

# Ultimate Wholesale List

The first part of this list provides links to sites that will get you FREE items, using the referral system. Make sure you check them out before you go spending £££hundreds of pounds on items you could be getting for nothing.

The second part of the list provides links to wholesale sites, where you can get items significantly cheaper than the standard retail prices (especially if you buy in bulk). Overall there are 24 sites on the list - 4 freebie sites, 15 wholesale sites and a small selection of my favourite money making sites at the bottom of the page!

I have also given a 5 star rating to each site, based on my personal opinion:

★ Unreliable

★★ Worth a look, but may be unreliable

★★★ A reasonable site

★★★★ A trustworthy site, definitely worth signing up

★★★★★ An extremely reliable website that millions of people around the world trust and rely on

-----

## First, the free sites...

Here is a list of sites that offer FREE consoles/iPods/TVs/Laptops etc. These sites are the BEST on the web when it comes to online gifts. However, before signing up to the sites, make sure you have read and understand the [Terms and Conditions](#). This is extremely important, as it will explain everything you need to know to get your free gift without being banned from the sites!

### **How to get your Consoles, iPods, Mobiles, HD TV's & Laptops for FREE:**

**1) Sign up to all of the sites** (this is free, and you do not need to provide credit card details when signing up)

**2) Complete one of the advertised offers available** (I recommend the [LOVEFiLM](#) 14 day DVD trial offer because its FREE)

**3) Refer a few friends to do the same** - (IF YOU NEED ADVICE, CONTACT ME!)

**4) Your chosen item is delivered to your door!** 😊

## WEBSITE 1 - Free Apple Products - iPod, iPad, iMac + More...



<http://apple.freebiejeebies.co.uk/10826>

This site is amazing because all you have to do is sign up for free and complete an offer, then refer some friends to do the same. Once you have done this, the site will send the item of choice to your door! Your free gift will be in the post within a short time, depending on how quickly you complete your offer :D. This is the best site for cheap apple products, as the iPod Nano Chromatic is only 5 referrals! Also has **Custom Order** capabilities **making it my personal favourite freebie site.**

**Soon to be added to the site?**

- [New Apple iPad!](#)
- New [iPod Nano](#) with video recording
- New [iPod Touch 64GB](#)

**WEBSITE 2 - Free consoles - Nintendo Wii! PS3 Slim! Xbox 360! etc... (WORLD WIDE)**



<http://consoles.freebiejeebies.co.uk/12964>

A great site for getting free games consoles. Available to choose from are: PS3 Slim, Xbox 360, Nintendo Wii, Wii Fit, Xbox Live Gold, 3 games of your choice, Sony PSP Go, Nintendo DSi, and even £100/£250/£500 Amazon vouchers. You can also get 3 free games of your choice for only 6 referrals! There is also a **Custom Order** option available, meaning you can get literally anything you want...FREE!

**Soon to be added to the site?**

- [Portable Nintendo Wii 7 inch display](#)
- [All New Consoles coming 2011/2012](#)

**WEBSITE 3 - Free Gifts - iPods! Consoles! Cameras! Laptops etc...**



<http://gifts.freebiejeebies.co.uk/143>

With over 50 items to choose from, Gifts FreebieJeebies has the most varied choice out of any of the Freebie Jeebies sites! Gifts vary from Mobile Phones, £50 top-up, iPods, Consoles, Laptops, GPS systems, Cameras to Dyson vacuum cleaners. Plenty of choice, and an excellent all round site. Also has **Custom Order** capabilities making it **HIGHLY RECOMMENDED.**

*Soon to be added to the site?*

- [All the latest Gadgets from the day they are released!](#)

**WEBSITE 4 - FREE High Definition TV's + home cinema systems!!!**  
**(WORLD WIDE)**



**<http://hdtv.kudosnetwork.co.uk/1599>**

This site offers free HD TV's, with brilliant, and varying choices. You can choose from Sony Bravia, Samsung, Panasonic or Philips! All MASSIVE brands that support the website and have given FreebieJeebies permission to promote their products. One of the best free gifts you could possibly get for free is a Full HD 1080p LCD TV!

*Soon to be added to the site?*

- [World's thinnest TV ever from LG](#)
- [Blu-Ray Quality Home Cinema systems](#)

**Proof!**

**FreebieJeebies and Kudos limited and are genuine in every respect, I would NEVER condone using a website unless I had used them personally, and I am proud to say that with FreebieJeebies and KudosI have earned over £25,000 :-)**

As many people who read this list are skeptical, check out [FreebieJeebies.co.uk](http://FreebieJeebies.co.uk) to see loads of proof pictures from users. Hopefully the links below will help convince you that FreebieJeebies and Kudos are real, the freebie network is real, and that you would be missing out if you didn't sign up, complete an offer and start earning freebies/money on the FreebieJeebies and Kudos websites!

This guy earns £2000, 2 laptops, and an Xbox all from FreebieJeebies:

**<http://www.exceem.co.uk/forums/i-got-my-free-item>**

A member gets a free 27" iMac from FreebieJeebies:

**<http://www.exceem.co.uk/forums/i-got-my-free-item/53277-27-imac-fj.html>**

£250,000 worth of freebies claimed from FreebieJeebies:

<http://www.exceem.co.uk/forums/i-got-my-free-item/31927-brag-thread-nearly-250-000-claimed-see-1st-post.html>

---

## Now, onto the wholesale list...

Here is a list of some of the best mainstream wholesale and dropship sites on the internet. These sites are great if you want to search out cheap deals, especially if you plan on buying in bulk. Also, if you get in contact with the sellers, they will sometimes be willing to negotiate with you over the price.



<http://www.clearance-comet.co.uk/>

This site offers clearance items from Comet at low prices. You can save quite a lot of money on some items if you buy them from here; for example, a HD TV that would cost £1,600 in store will set you back only £1,250 if you get it from here, saving you £350. **HIGHLY RECOMMENDED.**



<http://www.gameassassin.co.uk/>

This site provides console games for wholesale prices, allowing you to become a console game power seller with minimal effort on your part. It is even possible to have the products drop shipped directly to your customers, without you having to post the items yourself. Definitely worth a look.

**RECOMMENDED FOR POWERSELLERS**

<http://www.xcatreturns.com/index.html>

This site sells ex-catalogue pallets for low prices. Good for very getting large amounts of stock for the absolute minimal price possible. You could buy a pallet and sell on eBay as a powerseller, making massive profits.



<http://www.wholesaledeals.co.uk/>

If you are interested in sourcing products which can net you a profit on eBay and Amazon, then Wholesale Deals is the directory for you. They do a lot of the legwork, with new deals added daily. Over 30,000 verified wholesalers and dropshippers.



