade shows, sourcing meetings)



Trust and credibility

Know your supplier

- Initial trust is established by quality content provided on website:
 - Individual company profile
 - Product specifications
 - Qualifications and industry standards
- Some marketplaces offer initial screening by providing third party authentication and validation (A/V) or user feedback systems to pre-screen suppliers
- No substitute for traditional due diligence



Risks of online sourcing

- **Valuable benefits also bring new hazards**
- Fraud
- Identity theft
- Scam
- Counterfeit goods

Precautions:

- Use common sense and do not ignore standard due diligence trade practices
- Start with small volume orders and build up over time
- Stick with credible marketplaces with pre-qualification services
- Confirm contact details of business partner
- Consider doing due diligence using credit check or obtaining certificate of good standing from 3rd party



Lowest cost

Increase your margins

- Breadth of supplier choices allows buyer to find best, most competitive pricing
 - Geography
 - Selection of suppliers
- eMarketplaces also allow buyers to go directly to suppliers thereby further reducing costs



Alibaba.com International

The screenshot shows the Alibaba.com website interface. At the top, there is a navigation bar with links for Sign In, Join Now, TradeManager, Inquiry Basket, and Help. Below this is a search bar with a dropdown menu for 'Selling Leads' and a search button. A banner for the 'China Internet Summit' is visible, featuring a photo of a person on a mountain peak. A 'Welcome New User' section offers options to find suppliers or sell products, with a 'Join Now' button and a 'Forbes B2B' logo. The 'Browse by Category' section lists various product categories with their respective counts, such as 'Agriculture (13,983)', 'Apparel & Fashion (49,771)', 'Automobile (25,520)', 'Business Services (8,346)', 'Chemicals (21,308)', 'Computer Hardware & Software (17,904)', 'Construction & Real Estate (39,141)', 'Home Appliances (29,462)', 'Home Supplies (61,168)', 'Industrial Supplies (53,506)', 'Minerals, Metals & Materials (12,772)', 'Office Supplies (16,767)', 'Packaging & Paper (15,169)', and 'Printing & Publishing (2,445)'. There are also sections for 'For Buyers' and 'For Sellers' with links to various tools and resources.

www.alibaba.com

Key Information

- World's largest business-to-business marketplace for global trade, where you can search for business opportunities or post information to attract potential trade partners.
- 2.3 million members (SMEs)
- 200+ countries and territories
- 32 categories

Daily Web Statistics*

- 5 million PVs
- 3,000 new members
- 550,000 unique visitors
- 1300 new companies listed
- 3,800+ new products listed

* Company estimate based on average for month of July 2006

Alibaba.com China

The screenshot shows the Alibaba.com China homepage. At the top, there is a navigation bar with links for '免费注册' (Free Registration), '登录' (Login), '诚信通' (TrustPass), '支付宝' (Alipay), and '帮助' (Help). Below this is a search bar with a search button and a '热门搜索' (Hot Search) section listing terms like '坯布', '工艺品', '暖气片', '压克力', '螺旋藻', '钣金', and '尼龙管'. The main content area is divided into several sections: '阿里市场' (Alibaba Market) with a '诚信安全' (Trust and Security) banner, '报价产品' (Quoted Products) table, '市场分类' (Market Classification) dropdown, and '免费注册' (Free Registration) button. A prominent banner for a lottery draw is also visible.

报价产品	单价	起定量	厂家
韩版无袖女装	10.00元/件	5件	慈溪市网缘服饰经营部
磁性留言条	1.40元/片	5000片	广州番禺大石盈彩玩具经营部
HAKK315驱线枪	1400元/台	1台	深圳日发电子科技有限公司
105型EPE发泡机	285000元/台	1台	深圳宝安公明威泰机械经营部
SMC调压阀	380元/件	1件	厦门翔英自动化有限公司

www.alibaba.com.cn

Key Information

- China's largest business-to-business marketplace for domestic trade
- 12+ million registered members (SMEs) from all over China
- 30 categories

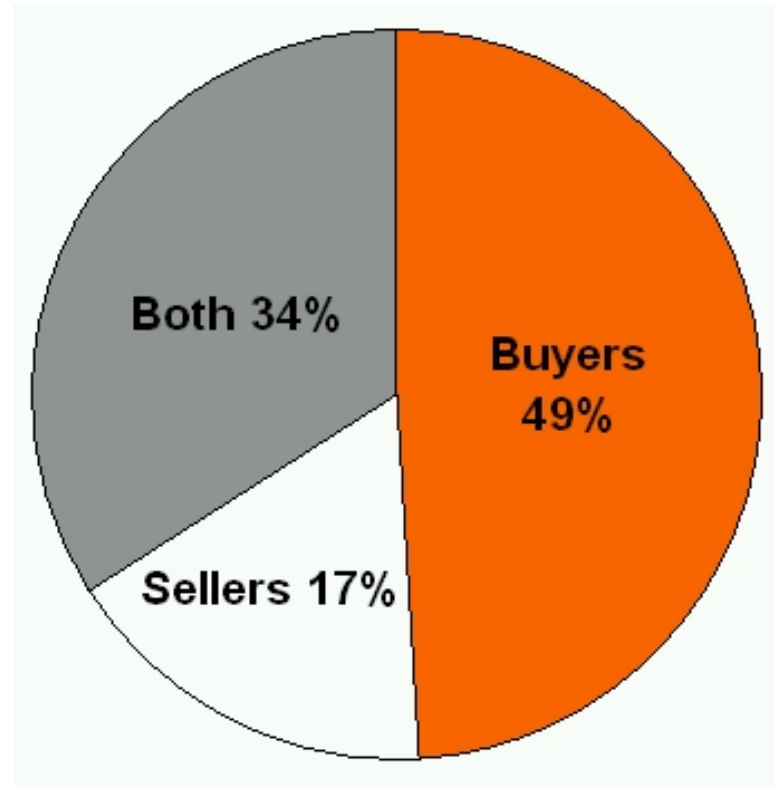
Daily Web Statistics*

- 46 million PVs
- 27,000 new members
- 3.3 million unique visitors
- 1,500+ new companies listed
- 210,000 + new products listed

