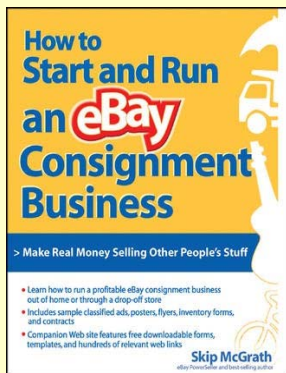


Product Sourcing Seminar

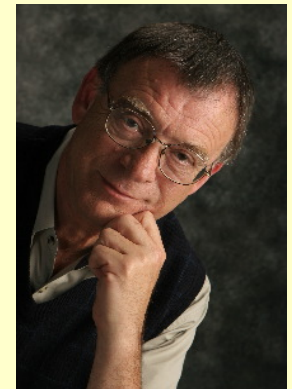
PRODUCT SOURCING

Skip McGrath

How, what and where to find products
for eBay and other online venues



www.skipmcgrath.com



Product Sourcing

Definition of Wholesale

The “wholesale” price of an item is any price you can buy something at that allows you to mark it up and make a profit.

Product Sourcing

Types of Wholesalers

- Manufacturers
- Manufacturer's Reps
- Importers
- Master Distributors
- General Distributors
- Drop Ship Warehouses
- Deep Discounters

Product Sourcing

Where to Find Wholesalers

- **Manufacturers**
 - Search engines
 - Phone Book
 - Merchandise Marts & Trade Shows
 - Web sites
- **Overseas Manufacturers and Importers**
 - Alibaba.com
 - Overseas Trade Shows

Product Sourcing

Master Distributors & General Distributors

- Ask the manufacturer
- Web searches

Drop Shippers

- Google
- World Wide Brands (see link on [skipmcgrath.com](http://www.skipmcgrath.com))

Product Sourcing

My Top Three Sources

- Alibaba
- My Search Engine
- Merchandise Marts
- Trade Shows