<http://www.mkenterprise.com/>

This site provides loads of excellent wholesale deals. You have to sign up to the site for free before you can actually see the prices of the items, but once you've signed up you can browse at your leisure until you find a good deal. The best thing about this site is that you don't have to buy in bulk. Some of the downsides of this site that I have heard from others are that not all of the items are necessarily that much cheaper than the RRP, and that it can be difficult to contact people through this site - but there are definitely some great deals on here to be found



<http://www.ndrwholesale.com/>

Get the iPhone 3GS, Nintendo Wii Blackberry Curve and loads more at cheap prices. iPhone 3GS prices start at \$269 / £172! You need to buy at least 10 units of each item to get these amazing prices.



<http://www.ingames.co.uk/>

Another site that specialises in selling games for wholesale prices. Games such as Crysis sell for less than £15 - reselling on eBay is guaranteed to make you a profit, especially if you put it on a buy it now auction. Some games are on sale for as little as £3.95!



<https://www.esources.co.uk/register.php>

This site requires you to sign up as either a free seller or a premium seller. The more you pay for your account, the more privileges you get and the more wholesale links you will be able to establish. The site is the largest directory of wholesalers and dropship service providers on the internet. It has over 800,000 verified wholesale listings. This is widely regarded as being the best wholesale site around.



<http://www.activ8uk.co.uk/>

Active 8 UK is a very reliable dropshipping site. Perfect if you want to source quality products for your eBay business. Most powersellers use this site.



<http://www.abfar.co.uk/>

This website named A Book for All Reasons, has 10,000 rare, out of stock, collectible books that you can purchase. If your a book lover, this website is a must!



<http://www.wholesale2uk.com/>

A UK based wholesale directory that provides access to wholesalers selling products at trade prices. Products are categorised to make finding what you want easy. Some items are up to 90% cheaper on this site than the RRP.



<http://www.pixmania-pro.co.uk/>

Here we have another wholesale site, which is based in the United Kingdom. This is useful if you live in the UK, since it will prevent headaches involving currency and delivery issues. This site specializes in IT products, but you can get deals on all kinds of items, such as consoles and HDTV's.



<https://www.worldwidebrands.com/>

This site offers comprehensive information on how to contact and buy from various wholesalers. It features over 8,000 wholesalers and dropship suppliers.



<http://www.tradetang.com/tp/wholesale-products.html>

Yet another Chinese site. Some pretty good deals on this one; its definitely the most professional Chinese wholesale site



<http://www.wholesalematch.com/>

An American wholesale and drop shipper directory. A very professional and well-designed site.

---

## Useful Money-Making Websites!



<http://uk.lightspeedpanel.com/index.html>

Lightspeed Panel is an amazing website where you can receive some quick and interesting surveys and fill them out in exchange for cash! You will receive regular surveys, and these will be based on details you have filled out when signing up, such as the car you drive, or food you eat. Definitely worth signing up due to the fact that theres so much money to be made on the surveys.



<http://www.topcashback.co.uk/ebay/>

Get cashback when you spend money online with Top Cash Back. Its an excellent website where you can save 40% on all eBay transactions that you buy from! Not only can you get cashback on eBay, you can get cashback from Tesco, O2, Virgin Media, Currys, Boots,

Comet, PC World and loads more. A must for all eBay members. Top Cash Back has the best rates out of any cashback website in the UK, well worth signing up.



<http://www.quidco.com/>

Quidco is a similar site to Top Cash Back. However, its the most popular cashback website in the UK, due to the fact that it has more websites to get cashback from, such as ASDA, Littlewoods, Thorntons, The Apple Store, GAME and loads more! Cashback is less than Top Cash Back but still worth a look



[http://www.ciao.co.uk/specials/Share\\_your\\_experience\\_in\\_3\\_simple\\_steps](http://www.ciao.co.uk/specials/Share_your_experience_in_3_simple_steps)

If your good at writing reviews or are an aspiring journalist like me then Ciao is for you! Ciao is a website where you can get paid for the amount of people that read your reviews on a particular product or anything else you can think of that needs to be reviewed. The link will take you to a page that explains the amount they pay you for each view etc...

-----  
Thanks very much for purchasing. What you will find below is links for the top wholesale sites as promised as used by the big UK suppliers. I do want to share a few tips with you though first especially if you have never bought wholesale before.

1. Research. When buying in bulk (i.e. a pallet of returned goods) you MUST do your research before purchasing. As you will see from below sites there are hundreds of different pallets and many different options. It is crucial that before buying you look at every good listed in the pallet online and whether you think you would be able to resell it. There is no point buying a pallet full of women's slippers if they don't even sell on ebay.
2. Do your Maths. Most of the pallets and wholesale goods listed on below sites are sold in auction format. Work out what you are going to receive in the pallet, how many of each item and the minimum you could sell them on for. Set yourself a profit percentage you want to make and stick to it.
3. Start small. Well as small as you can buying in wholesale. If you haven't done it before then be careful to make sure your first wholesale pallet purchase is relatively small one i.e under £100 if possible. Your profit may not be great on it however you need to make sure that you possess the correct mentality to sell on the items and put in the time and effort as some items won't sell themselves. If you struggle to get motivated by it then

at least you won't have gone bankrupt and you don't have to do it again.

4. Check your items. Very important to check all your goods when they arrive or you pick them up for 2 reasons. The first is to ensure everything detailed on the auction has arrived. Many pallets and wholesale obviously have many, sometimes hundreds of items. Make sure all are there. The second is to check what works. If you are buying returns and used goods - you are going to come across items that don't work. Its the risk you take. Whilst many returns are fully working and 100% fine don't be disheartened when some aren't working.

5. Get Handy. When you have worked out what items aren't working or have a small part missing it's time to do something about it. Don't just throw them away. Some items may just have something small that's wrong i.e. needs a new plug re-wired or a new box. If you can't fix them or don't know someone that can fix them - fear not. You can still make money. The best way is to either advertise them as faulty on eBay - many people who are D.I.Y friendly look to buy these. Also why not keep any ones you can't fix and if you have enough sell your own 'returns' pallet on eBay or elsewhere.

Good luck and if you put the time and effort in you really can make alot of money!!