* Company estimate based on average for month of July 2006

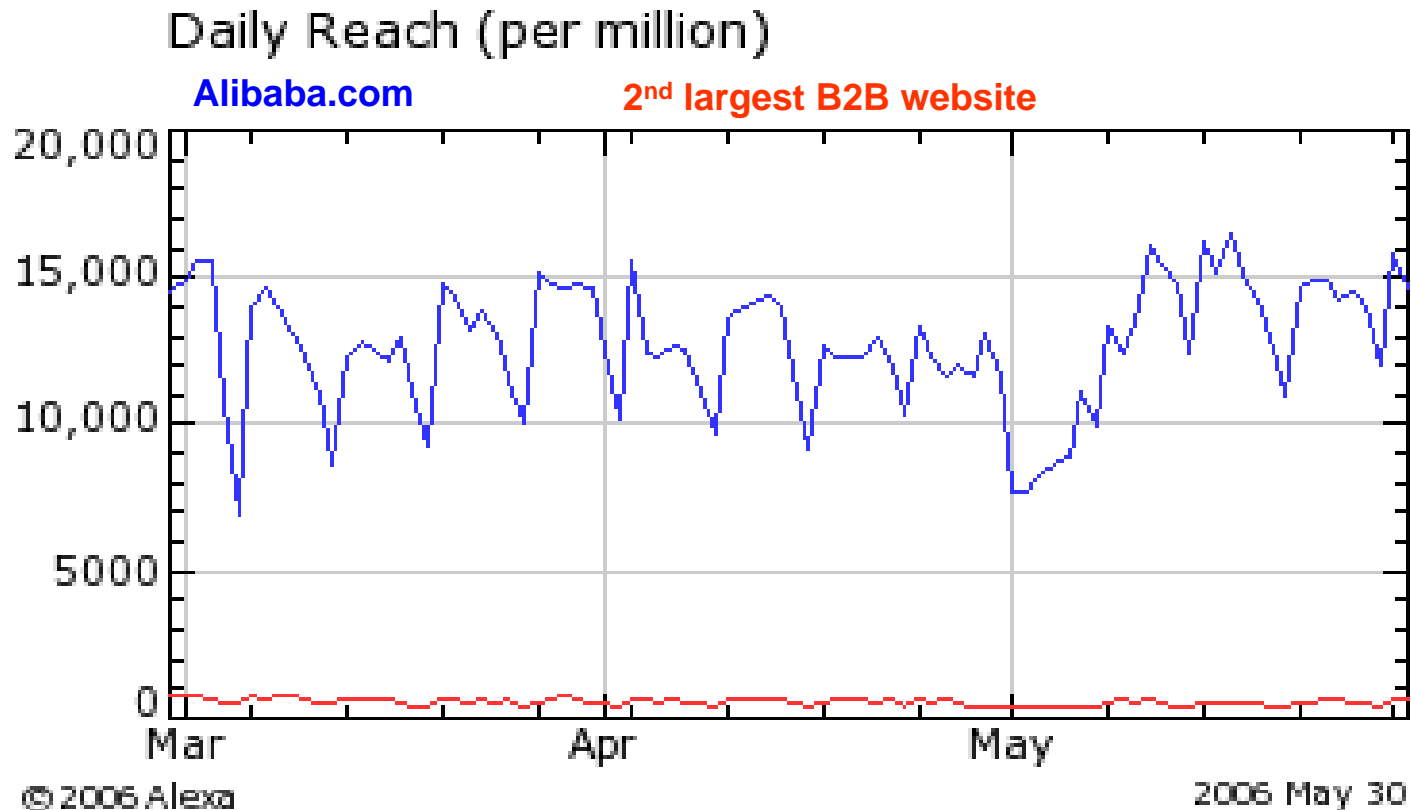
Membership

- **Suppliers:** 395,000
 - Free supplier
 - Paid suppliers
 - Gold Suppliers: Paid suppliers in mainland China
 - TrustPass members: Paid suppliers outside mainland China
- **Buyers:** 1,140,000
- **Both:** 800,000



No. 1 B2B website

Alibaba's daily reach is around 15 times the 2nd largest B2B site

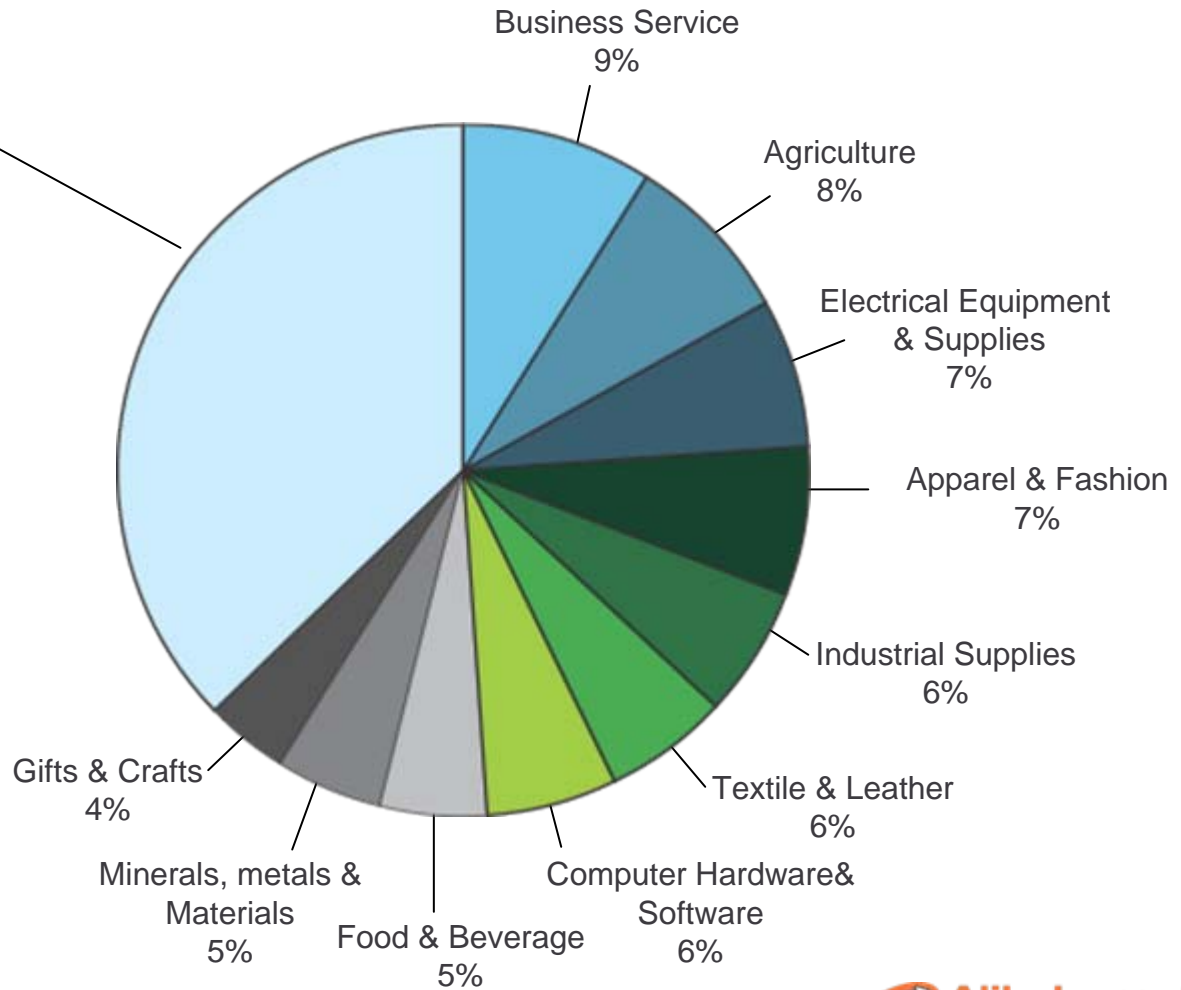


Product categories: 32

Other 22 Categories: 37%

- Automobile
- Chemicals
- Construction & Real Estate
- Electronic Components & Supplies
- Energy
- Environment
- Excess Inventory
- Furniture & Furnishing
- Health & Beauty
- Home Appliances
- Home Supplies
- Lights & Lighting
- Luggage, Bags & Cases
- Office Supplies
- Packaging & Paper
- Printing & Publishing
- Security & Protection
- Sports & Entertainment
- Telecommunications
- Timepieces, Jewelry, Eyewear
- Toys
- Transportation

Top 10 Categories



Alibaba Tutorial

The Alibaba Network



Terms and Definitions

Buying Lead

- A Buying Lead is an invitation to sellers to contact buyers with appropriate product and price offerings. They are in the form of postings and hyperlinks on Alibaba.com.

Selling Lead

- A Selling Lead is an invitation to buyers to contact sellers with appropriate product and price requirements. They are in the form of postings and hyperlinks.


Alibaba Tutorial

Case study: Sourcing Ladies' Handbags



Step 1 - Search & Browse

Find the products by Search or Browse

 **Alibaba.com**
Global trade starts here.™

[Sign In](#) | [Join Now](#) | [Trade](#)

[Buy](#) [Sell](#) [Resources](#) [My Alibaba](#)

Search [Selling Leads](#) [Search](#)

- [Advanced Search](#)
- [Search Tips](#)

Popular Searches: [handbag](#) [mp3 player](#) [wigs](#)

You have one week left to win great prizes!



[See how](#)

Welcome to Alibaba.com [New User?](#)

- Find suppliers
- Sell your products

[Join Now](#)



Best of the Web
6 years in a row!

Browse by Category

Today's New Selling Leads: [146,973](#) Products: [23,029](#) Buying Leads: [1,043](#) Companies: [1,520](#)

[Buy Chrome Ore](#) [CN] [Buy Headphone](#) [HK] [Buy Coal Tar](#)

Agriculture (21,889) Nuts & Kernels Plant & Animal Oil ...	Home Appliances (42,594) Air-conditioner ...
Apparel & Fashion (90,862) Footwear T-Shirts ...	Home Supplies (91,375) Garden Supplies Bath & Toilet ...
Automobile (43,769) Auto Parts Motorcycles ...	Industrial Supplies (101,495) Hardware & Tools ...
Business Services (15,891) Travel Consulting ...	Lights & Lighting (23,182) Lighting Fixtures Lighting Bulbs & Tubes ...
Chemicals (34,561) Rubber & Products Fine Chemicals ...	Luggage, Bags & Cases (24,717) Handbags, Wallets & Purses ...
Computer Hardware & Software (27,118) Hardware Components Peripherals ...	Minerals, Metals & Materials (25,925) Iron & Steel ...
Construction & Real Estate (71,830) Flooring & Tiles Pipe & Fittings ...	Office Supplies (29,845) Stationery Photography & Optics ...
Electrical Equipment & Supplies (37,528) Wires & Cables Cable Assemblies ...	Packaging & Paper (28,654) Paper & Paper Products Packaging Materials ...