<https://www.argosclearance.co.uk/default.aspx>

<http://www.clearance-comet.co.uk/>

<http://www.xcatauctions.com/index.php>

<http://www.xcat.co.uk/>

<http://www.halfcost.co.uk/webapp/wcs/stores/servlet/StoreCatalogDisplay?langId=-1&storeId=11&catalogId=10001>

<http://www.wholesaledirect24.com/index.asp>

<http://www.marthill.co.uk/>

<http://www.gemwholesale.co.uk/>

<http://www.wholesaleclearance.co.uk/>

<http://www.mxwholesale.co.uk/>

<http://www.furniture-wholesalers.co.uk/>

<http://www.wholesaledeals.co.uk/>

<http://www.xcatreturns.com/>

<http://www.gemwholesale.co.uk/>

<http://www.marthill.co.uk/>

<http://www.qclothing.co.uk/>

<http://www.stockgt.co.uk/>

<http://www.one2wear.co.uk/epages/BT3252.sf>

<http://www.allstoresclothing.com/>

<http://www.gifttreewholesale.co.uk/>

<http://www.stockshiffters.com/>

<http://www.discounthouse.co.uk/>

<http://www.mholt.co.uk/>

<http://www.ticpallets.com/>

<http://www.csdtuk.com/index.asp?function=PP-LOGIN>

<http://www.cataloguebargains.co.uk/>

<http://www.xcataloguewarehouse.co.uk/>

<http://www.uk-liquidation.co.uk/bu/index.html>  
<http://www.xcatauctions.com/>  
<http://www.xcat.co.uk/>  
<http://www.furniture-wholesalers.co.uk/>  
<http://www.ex-catalogue-returns.co.uk/>  
<http://www.bargaincrazy.com/epages/BargainCrazy.sf>  
[http://www.bluemonkeygroup.co.uk/index.html?ret\\_return](http://www.bluemonkeygroup.co.uk/index.html?ret_return)  
<http://www.carbootsupplies.com/>  
<http://www.drakus.com/>  
<http://www.herz.co.uk/>  
<http://www.ianmichael.co.uk/>  
<http://www.ittrading.co.uk/>  
<http://www.nwstock.co.uk/>  
<http://www.gifttreewholesale.co.uk/>  
<http://for-sale.yakaz.co.uk/ex-catalogue-wholesale>  
<http://www.wholesaleclearance.co.uk/excatalogue-clothing.htm>  
<http://www.drurywholesale.com/>  
<http://www.cataloguebargains.co.uk/Womens.html>  
<http://www.esources.co.uk/wholesale-suppliers/9/>  
<http://www.audiomate.co.uk/>  
<http://www.ebest24.co.uk/>  
<http://www.thumbsupuk.com/>  
<http://www.select-wholesale.com/>  
<http://www.madbid.com>  
<http://www.swoopo.com>  
<http://www.argosclearance.co.uk>

The first part of this guide will explain the pros/cons, ins & outs of eBaying, selling, buying etc etc...all to be a successful trader and how to go about it. The second part of the guide is a list of useful wholesale websites which you may, or may not have a

come across in your re search of wholesaling/buying.

I will cover the following...

**Getting hold of Wholesalers, how to deal & communicate**

**Importing/Exporting products**

**Taiwan & China**

**Wholesale Sources**

**Staying Safe, taking precautions**

**The ins & outs of PayPal when you really get stuck into a Merchant Account**

**Hints & Tips on Selling**

**and finally, a quality list of suppliers/wholesalers at the bottom of the guide to get you started!**

**The list covers; Car Parts, Consumer Electronics, Mobile Phones & Accessories, iPods & Accessories, Consoles, Games & Accessories, Cosmetics,**

## **Designer Footwear & Clothing.**

I hope you enjoy the guide.

The sites are 100% free and open to everyone. You can use this to guide for personal use, or help set up your eBay business, it is an essential tool for traders.

Below, you find sites which are in use by some of the most successful eBay entrepreneurs, check out **willen\_trading** on eBay and you'll understand exactly what I'm talking about.

## **Lets get down to business!**

First things first, starting small is the **KEY TO SUCCESS!!**

Now, if you want to find good wholesalers, a good start is going direct to the manufacturer.

Manufacturers rarely sell directly to the public, but they employ sales reps to be in charge of moving massive shiploads of product to local wholesale suppliers or distributors, who in turn sell to the retailers (us). If you want to find wholesalers you need to speak to these sales reps.

The sales reps know all the details so if you want to find the wholesalers, all you have to do is ask them. In most cases, they will simply tell you. It is their job to move product so all that is required is that you put it to them in the professional manner that

any business striking a deal with another business would.

### **So how do you find who manufactures the product?**

Well, for a start you can look at the product itself. If you are selling DJ equipment, go to a shop and have a look at the back of it. Sometimes, if you are very lucky and you look on the back of your chosen product it may just say 'Distributed in Portland and Australia by...' Make a note of any information you can find anywhere on your product and start there.

If not, somewhere (either stamped on the equipment or within the owners manual/warranty) you will find the name of the manufacturer. It will be something like 'Williams Electrics Ltd.'

You then do a search for the phone number (either online or through the country's white pages) and call Williams Electrics Ltd direct. The receptionist will ask you who you would like to speak to. This is where it helps to be a registered business. You need to sound like a professional retailer so put on your business trousers and go to work.

"Hello, I am Jonathon Smith of Smith Retailers Ltd. in Portland. Could I speak to a sales rep please?"

She transfers you through to Tim in the sales office. "Hi Tim, My name is Jonathon Smith of Smith Retailers Ltd. in Portland. I was hoping you could give me your authorised suppliers list so I can contact them."

Tim says no worries and will provide you with the wholesale suppliers that are in th US, Australia and anywhere else that you require. This is Tim's job, and he will be more than happy to provide you with the wholesalers. If you become a good paying customer, Tim gets a pat on the back and a big smile.

Tim may ask you some questions about your business. Just answer as honestly as possible or say you are simply researching this avenue to find out whether or not it is a viable option.

That's it. You have gone directly to the source and cut out any middlemen that you will find with an internet search.

### **What's next?**

Now you have the information, it is time to scope out which distributors will work with you. You are a small home based business; there is no getting away from that. Some distributors will want to work with you and some won't, there is nothing you can do about it. Just don't be too disappointed with initial knock backs. This is not for the faint hearted, and this is why many fail and turn to middlemen. Don't be one of these people.

So give the first wholesaler a call and see what they have to say, let's say their name is Denon Distributors. You will need to have your business trousers on again for this. You will need to ask for the sales rep again, let's call her Susan.

"Hey Susan! My name is Jonathon Smith from Smith Retailers. I would like to get some information about setting up a retail account with Denon Distributors.

Susan will start to ask you some questions about your business. You will find that most true wholesalers will almost always require you to be a retailer or run a registered business before you have access to their wholesale catalogues. If you are serious about getting true wholesale prices without having to order from middlemen, you will need to convince Susan that you are able to meet minimum sales requirements to be able to apply for a wholesale account with her company. If you really are serious about taking this on, you can reserve a company name and then incorporate the company.