For Buyers

- [Gold Suppliers](#) **Gold Supplier**
Alibaba's pre-qualified suppliers.
- [Hot Products](#) - [Gifts](#), [Shoes](#), [Textiles](#), ...
- [Buying Tools](#)
[Post Buying Leads](#)
[Trade Alert](#) [RSS Feeds](#)

For Sellers

- [Premium Memberships Mean Credibility](#)
- [Selling Tools](#)
[Post Company Profile](#) [Post Products](#)
[Post Selling Leads](#) [Trade Alert](#)

Resources

Trade Forums

- [One third down isn't fair!](#)
- [Recognizing illegal activity](#)
- [Who's the boss? Buyer or seller?](#)

Trade Essentials

Step 2 - Sub-categories

Find the type of product you are looking for from the sub-categories

Sub-categories: **Luggage, Bags & Cases**

Today's New

Selling Leads: [3,277](#)

Products: [748](#)



[Sell Spc Luggage Set](#) [CN]

[Sell Su](#)

[Bag & Luggage Agents](#) (4)

[Bag & Luggage Making Materials](#) (308)

[Bag Making Tools & Machinery](#) (44)

[Business Bags & Cases](#) (1,220)

- [Briefcases](#) (491)
- [Computer Bags](#) (709)
- [Others](#) (20)

[Digital Gear & Camera Bags](#) (2,404)

- [Camera/ Video Bags](#) (350)
- [CD/DVD Player Bags & Cases](#) (133)
- [Cell Phone Bags & Cases](#) (701)
- [MP3 Bags & Cases](#) (949)
- [PDA Bags & Cases](#) (184)
- [Others](#) (87)

[Handbags, Wallets & Purses](#) (6,130)

- [Coin Purses & Key Wallets](#) (193)
- [Ladies' Handbags](#) (4,835)
- [Wallets, Purses & Card Cases](#) (999)
- [Others](#) (103)

[Luggage & Travel Bags](#) (2,608)

- [Garment Bags](#) (230)
- [Luggage, Trolley Bags & Cases](#) (1,613)
- [Travel Bags](#) (669)
- [Others](#) (96)

[Parts & Accessories](#) (435)

[Special Purpose Bags & Cases](#) (8,620)

- [CD Bags & Cases](#) (1,870)
- [Cosmetic Bags & Cases](#) (1,290)
- [Eyeglasses Cases & Bags](#) (334)
- [Gaming Cases](#) (178)
- [Jewellery Cases/Boxes](#) (1,303)
- [School Bags](#) (486)
- [Shopping Bags](#) (1,890)
- [Speciality & Promotional Bags](#) (317)
- [Tool Cases & Bags](#) (488)
- [Watch Boxes, Cases](#) (173)
- [Others](#) (291)

[Sports & Leisure Bags](#) (3,739)

- [Backpacks](#) (1,366)
- [Cooler Bags](#) (848)
- [Picnic Bags](#) (184)
- [Shoulder Bags](#) (374)
- [Sports Bags](#) (348)
- [Tote Bags](#) (403)
- [Waist Bags](#) (151)
- [Others](#) (65)

[Others](#) (248)

Step 3 - Search Results

Refine search result by date & region



[Home](#) | [Sign In](#) | [Join Now](#) | [TradeManager](#) | [Inquiry Basket](#) | [Help](#)

[Buy](#) [Sell](#) [Resources](#) [My Alibaba](#)

[Home](#) > [Buy](#) > **Search: handbag**

Search within results

- [Advanced Search](#)
- [Search Tips](#)

Related Searches: [bag](#), [fashion bag](#), [tote bag](#), [shopping bag](#), [shoulder bag](#), [travel bag](#)

[Selling Leads](#)

[Products](#)

[Companies](#)

Results for **handbag**: [7,211 Selling Leads](#), [5,702 Products](#), [3,228 Companies](#)

Refine search by category

[Ladies' Handbags](#)

[Shopping Bags](#)

[Tote Bags](#)

[Speciality & Promotional Bags](#)

[Travel Bags](#)

[Shoulder Bags](#)

Refine search

by date: by region:

[Subscribe for the latest handbag opportunities with Trade Alert!](#)

Show items per page

Select [Select All](#) | [Clear All](#)



[Sell Ladies' Handbag](#) Jun 11, 2006

Product Name: Ladies' Handbag Model Number: U5051
Place of Origin: China Features: 1) Dimensions:

[Guangzhou Unicorn Leather Goods Factory](#)

[Gold Supplier](#)

[China (Mainland)]



[Leave me a message](#)



Gadget Handbags Manufactory



[Sell Ladies' Handbag](#) Jun 06, 2006

Product Name: Ladies' Handbag Place of Origin: China
Features: 1) Materials: faux fur, metallic PU

[Hengfeng Leather Manufacturing Co., Ltd.](#)

[China (Mainland)]



[Talk to me now](#)



Step 4 - Advanced Search

Use advanced search to find your perfect match

[Home](#) > **Advanced Search**

Advanced Search

Search [Search Tips](#)

Refine by region

Hong Kong
India
South Korea
Taiwan
Turkey
United States

China
Hong Kong
Taiwan

- An exact phrase match
- Matches on all words (AND)
- Matches on any words (OR)

Select information type

Selling Leads

Lead type

Time period

Buying Leads

Time period

Products

Gold Suppliers

Companies

Business type

Gold Suppliers

Step 5 - Product & Company Info

Review product and company information



Home

Products (21)

- Selling Leads (35)
- Backpacks (2)
- Briefcases (2)
- Computer Bags (1)
- Ladies' Handbags (21)
- Luggage, Bags & Cases Others (2)
- Luggage, Trolley Bags & Cases (4)
- Shopping Bags (1)
- About Us
 - Company Profile
 - TrustPass Profile
 - Video Intro
 - Trade Show

Guangzhou Unicorn Leather Goods Factory

Search for Enter product keyword here from this supplier's Selling Leads

[Leave me a message](#) [Contact Now](#) [Add to Basket](#)

Ladies' Handbags > Sell Ladies' Handbag



Post Date: Jun 11, 2006
Expiry date: Dec 11, 2006
[See Ladies' Handbag Details](#)

[Ladies' Handbag](#)

Detailed Selling Lead Description

Product Name: Ladies' Handbag
Model Number: U5051
Place of Origin: China

Features:
1) Dimensions: 36.5 x 8 x 20.5cm
2) Material: PVC

Outer packing:
10pcs/ctn
Carton dimensions: 52 x 39 x 38cm

Contact Information

Company Name: Guangzhou Unicorn Leather Goods Factory
Contact Person: Michael Qin

Step 6 - Gold Supplier & TrustPass

Review supplier's TrustPass information



[Home](#) | [Sign In](#) | [Join Now](#) | [TradeManager](#) | [Inquiry Basket](#) | [Help](#)

[Buy](#)

[Sell](#)

[Resources](#)

[My Alibaba](#)

Search all suppliers

[Home](#) > [Buy](#) > [Gold Supplier](#) > [Guangzhou Unicorn Leather Goods Factory](#)



- [Home](#)
- [Products \(24\)](#)
- [Selling Leads \(35\)](#)
- [About Us](#)
- [Company Profile](#)
- [TrustPass Profile](#)
- [Video Intro](#)
- [Trade Show](#)

Guangzhou Unicorn Leather Goods Factory

Search for from this supplier's [Selling Leads](#)

[Contact Now](#)

TrustPass Profile

TrustPass® serves to provide transparency regarding the identity and legitimacy of your trading partners on Alibaba.com. Only companies who have completed an authentication and verification procedure conducted by a third-party credit-reporting agency, have a TrustPass Profile.

Company Authentication

Company Name: Guangzhou Unicorn Leather Goods Factory

Country/Territory: China (Mainland)

Registered Address: Zhengxin Road, Zhengxin Village Shiling Town, Huadu District, Guangzhou, Guangdong, China (Mainland) Zip: 510850

Authenticated and Verified by [Huaxia Credit](#) on Dec 21, 2005

Applicant Information

Name: Mr. Hengkang Lai

Job Title: Network Maintenance

Alibaba Member History

Date Joined: Dec 19, 2005

Online Postings: [Company Profile](#), [Selling Leads \(35\)](#), [Products \(24\)](#)

Contact Information

Company Name: Guangzhou Unicorn Leather Goods Factory

Contact Person: Michael Qin

[Contact Now](#)



Step 7 - Video Info

Contact the supplier for further information



[Home](#) | [Sign In](#) | [Join Now](#) | [TradeManager](#) | [Inquiry Basket](#) | [Help](#)

[Buy](#) [Sell](#) [Resources](#) [My Alibaba](#)

[Home](#) > [Buy](#) > [Gold Supplier](#) > [Guangzhou Unicorn Leather Goods Factory](#)

Gold Supplier
LISTED SINCE 2005

- Home
- Products (24)
- Selling Leads (35)
- About Us
 - Company Profile
 - TrustPass Profile
 - Video Intro
 - Trade Show

Guangzhou Unicorn Leather Goods Factory

Search for from this supplier's [Selling Leads](#)

[Contact Now](#)

Video Introduction



Video production courtesy of Alibaba.com.
If you have any problems viewing this video, please [click here](#).

Please [right click here](#) and select "Save As" to save this video clip.



Step 8 - Inquiry

Fill in the form and send an inquiry to the supplier

To: Ms.Charlene (Wenzhou Tao's Co., Ltd.)

Price & Terms: Incoterm Payment Initial Order Quantity
(eg:10,000/pcs)

Sample Terms:

Other Requests: Specifications Company Description Delivery Time

* Subject:
(5- 255 characters)

* Message:
(20-3000 characters)
Character count:

Browse:
(JPG and GIF formats only)

Tips:
Please describe your quotation details such as: product specification, company description, payment terms, etc. State your information as clearly as possible to get prompt and precise replies.

I hope this inquiry can be replied to within days.

Please provide your contact information

* Name: Mr. First Name: Last Name:
 Ms.










* Company Name: (4-100 characters)

* Country/Territory:

Step 9 - Contact suppliers

Contact suppliers in more efficient ways

Select [Select All](#) | [Clear All](#) Contact Now Add to Basket

<input type="checkbox"/>		<p>Sell Plait Bags Jul 10, 2006 Sell Plait Bags Our company can provide all kinds of ladies' handbags. >>></p> <p>27 Matching Results from Shandong Communications Imp. & Exp. Co., Ltd.</p> <p>Gold Supplier </p>	 Leave me a message [China (Mainland)]
<input checked="" type="checkbox"/>		<p>Sell Non-Woven Bag (NBW1) Jul 09, 2006 Product Name: Non-Woven Bag (NBW1) Model Number: NBW1 Place of Origin: China Features: 1) Material: >>></p> <p>3 Matching Results from Zhejiang Provincial Leather & Plastics Co., Ltd.</p> <p>Gold Supplier </p>	 Leave me a message [China (Mainland)]
<input checked="" type="checkbox"/>		<p>Sell Handbag Jul 08, 2006 Product Name: Handbag Model Number: HT-033 Place of Origin: China Features: 1) Material: acrylic >>></p> <p>11 Matching Results from Nanjing Hightop Fashion Accessory Co., Ltd.</p> <p>Gold Supplier </p>	 Talk to me now [China (Mainland)]

Step 10 - Multiple Inquiries

Send inquiries to up to 38 suppliers

Inquiry

To: * Required information

Price & Terms: Incoterm Payment Initial Order Quantity
(eg:10,000/pcs)

Sample Terms:

Other Requests: Specifications Company Description Delivery Time

* Subject:
(5- 255 characters)

* Message: [Manage Templates](#)
(20-3000 characters)
Character count:

Browse:
(JPG and GIF formats only)

I hope this inquiry can be replied to within days.

Tips:
Please describe your quotation details such as: product specification, company description, payment terms, etc. State your information as clearly as possible to get prompt and precise replies.

Step 11 - TradeManager

The image shows a screenshot of an Alibaba.com TradeManager chat window overlaid on a supplier profile page. The background page is for Hangzhou Alephan Garments Co., a Gold Supplier, listing products like 'Jean Wear' and 'Ladies' Jacket'. A circular 'Talk to me now' button is visible on the right.