Be ready for Susan to ask you other questions that you are just going to have to disclose the truth for. It really helps to have a business plan so that you may field these questions professionally. A great website complete with videos is <http://www.bplans.com/dp/> - this will help you forecast your projected sales, talk about your audience & funding type, general industry overview, analysis, financials etc etc.

If you are new to this, you simply have to be honest as all they have to do is check your company details to see you have only been in business for a couple of weeks. If they find that you have told fibs, Susan will cut off your supply right in the middle of all your auctions. She will only really want to know you are trustworthy in order for you to get credit with the company, so for your first deal you will more than likely have to pay upfront, but then you have your all important first trade lead and reference.

You can't change the fact that they may not want to work with home-based internet businesses but you can make it difficult for them to say no to you. Offer to pay cash because you don't have any business credit references as yet. If you are sure you can do it, promise good sales to the wholesaler you are interested in and hope they accept your proposal.

Again, this is where many people give up and decide to go through middlemen as this is the soft option. You need to ask yourself "Am I serious about developing this business?" If your answer is yes, then you just have to deal with these questions and go through this initially. Keep in mind that this could save you THOUSANDS in the long run. You CAN do it though and you will come out a lot better off than all the other sellers on eBay that give up and go through middlemen.

If Susan won't give you a wholesale account, go to the next wholesaler on the list that the original manufacturer supplied to you. Don't give up. This is the only way you can find true wholesalers. If none of the wholesalers will work with you, then you can be sure they won't be working with any other home based internet business owners either. You will have the edge and have learnt valuable negotiating skills for the wholesalers who WILL work with you.

This is how middlemen and retailers do it. Repeat this process and you will find them.

# **Alternative Ways to deal with Wholesalers**

## **Can I deal with wholesalers?**

If you have a proof of trading, which can be as little as a letterhead or your business card, you as an individual or group are entitled to deal with a wholesaler. Even if you don't have that, most wholesalers realise the fact that everybody has to start somewhere. Remember that wholesalers need the business just as much as you need the products, so it is doubtful that you will be turned away if you have a real interest in their products.

## **First Contact**

So when contacting them, be confident and purposeful when approaching them, and focus on finding exactly what the wholesaler has to offer.

If possible I would always suggest going and visiting the wholesaler in person unless of course they are a serious, and well known wholesaler that has been in business for a good length of time. Telephone calls and emails are generally thought of as a substitute to visiting them in person but they give you a good idea of what the wholesaler is like, and if the wholesaler is not located near you might be the only way of communicating with them.

Speaking of doing business over the phone there are limitations to what you can actually do over the phone, your supplier should happily send you a list of stock and relevant prices, but to gain good understanding of the product in question, visiting your supplier is an invaluable experience. Remember that a good wholesaler won't object to you visiting them as they should have nothing to hide, so be careful if a supplier is very against you meeting them.

## **The issue of stock**

You have to remember that stock changes usually everyday for most wholesalers, so if you enquire about one product one day, it may not be available the next, so it is important to keep an open mind and not get frustrated when things don't go your way.

## **The important first impression**

The first impression to a supplier is very important, and if you intend to build a good business relationship with the supplier, it is important not to request too much or push the supplier too far, too early. An example of this would be asking for further discount off the prices that the wholesaler has suggested. It would be better for your case if you waited until you have been using the supplier for a while and then request such discounts.

I won't go too much into depth, but it all helps :)

## **Why Taiwan, not China?!**

It was not uncommon at that time as anything technology/electrical/computer related was produced in Taiwan as the Chinese were famous for poor quality electronics (to my knowledge plastic and textile products was their speciality at that time).

To get round this and to increase credibility many Chinese factories manufactured electronics, shipped the components to Taiwan and assembled them in a third party factory just so they could put 'Made in Taiwan' on them! You still will find much higher

quality electronics in Taiwan to this day, but China will offer a similar product cheaper.  
You make the choice!

### **Chinese Businessmen/Women**

They are not all scammers. You build a working relationship with one and you have a friend for life.

### **How it Works**

As my experience tends to be involved around consumer electronics my experience is that you have 4 types of supplier in China. The factory, the trader, the broker and the scammer. Obviously you are best to deal with a factory. The higher up the food chain the better your chances of lasting. Tip: the higher the MOQ (1000pcs is not uncommon) usually the better quality the item produced.

**FACTORIES:** Factories (or could be classed as a manufacturer) produce the final product and normally have a strict MOQ of 100/500/1000pcs of each item.

Although they are a factory/manufacturer they do not necessary produce all the components. It is very common they at least they will produce the main circuit boards using a SMT Machine (Surface Mount Technology). Even the main electronics could have been designed by someone else and they just replicate it (sometimes under license and sometimes not!).

They have rows upon rows of production lines where humans assemble every part until you have the finished packaged product. Much the same way cars are manufactured. Usually, cases and other plastic parts will be bought in from a case manufacturer. Stickers will be purchased from a printer. The packaging will be bought from another printer and so on. The bigger the factory, the more components they produce in-house.

You will have noticed this with generic MP3 players for example. They tend to look all the same because the factories have all purchased the casing from another factory that just produces plastic components. To make a simple plastic MP3 player casing can cost £20,000 or more just in development and tooling (essentially the mould to make the cases from) design and CAD costs and that is before you have actually produced a single plastic case or component!

So to keep costs down, the factories buy cases and other plastic components in from another factory for a few cents each. A saving upwards of US\$250,000 on injection moulding machines, staff, design tools and tooling costs.

TRADERS: Tend to deal in much lower MOQ 100pcs is common and tends to be more flexible. They will either purchase 1000pcs from the factory and then break them up into smaller MOQ. This is not a bad thing as they will physically house their stock. Be aware that a lot of traders pretend to be a factory and will display photos of a production line and certificates on their website etc.

BROKERS: Will not hold any stock and will purchase as per your order, sometimes gambling using your money. The same applies, they may pretend to be a factory also.

SCAMMERS: Goodbye money! Yes there are scammers in China. Do you realise when you T/T US \$1800 to a person you have never met before that is the equivalent to a YEARS SALARY to the average Chinese factory worker!?!? Can you imagine someone T/Ting you £20K? It amounts to the same thing! Be careful, no one is safe. I admit I have lost a few dollars over the years, but to-date they have only been a small amount 'gamble money' as I had a feeling something was not right. Gut feeling accounts for a lot in suppliers, buying and selling.

**Think outside the box - Use China to your Advantage!**

At the time of my first international experience I had a much older friend who owned a massive mail order computer business. He had been importing for years. One of his

greatest achievements in my opinion was a mouse. What he did was pure genius.

He went to a Chinese manufacturer, bought a basic 50p mouse, put his logo/brand on it, bundled it with some OEM paint programs, put it in a very well designed and attractive packaging all for around £3.00. They were sold into distributors and ultimately could be bought in Dixons, Argos or any other high street retailer for £34.99. To me personally, that is what importing from China is about, not looking for branded electronics and trying to squeeze 10% margin!!!!