The chat window, titled 'wingless - Dialog', shows a conversation between 'Chen Roy' and 'horatio'. The messages are as follows:

- Chen Roy: Hi
- horatio:Hi
- Chen Roy: What's the FOB price Ningbo for model 252?
- horatio:USD2.00/pc

The chat window also includes a 'Name Card' for Mr. horatio, (Management, Director/CEO/General Manager) at Alibaba Tech. Corp., and a 'Send' button for the outgoing message: 'What's the payment method?'. The status bar at the bottom indicates 'Last message received on 2005-4-14 at 13:00'.

Step 12 - Post Buying Leads

Post a buying lead if you cannot find the product you want

My Alibaba

Message Center

- Inbox
- Sent Box
- Trash
- Bulk Folder
- Block List
- Contact List
- Settings

Buying Tools

- Post a Buying Lead
- Manage Buying Leads

Selling Tools

- Post a New Product
- Post a Selling Lead

Account Information

- Post Company Profile
- Edit Member Profile
- Change Password
- My Resources Profiles

Subscriptions

- Manage Trade Alerts
- Unsubscribe

[Upgrade to TrustPass](#)

Post a New Buying Lead

[Product Listing](#)

* Subject:

* Keywords: [Help](#)

* Category:

* Details: [Tips: How to describe a buying lead](#)
(To prevent junk mail, do not enter your email address. Max 4000 characters. No HTML, please.)

Quantity:

Packaging:

* Valid Dates:

* Purchase Type: Urgent Purchase
(Will be listed in [Urgently Needed Products](#) column)
 Long-term Purchase
(Automatic re-post every two weeks within the effective time)

Attach Product Photo: Upload directly from your computer
(Max. 100K-JPG format only)

My Contact Preference

- Only paid members may contact me. (Less quotations)
- Allow all members to contact me. (More quotations)
- Allow all members to contact me by email only while concealing my other contact details.

To ensure your member information is correct, go to ["Edit Member Profile."](#)

Useful Tools and Resources

My Alibaba

Manage your account information, messages and access buying tool here



Global trade starts here.™

Buy

Sell

Resources

My Alibaba

Search all suppliers

Search

[Home](#) > [My Alibaba](#)

My Alibaba

Message Center

- Inbox
- Sent Box
- Trash
- Bulk Folder
- Block List
- Contact List
- Settings

Buying Tools

- Post a Buying Lead
- Manage Buying Leads

Selling Tools

- Post a New Product
- Manage Products
- Post a Selling Lead
- Manage Selling Leads

Account Information

- Edit Company Profile
- Edit Member Profile

Notice: From May 29 - June 25, every time you post a Trade Lead or add a TradeManager contact, you increase your chances of winning! [Click here!](#)

Messages

Message Status

Send Message

Unread messages in Inbox	14
Unread messages in Bulk Folder	5
Unreplied	91

Contacts

Contacts Status

Add new contact(s)

Total contacts	133
--------------------------------	-----

Buying

Buying Leads Status

Post New

Editing Required	43 Edit now
----------------------------------	-----------------------------

Trade Alert

Trade Alert

- Trade Alert is a customized email that delivers information and business leads which match product keywords and categories of your choice. This information is sent directly to your email box.

Trade Alert

Trade Alert delivers the latest buyer and Seller information directly to you

My Alibaba

Message Center

- Inbox
- Sent Box
- Trash
- Bulk Folder
- Block List
- Contact List
- Settings

Buying Tools

- Post a Buying Lead
- Manage Buying Leads

Selling Tools

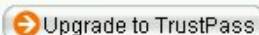
- Post a New Product
- Post a Selling Lead

Account Information

- Post Company Profile
- Edit Member Profile
- Change Password
- My Resources Profiles

Subscriptions

- Subscribe Trade Alerts



Subscribe to receive **FREE** Trade Alerts

* Required information

Set email preferences

- * Format: HTML Text
- * Frequency: Daily Weekly (Every Monday)
- * Email address: pollylau@gmail.com

Or, go to [my Member Profile](#) to change email address.

Set Trade Alerts preferences

- * Select content groups: Please include in my Trade Alerts:
 - New buy offers (Trade Leads posted by buyers)
 - New sell offers (Trade Leads posted by sellers)
 - New products
 - New companies

- * Enter a product keyword: I want to receive Trade Alerts matching this specific product keyword: Do not include (,) or (;).

Keyword Tips:

- Enter only **ONE** keyword or keyword phrase at a time (example: red apple). Do not put in multiple keyword phrases (example: red apple computer desk fishing rod).
- Avoid keywords which are too specific (example: crankshaft Buick 231A).
- Do not include the word "buyer" or "seller" in your keyword

Trade Alert

Select up to 5 categories

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Buying Tools

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Subscriptions

- Subscribe Trade Alerts

[➔ Upgrade to TrustPass](#)

Set Trade Alerts preferences

Select your category filters

You entered the keyword(s): **handbags**
Your Trade Alerts will include "handbags" related content from the categories (maximum 5) you choose below. To make your Trade Alerts as relevant as possible, please select the categories which best suit your requirement.

Recommended categories:

- Luggage, Bags & Cases
- Toys
- Packaging & Paper
- Home Supplies
- Gifts & Crafts

Other categories to include:

- Agriculture
- Apparel & Fashion
- Automobile
- Business Services
- Chemicals
- Computer Hardware & Software
- Construction & Real Estate
- Electrical Equipment & Supplies
- Electronic Components & Suppl
- Energy
- Environment
- Excess Inventory
- Food & Beverage
- Furniture & Furnishings
- Health & Beauty
- Home Appliances
- Industrial Supplies
- Lights & Lighting
- Minerals, Metals & Materials
- Office Supplies
- Printing & Publishing
- Security & Protection
- Sports & Entertainment
- Telecommunications
- Textiles & Leather Products
- Timepieces, Jewelry, Eyewear
- Transportation

Please Select Maximum 5 Categories.

Submit

Trade Alert



Mr. Juan-Manuel Olivera-Silvera

Company: Overstock.com

Country: USA

"I have subscribed to the Alibaba email alert, which has allowed me to stay up to date with all new postings related to my products"

"I've been an Alibaba member for 10 months now and I have been using the website regularly to locate new suppliers. I found Alibaba very efficient and it allowed me to close many deals with over 20 suppliers, mostly from China but also Taiwan, Vietnam and Indonesia"

TradeManager



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Search all suppliers



Search

[Home](#) > [TradeManager](#) > **For buyers**

TradeManager

[FAQ](#) [中文帮助](#)

Buy and sell in real time. Free.



Download Free!

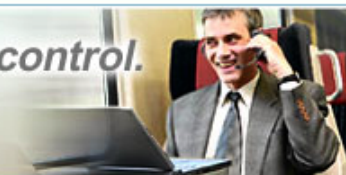
1. Less than 3 minutes to download!
2. Free to all Alibaba.com members!
3. Not a member? [Join now!](#)

For Buyers

For Suppliers

TradeManager gives buyers real-time access and control.

It's fast, effective and 100% free!

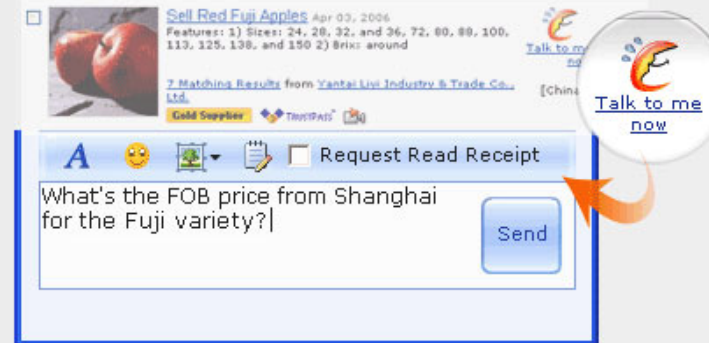


TradeManager

Benefit from real-time selling functions

Control your trade communications.

Talk to who you want when you want. TradeManager gives you the power to find reliable suppliers and negotiate your way on your terms without face-to-face pressure.



[↑Top](#)

Get product information fast.

Selling leads and quotations are delivered instantly. So is your subscription to Trade Alert, Alibaba's customized product email notification.



TradeManager

Conference in real time.

With TradeManager's live audio and video functions, you can see and hear live product presentations. Now, a trip to a supplier is as close as a trip to your desktop.



[↑Top](#)

Manage your trade records.

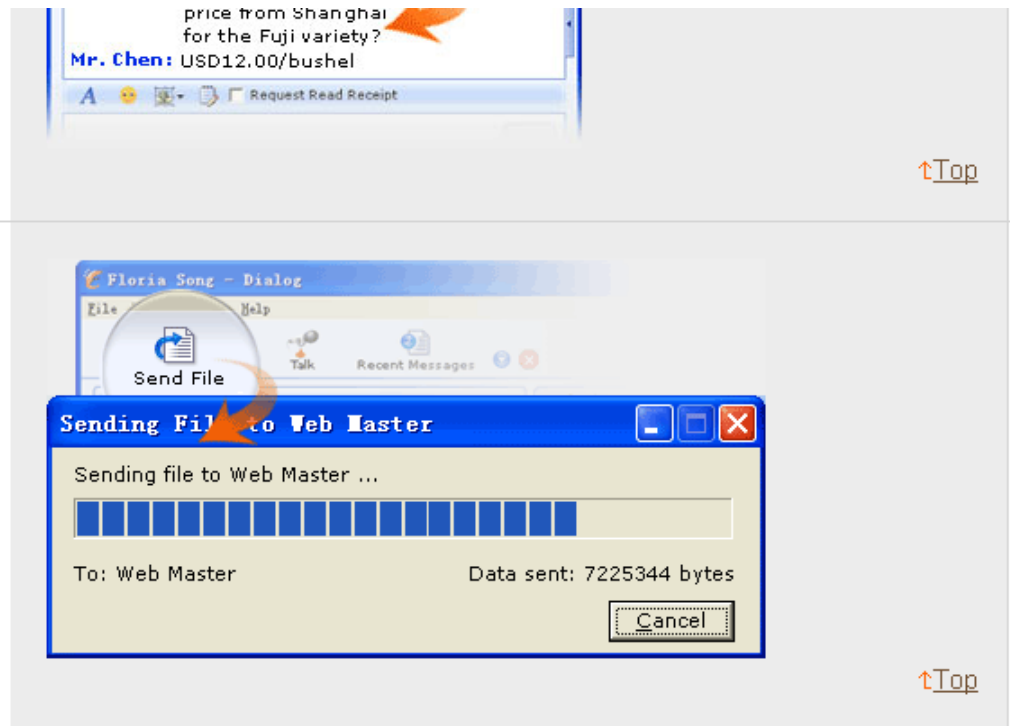
Easy-to-use archive functions allow you to store messages.



[↑Top](#)

TradeManager

You can also send documents and photo files without any size limits.



Using TradeManager is easy!

1. [Download](#), install and log in to TradeManager.
2. Search and find products, and communicate with suppliers.
3. [Post buying leads](#) and stay online with TradeManager. Suppliers will contact you.

Trade Show Channel

Upcoming Featured Trade Shows available in this channel



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Upcoming Featured Trade Shows



[New York International Gift Fair - August 2006](#)

Date: Aug 12, 2006 - Aug 17, 2006
Venue: Jacob K. Javits Convention Center, USA
Industry Focus: International Trade Fair, Gifts, Games, Hobbies and Toys, Gems, Jewelry, and Minerals



[ASD/AMD Trade Show - Las Vegas](#)

Date: Aug 13, 2006 - Aug 17, 2006
Venue: Sands Expo Center / Las Vegas Convention Center / Mirage Events Center and Grand Ballroom, USA
Industry Focus: General Consumer, Gifts, Games, Hobbies and Toys



[The 9th Jinhan Fair for Textiles, Garments & Fabrics](#)

Date: Oct 15, 2006 - Oct 19, 2006
Venue: Guangzhou Jinhan Exhibition Center, China
Industry Focus: Textiles, Garments & Fabrics