Tip 1: If you wish to sell electronics directly to retailers they expect to work on a 40% margin.

Tip 2: If you wish to sell directly to big retailers/high street you will have to sell to a distributor who supplies the big retailers. They expect to work on a 20% margin.

Tip 3: When working out Retail prices remember they will include VAT @ 17.5% so work backwards when establishing your lowest selling price.

## **True Wholesale Sources**

In order to make real money as an importer, you need to cut out the middlemen who claim to offer wholesale prices, but order from true wholesalers and then take their cut of your profits.

Sometimes a company will not deal with it's own customers and will instead enlist distributors to wholesale to resellers, but where possible, it is of course best to order factory direct.

Listed below are the 'secret' sources that most directory owners and middlemen don't want you to know, as they will ensure that you will always be able to find anything you need at true wholesale without ever needing to pay directory fees again.

<http://www.superpages.com>

SuperPages is the leading online Yellow Pages directory service with millions of US business and residential listings nationwide. Here you can find yellow pages phone listings, directions, online shopping sites, maps, and addresses for local or national businesses.

Do a search for wholesale..... <whatever it is you are looking for>, then check to see if they will ship to your country. If they don't, you could consider working with a US mail forwarder. Click here for more information on mail forwarders or visit this link.

<http://www.alibaba.com>

Alibaba is an English-language website primarily serving Small and Medium-Sized Enterprises (SME's) in the international trade community, with nearly two million registered users from over 200 countries and territories.

More than 300,000 people visit the site every day, most of them global buyers and importers looking to find and trade with sellers in China and other major manufacturing countries. The Gold member section features products that are Made In China.

As there is so much rampant fraud on the internet these days, only ever deal with sellers who are TrustPass verified with Alibaba. Type in your search, then choose selling leads from the drop down menu, all the TrustPass verified sellers will come up first. Venture past these members at your own risk.

Please read the Safe Importing Tips section of this website before you deal with non TrustPass members, I wrote this section because of Alibaba! Below is a list of communities that are the same idea as Alibaba, but it is best to search them all when you are on the hunt for specific items.

<http://www.ETradeShow.org>

<http://www.ECPlaza.net>

<http://www.importers.com>

<http://www.ec21.com>

<http://www.trade-india.com>

<http://www.Offer21.com>

<http://www.Fuzing.com>

<http://www.manufacture.com> - Taiwanese Products

<http://www.WorldTradeAA.com>

<http://www.BusyTrade.com>

<http://www.TradeBusiness.com>

### **Export/Import Links**

<http://www.exportbureau.com>

Export Bureau is an international exporter, supplier, company and manufacturing directory. ExportBureau as a non profit global directory that has been providing a completely free unbiased export company information.

It now also provides free instant online company history reports to the public through as well as the worlds international trade statistics available free to the worldwide public for every industrial category. Unlike Alibaba, you have to be a legitimate, registered company to be part of the directory.

<http://www.made-in-china.com>

China manufacturer directory and product catalog, providing trade leads amongst China factories, manufacturers, suppliers, and global buyers. Always make sure you order samples to check the quality.

<http://www.source-from-china.com>

<http://www.asianproducts.com>

<http://www.eBigChina.com> Directory

<http://www.surplus.net>

For closeout, surplus, overstock, liquidation and below wholesale products and services. It has been ranked as the largest and most trafficked surplus dealer network in the world by virtually every independent source. These companies are able and willing to sell their products in smaller quantities, i.e. by the case, etc. making it easier for flea market vendors, and small stores to stock them.

<http://www.fashions.net>

A huge directory of apparel manufacturers, retailers and wholesalers, run by the same people as Surplus.net.

The crucial links where directory owners find their trade leads and wholesalers find their products. If you want to do searches on google for sites that are harder to find but are more like to target your niche market, try doing searches with key phrases like:

Overstock (whatever it is you are looking for)

Surplus

Liquidation

Factory Direct

Refurbished

Supplier

Distributor

Manufacturer sources, and so on and so forth.

Start small, always order samples and keep in mind that if a deal seems too good to be true, there is a fairly good chance that it is.

## **How To Stay Safe When Finding Wholesalers**

### **1. Find out as much information as you can.**

Do as much research as you can to ascertain the credibility of the seller. Check the company is actually registered in the country that they say by asking the seller to provide you with a valid registration, or do a search of that country's companies registrar. Find out the physical address and give them a call to verify the company actually exists. Check the phone number you have been given matches the country of origin and look up the white pages of that country.

Never go with a seller who provides you with just an email address or website alone. If a website looks legitimate by all intents and purposes, check their domain information by typing it into a 'whois' feature, this will tell you where, by whom and when the website was registered. Be wary of sites that are registered in a different country or sites that have been set up very recently. Be wary also of sellers who provide you with a yahoo or hotmail address as legitimate companies will almost always have [seller@company.com](mailto:seller@company.com) addresses.

### **2. Background checks.**

Make use of online credit services such as Dunn & Bradstreet to make sure that the seller isn't registered with them. Obtain all the seller's contact details, including their bank's telephone number and a fax of their personal ID, tell them you need it to do a background check. You can then sign up to someone like web-detective.com to check their credit history. Get in contact with their local credit agency for information about their local dealings with other companies.

Check the name of the company with The RipOffReport, which is a worldwide consumer reporting Website & Publication. By consumers, for consumers, to file & document complaints about companies or individuals who ripoff consumers.

### **3. Get it on paper.**

Prepare an indepth sales contract and list your conditions of sale, how you have agreed to pay, a complete inventory, shipping details etc. For a directory of INCOTERMS (International Commercial Terms) - a universally recognised set of definitions of international trade terms, visit Import911 so there is no discrepancy as to which shipping method you have agreed on. Fax it to them and get them to sign it. If you can't do this yourself, ask family members and friends if they know a lawyer or law student to draw one up for you.

### **4. Use 'SafeTrader' with your wholesaler.**

Using an Escrow service with your wholesaler is just like using SafeTrader at TradeMe. Escrow.com, an accredited escrow company, acts as a secure third party to protect the Buyer and Seller. Beware of sellers trying to convince you to use other Escrow services, it is very easy to set up a fake website or engineer fraudulent emails. Insist on setting up your own transaction, only with Escrow.com.

### **5. Try to use safe methods of payment.**

Credit Card: This is a relatively safe method as credit card companies will usually

refund you if you are a victim of fraud. Wholesalers may be cautious of taking credit card orders because if the card or number is stolen, then the funds are deducted from their bank account to refund the victim after they have already sent the goods to the fraudster. It is up to the wholesaler to ascertain whether or not the order is fraudulent, this is why most companies will only ship to the address on the card.