[The 14th Jinhan Fair for Gifts, Household & Decoration](#)

Date: Oct 22, 2006 - Oct 30, 2006
Venue: Guangzhou Jinhan Exhibition Center, China
Industry Focus: Gifts, Household & Decoration



[Texworld](#)

Date: Sep 18, 2006 - Sep 21, 2006
Venue: Cnit - Paris La Defense, France
Industry Focus: Cnit - Paris La Defense, France



[14th Shenzhen International Toys and Gifts Fair & Houseware, Fashion Accessories, Stationery and Travel Goods Fair](#)

Date: Oct 24, 2006 - Oct 27, 2006
Venue: Shenzhen Convention & Exhibition Center, China
Industry Focus: Gifts, Games, Hobbies and Toys

Trade Show News

- [WSA 2006](#) **NEW!**
- [CPD 2006](#) **NEW!**
- [Spielwarenmesse 2006](#) **NEW!**

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The largest ever Hong Kong show for Gifts, Toys, Premium and Household Products



Mega Show Part 1

20-23 OCT 2006
HK Convention & Exhibition Centre

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Refine your search by Industry, Month and Location

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Featured Trade Show

ASD/AMD Trade Show - Las Vegas



Date: Aug 13, 2006 - Aug 17, 2006
Venue: Sands Expo Center / Las Vegas Convention Center / Mirage Events Center and Grand Ballroom, USA
Organizer: VNU Expositions

No. of Exhibitors: 3,400+ No. of Attendees: 55000 Exhibition Floor Size: 756,700 sqm	Venue Address: Las Vegas, Nevada USA Venue Phone:
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Event Description
A 5-day business-to-business trade show for general merchandise retailers and suppliers

Exhibitor Information
Exhibitors are importers, distributors, manufacturers, closeout liquidators and other wholesale sources

Attendee Information
Attendees are CEOs, decision makers and store owners for specialty stores, independent retailers, chain stores, buying groups, jobbers, export businesses, mass merchandisers, catalog retailers, internet retailers and others.

More at: www.merchandisegroup.com

Trade Show News

- [WSA 2006](#) **NEW!**
- [CPD 2006](#) **NEW!**
- [Spielwarenmesse 2006](#) **NEW!**

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The largest ever Hong Kong show for Gifts, Toys, Premium and Household Products



Mega Show Part 1
20-23 OCT 2006
HK Convention & Exhibition Centre

Featured Trade Shows

- [New York International Gift Fair - January/February](#)

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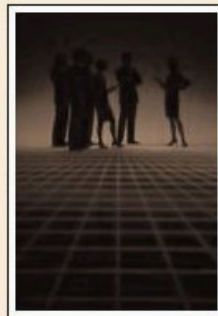
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Forums

Monday, July 24, 2006



Today's Active Topics

Who should pay for the freight forwarder?	Rookie
Finding importers	wendyzhu
Should the importer or exporter pay shipping costs?	KING8
Can I make a million dollars with no capital?	Aussie
What does "cooperation" mean in foreign trade?	marinewon
Seeking foreign trade success stories	nabilbo
Quality control in purchasing	tonvinspection
Just for fun	essex_jay

Questions & Answers

- [What would you expect to pay an individual who's sourcing goods in China?](#)
- [Recommendations for freight forwarders](#)
- [How can I recover deposit money?](#)

This Week's Most Active Members

Street Smart	wilhelm	dreamscorp
Singapore	Thailand	Hong Kong
MVP: 949	MVP: 667	MVP: 199

Trade Essentials

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- [Global English for global trade](#)
- [Selecting import agents and customs brokers](#)

Shipment & Inspection

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- [Commercial invoices](#)
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Author

SHIPPING RESPONSIBILITY

[KING8](#)

Male
Mexico 



[Leave me a message](#)

Posted on Jun 06, 2006 at 20:51

[Reply](#)

when buying from overseas is it better for the exporter or the importer to take care of the shipping and insurance.

Author

Re: SHIPPING RESPONSIBILITY



[tworiverstrading](#)

Female
United States 



[Leave me a message](#)

Posted on Jun 06, 2006 at 22:32

[Reply](#)

Replying to [KING8]:

King8,

Personally, I like to get two quotes from my suppliers...CIF and FOB, this way I can determine for myself if I can arrange shipping for less cost than the seller is quoting. In your case it depends on your comfort level in dealing with freight companies and how much effort you are willing to expend contacting and comparing.

Author

Re: SHIPPING RESPONSIBILITY



[grigo](#)

Male
Australia 



[Leave me a message](#)

Posted on Jun 07, 2006 at 06:58

[Reply](#)

Replying to [KING8]:

I agree with tworiverstrading.

I personally always get CIF prices. Reason is that Chinese Suppliers send out that much that most of them have great deals with their shipping agent due to the business they give them.

Besides that, it is easier to let them arrange everything and do all the work and worry, and you can just take over when the goods arrive in your country.

Easy.



The Impossible we can do today, Miracles may take a little while longer

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Basics of Import-Export

Discuss getting started in Import/Export here.

Moderator: [grigo](#)

Recommended:

- [Re: Sourcing Stories: Plan to manage supply chains during national holidays](#)
- [How to start my business?](#)

Topics	Posted By*	Views/Replies	Updated By*
↑ [Question] Difficult Customers, are they profitable? Award Points:15 ★ NEW!	MikePTY-HK	1474 / 7	Your Nico Jul 24, 2006 01:27
↑ [Survey] Online sourcing vs. offline sourcing [1 2 3] NEW!	Admin	7033 / 22	Binsk Jul 23, 2006 19:20
↑ Sending Samples free [1 2 3 4]	Golddust	16581 / 33	Allen Homewares Jul 23, 2006 00:48
↑ [Survey] Is it really cheaper to buy directly from the manufacturer or through an agent? [1 ... 10 11 12]	Admin	21666 / 115	Renderview Jul 22, 2006 07:44

Q & A

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Thank You!