A 'Standby' Letter of Credit: This is where the bank acts as a SafeTrader for you. It is an exchange of documentation where the bank acts as a guarantor for you, agreeing that they will pay the supplier when the goods arrive and are inspected, you will need to convince your bank that you are good for the full amount. Make sure you check every detail on the letter of credit issued to you.

Cash On Delivery: Although it is fairly remote they are going to go with COD to New Zealand, you can give it a bash.

## **6. Choose other methods of payment carefully.**

PayPal: PayPal is fairly safe, as long as the seller is verified, check their buyer/seller number alongside their verification to confirm their number of transactions. Never deal with unverified sellers. PayPal will freeze an account if you report a scam so only make credit card payments, never e-cheque or cash from your bank account.

## **7. Try to avoid Telegraphic or Wire Transfers.**

A TT or wire transfer is when the full or part payment is made directly into the seller's bank account. Most legitimate businesses prefer TT to get a deposit, or require the full amount in advance as it is the least possible risk to them. If they absolutely will not go with any other payment methods be very wary, there is no reason for legitimate wholesalers to have a problem with safe methods of payment.

Don't be pressured into going with TT for a first time transaction, it should only be regarded as a fast and cheap method of payment between buyers and sellers who

have built a up a mutual trust.

### **8. Avoid Western Union like the plague.**

Never, ever use it. Western Union is only safe if you are sending money to a relative and it is a favourite of many internet scammers. Flatly refuse to use Western Union in any other case. It may seem like the deal of a lifetime but you are almost guaranteed to lose the full amount. Visit Western Union's Consumer Fraud Awareness page for more information.

### **9. Have a holiday.**

If you are going to spend \$10,000 - \$20,000 on merchandise and you've been thinking you would quite like to see a bit more of this wonderful world we live in, then go to these countries and establish your own trade contacts. See that the shipment is loaded onto the boat and act as your own buying agent. If you already run your own business, claim this holiday back as an expense, if you are registered for GST, claim back the GST on the items you sell. If you don't have time for a holiday, do a search for buying agents in that country and pay someone to go and make sure the shipment gets on the boat for you.

### **10. Trust your own judgement.**

Use your own common sense. If a deal seems altogether too good to be true, there's a fairly good chance that it is. That said, most scammers set off multiple alarm bells fairly quickly. I just visited a website that claimed to be based in London, they showed a beautiful building that would have astronomical overheads, yet their website was quite obviously hosted free. You would think that they would have enough money to set up hosting that didn't plaster ads all over their site if they were legitimate.

### **11. Check everything you are told.**

Check every detail that the seller tells you before taking their word for it. I had a company in "Italy" inform me that they would forward the items to DHL (a worldwide shipping company), DHL would then hold and inspect the shipment for me. I was to forward the money to DHL, they would hold the money until the goods arrived, DHL would then release the money.

### **Ordering From US Wholesalers That Don't Ship to Your Country**

One way around websites that do not ship to your country is to set yourself with a company like USGlobalMail, who specialise in international mail and package forwarding services. They offer international shoppers the opportunity to rent their own US mailbox and receive mail & merchandise from any US company.

Some companies will charge you very high shipping rates or an extra fee to ship to your country, to cover the employee that has to go to the Post Office to send you your package. Once you are a member, you can take advantage of the free shipping offered at any of the sites on the list, then the mail forwarding company offers low cost international shipping rates on all forwarded packages.

Another way to import from overseas wholesalers is to ask the company if they allow buyers to organise their own shipping. You can hire an agent to go to the company, pick up and deliver your items anywhere in the world. Check out this directory of international shipping and moving companies to find the lowest shipping cost to overseas destinations.

With USGlobalMail, once they receive your package, they immediately notify you via e-mail, then you can login to your account and find the detailed information of your package including the sender's name, the brief description of the package, quantity, weight etc.

USGlobalMail ship with DHL, USPS, UPS, and FedEx, four of the largest and most highly respected international carriers. This allows them to choose among the four and offer

the best price to your location. They also give you the choice of how fast your mail will be delivered.

USGlobalMail then re-package or consolidate multiple packages into one to reduce your shipping weight. Customs charges and import tax still apply on your package but they will declare whatever you tell them to. Honesty is of course the best policy.

Registration requires that you fax, email, or mail a copy of two forms of identification and the front and back of your credit card.

Wholesalers also require the address that they are sending the goods to be the address on your credit card, so you need to either change the address on your current credit card to the one that the forwarder gives you, or apply for a credit card that is dedicated to buying from overseas. Statements for that card will then be sent to the overseas address and you will need to organise with your forwarder to get those to you.

You can also then take advantage of magazine subscriptions that you can get overseas that are so cheap it is not funny. Check out the amazing deals at Mags For Less.

You'll find the DHL published rates [here](#).

Compare rates with those offered by USGlobalMail.

If you choose to sign up with USGlobalMail, there will be no need to search for wholesalers that agree to ship to your country, you can just take your pick of the ones that you wish to work with.

If you're looking for a place to sell your products, <http://www.cybershoppers.org/>

Its 100% free with no limitations.

Starting Small is the **KEY TO SUCCESS!!**

Now, a guide to the ins & outs of...

## **PayPal**

**This article will discuss in the pros and cons of using a Merchant Account and PayPal online for processing credit / debit cards. I will point which method is suitable for sellers on eBay and business which operate online (having your own shopping website)**

Whether you're an eBay seller or run your own online shop, you would have come across PayPal one time or another. PayPal is a simple solution for accepting credit and debit cards online. Since PayPal is owned by eBay, it is the preferred payment method on eBay as it's integration with eBay's checkout system is hassle free and straightforward.

Many people who have their own online shopping sites accept PayPal because for the same reason. Many shopping cart scripts such as CubeCart, osCommerce and ZenCart have PayPal payment modules already setup for you, and all you have to do is enter simple details such as your email and default currency that you use and from there, you can start processing credit / debit card payments instantly.

The main reason why sellers accept PayPal is due to the fact that it is used mostly everywhere online and buyers seem to favour PayPal a lot plus the low cost fees which PayPal offer are suited to most businesses budgets. There are no monthly fees, no

setup fees and no gateway fees.

Websites which have large client bases offer PayPal as a payment method.

Some examples are:

- \* Dell
- \* eBuyer
- \* Dabs
- \* GoDaddy

What is required when signing up to PayPal?

- \* To sign up to PayPal all you need is:
  - \* A business or home address
  - \* A credit / debit card
  - \* Bank account
  - \* eBay account (optional)

Merchant Account

A merchant account is a special account that is setup for a business to accept and process credit cards. After processing a customer's credit card the transaction goes through a series of complex stages. The money transferred through the merchant

account is then deposited into the business's checking account within 2 to 3 business days.

A business often upgrades to a merchant account when they realize their company is ready to grow, and then they begin to consider the advantages of an e-commerce Internet merchant account. But to apply for a merchant account isn't so easy. The process is very complicated and there are a lot of requirements.

Here's what you may or may not (depending on the provider) need in order to obtain your merchant account:

- \* Business checking account (some providers set you up with one).
- \* A copy of a voided check (if you use your own business checking account for funds to be deposited in).
- \* Articles of incorporation, business license or reseller license. (A 'Certificate of Assumed Name' from your county Register of Deeds office may be all that is required. These only cost around £8.) The purpose of this is to prove you are a legitimate business.
- \* Pictures of business office and location (this extra step can save you money in credit card processing costs).
- \* Photocopy of your return policy information
  - \* Provide trade references
- \* Photocopy of recent tax returns (may or may not be needed depending on monthly sales volume you expect through your merchant account)
- \* Site inspection (have a photographer come in and take pictures of your inventory). Only a handful of providers still require this.
  - \* A photocopy of your drivers license

In order to process credit and debit cards through your merchant account, you need to decide which processing solution is right for you:

## **Retail Swipe Terminal**

This particular solution is for retail and storefront merchants who see their customers face-to-face.

## **Real-Time Processing**

This is the solution for businesses on the Internet. Real-Time allows you to automatically process credit card orders through your merchant account with no assistance needed on your end.

## **Virtual Terminal**

If you are a merchant on the Internet and expect to receive orders via phone, fax or mail then getting a Virtual Terminal solution (along with a Real-Time processing solution) is the best route to go.

For the purpose of this article I am going to talk about real-time processing which is done over the Internet. Real-time processing is preferred due to its speed and agility. The credit / debit card is automatically processed as soon as the order is submitted and an immediate notification is then received by the customer regarding the acceptance of order and fund transfer.

Real-time processing is the best for high volume sales and the servers used are generally encrypted and secure. With real-time payment processing you not only get to save time but it also eliminates any manual processing needs, reducing the risk of potential fraud and offers greater protection.

With a merchant account you get a more flexible real-time payment processing options.

### **Merchant Account Fees**

These are the typical fees you will see associated with a merchant account. Rates will vary from one provider to the other.

Application/Setup: £0 - £100+ (one time fee)

Most providers have an application fee. Some charge it right out at the beginning, while others add it into the solution purchase/lease costs. Some providers do not have an application fee at all.

Hardware/Software Costs: £99 and up or Lease: £20/month and up.

One important note worth mentioning here, though leases are sometimes beneficial to you because they keep you from paying up front for a terminal, it's usually much better to purchase from the beginning than pay a lease for the next 12, 24, 36 or 48 months. Why? With a lease you'll end up paying sometimes 3 times or more than if you would of just purchased the solution outright from the beginning. While a £29.95 monthly lease for 48 months sounds good in reality it isn't. Leases are very hard to get out of once started. If your business goes under before the 48 months are up, you still have to pay on the hardware/software costs until the last penny has been received by the leasing company.

Transaction: £0.20 - £0.50 per transaction

A transaction fee is also deducted from the purchase cost. Transaction fees are lower for retail businesses while slightly higher amounts are charged for Internet based businesses.

Gateway Access: £0 - £25+ per month

Since in most cases, the secure payment gateway provider (e.g. Authorize.Net, VeriSign etc.) is a separate company from the Merchant Processor, they charge extra fees. For every month that you are on their system, you usually pay an access fee.

Statement: £0 - £15 per month

The statement fee is charged because at the end of each month you will receive a statement from your processing bank that will list all the transactions that went through for that particular month. It's very much like your telephone bills.

Chargeback: £5 - £35 per instance

A chargeback occurs when the cardholder disputes a charge that they found on their monthly credit card statement. A large number of charge backs can cause your merchant account to be dropped totally and leave you in a mess when trying to get another merchant account for your business. If this is the case you may not be able to get another merchant account for several years. As a merchant it is important that you take the necessary steps to reduce and potentially eliminate the risks of charge backs.

Annual Fee: £0 to £100 per year

Some credit card processors will charge this fee just as additional way to pay for maintenance and system upgrades.

### Calculating the costs of one sale...

Example A = A website which sells electrical items and only offers PayPal

Example B = A website which also sells electrical items but the business has a online merchant account.

Both of the websites have monthly sales of £1500 or lower.

If a customer bought an item from Example A which cost £100 including shipping then PayPal would charge:

100.00 GBP

- 3.40 GBP (3.4% PayPal transaction fee)

- 0.20 GBP (PayPal fixed fee)

= 3.60 GBP (PayPal Fees)

The final sale price after fee's would be: £96.40

If another customer bought the same item from Example B, the fee's would be:

100.00 GBP

100.00 GBP = 100.00 GBP (1 GBP = 1.00000 GBP)

- 0.00 GBP (2.5% Currency Conversion Fee)

- 0.50 GBP (0.50p transaction fee)

= 0.50 GBP (Merchant Account Fee)

The final sale price after fee's would be: £99.50

**BUT**

You have to remember the other monthly fee's in which you have to pay:

Gateway Access: £25 per month

Statement: £10 per month

Annual Fee: £100 per year (spilt it into monthly fees which would equal £8.33

Now, what you've been waiting for...

## **The List of Suppliers**

Nice & simple, the first three are what Comet, Argos and Currys are auctioning off.  
DVD Players, XBOX's, Playstations, TV's etc...

Check it out, there is always good stock to be had.

<http://www.clearance-comet.co.uk>

<http://www.argosclearance.co.uk/Scripts/ClosedAuctionSite.asp?FMClosedAuctionUR=/>

<https://www.currysauction.co.uk>

Now, **Stock Auctions** offer ALOT of stuff at banging prices! A really good website. It

is stock from companies that have gone in to liquidation, ready for you to purchase, and sell for big profits ;)

<http://www.stockauctions.com>

<http://www.gemwholesale.co.uk>

Below, Jonn Pye is an auctioneer and does have a warehouse you can visit, not alot of people know about this, so use this to your advantage.

<http://www.johnpye.co.uk>

Now, **Wholesale List 101** is a list which lists, everything, check it out, very very interesting, thousands of links.

<http://www.wholesalelist101.com>

Sign Up URL is...

<http://www.wholesalelist101.com/apps/auth/signup>

This is one of the best sites I have found, keep in touch with it as it updates rapidly but remember to check the forums as people do report scammers and fake dropshippers. There is plenty of stuff to look through and will keep you entertained for hours, and

plenty of contact numbers/addresses so you can get a business on the road!

Make sure to look around for Police/Baliff Auctions, items will go for pennies, trrrrust me ;)

Feel free to message me for any other details, thank you for taking your time to check this out and check out the stuff below!!!

<http://www.esources.co.uk/wholesale-suppliers/967/>

[http://www.coolebaytools.com/wholesale\\_marts\\_tips.html](http://www.coolebaytools.com/wholesale_marts_tips.html)

### **Car Parts**

<http://www.carpartswholesale.com/>

<http://alandee.co.uk/downloads/ukpro/firststonez.htm>

### **Consumer Electronics**

<http://www.telebid.com/>

<http://www.ipodwarehouse.net/index.html>

<http://www.buyingwholesale.info/uk/>

<http://www.ucueoc.com/>

<http://www.lightinthebox.com/>

<http://www.stockrunner.co.uk>

<http://www.ticpallets.com/>

<http://www.uk-surplus.com>

<http://www.plemix.com>

<http://www.alibaba.com>

<http://www.stockauctions.co.uk>

<http://www.marthill.co.uk>

<http://www.drwltd.com/>

<http://www.rrdis.co.uk/>

<http://www.tde.co.uk/>

<http://www.tradeelectronix.co.uk/>

<http://evolutiongadgets.vstore.ca/>

<http://www.computers4allgroup.com/>

<http://www.rihey.cc/>

### **Mobile Phones & Accessories**

<http://www.telebid.com/>

<http://www.searchmobiledeals.co.uk/>

<http://www.e2save.com/payg>

<http://www.ucueoc.com/>

<http://www.selftrading.co.uk/entertainment-shop-clearance-iphone-mobiles>

<http://www.ticmobiles.com/>

<http://www.viatrading.com/>

<http://www.accessoryexchange.co.uk/>

<http://www.santok.com/>

<http://www.phonesinbulk.co.uk/>

<http://www.activ8uk.co.uk/>

<http://www.n1sale.com/>

<http://evolutiongadgets.vstore.ca/>

### **iPods & Accessories**

<http://www.ipodwarehouse.net/index.html>

<http://www.telebid.com/>

<http://www.ucueoc.com/>

<http://www.lightinthebox.com/>

<http://www.delboyswholesale.co.uk/home.html>

<http://www.megagoods.com>

<http://www.ashtronic.co.uk/>

<http://www.gadgetsandgames.co.uk>

<http://www.discountelectrics.com/>

<http://www.n1sale.com/>

<http://evolutiongadgets.vstore.ca/>

<http://www.computers4allgroup.com/>

<http://evolutiongadgets.vstore.ca/>

<http://www.rihey.cc/>

## **Consoles, Games and Accessories**

<http://www.ucueoc.com/>

<http://www.telebid.com/>

<http://www.overclockers.co.uk/>

<http://www.selftrading.co.uk/entertainment-shop-clearance-games-consoles>

<http://www.rashmian.com/catalog/index.php>

<http://www.play-asia.com>

<http://www.gadgetsandgames.co.uk>

<http://www.alibaba.com>

<http://www.dropshipping.chyannes.com/>

<http://www.thegamehub.co.uk/>

<http://www.theselect.co.uk/home/default.php>

## **Cosmetics**

<http://www.lfcosmetics.co.uk>

<http://www.uk-surplus.com>

<http://www.theselect.co.uk/>

<http://www.alibaba.com>

<http://www.viatrading.com/>

<http://www.bodyline.co.uk/>

<http://www.5starcosmetics.co.uk/>

<http://www.honeypotcosmetics.com/>

<http://www.sandyscosmetics.co.uk/>

<http://www.supoffac.co.uk/>

<http://www.buycosmetics.com/Default.aspx>

<http://www.polex.ltd.uk/>

## **Designer Clothes**

[www.xcataloguewarehouse.co.uk](http://www.xcataloguewarehouse.co.uk)

[www.mftrading.co.uk](http://www.mftrading.co.uk)

[www.colganwholesale.com](http://www.colganwholesale.com)

[www.jillmjones.co.uk](http://www.jillmjones.co.uk)

[www.tradeclearinghouse.com](http://www.tradeclearinghouse.com)

[www.gemdiscounts.co.uk](http://www.gemdiscounts.co.uk)

[www.saharastorm.com](http://www.saharastorm.com)

[www.heaven-essence.co.uk](http://www.heaven-essence.co.uk)

[www.xcatreturns.com](http://www.xcatreturns.com)

[www.replicashades.net](http://www.replicashades.net)

[www.trends-uk.com](http://www.trends-uk.com)

[www.justplainlingerie.com](http://www.justplainlingerie.com)

[www.dna-wear.com](http://www.dna-wear.com)

[www.rs-sports.com](http://www.rs-sports.com)

[www.imagewholesale.com](http://www.imagewholesale.com)

[www.designercuts.com](http://www.designercuts.com)

[www.easytradeshop.co.uk](http://www.easytradeshop.co.uk)

[www.haburi.com](http://www.haburi.com)

[www.jeansforwholesale.co.uk](http://www.jeansforwholesale.co.uk)

[www.number1sports.co.uk](http://www.number1sports.co.uk)

[www.amalaika.com](http://www.amalaika.com)

[www.buylabelsforless.com](http://www.buylabelsforless.com)

[www.designerexportsinc.com](http://www.designerexportsinc.com)

[www.finxi.com](http://www.finxi.com)

[www.brandwholesale.com](http://www.brandwholesale.com)

[www.jmexport.com](http://www.jmexport.com)

[www.barnsleyfootwear.co.uk](http://www.barnsleyfootwear.co.uk)

[www.enkaysports.com](http://www.enkaysports.com)

[www.projectwear.co.uk](http://www.projectwear.co.uk)

[www.wholesale-trader-uk.co.uk](http://www.wholesale-trader-uk.co.uk)

[www.jetmarsh.co.uk](http://www.jetmarsh.co.uk)

[www.cataloguebargains.co.uk](http://www.cataloguebargains.co.uk)

### **Designer Footwear**

[www.starchildshoes.co.uk](http://www.starchildshoes.co.uk)

[www.drystoneclothing.com](http://www.drystoneclothing.com)

[www.javaart.co.uk](http://www.javaart.co.uk)

[www.clairepowell.com](http://www.clairepowell.com)

[www.lovethoseshoes.com](http://www.lovethoseshoes.com)

[www.tomalari.com](http://www.tomalari.com)

[www.casandrashoes.co.uk](http://www.casandrashoes.co.uk)

[www.xcataloguewarehouse.co.uk](http://www.xcataloguewarehouse.co.uk)

[www.amalaika.com](http://www.amalaika.com)

[www.number1sports.co.uk](http://www.number1sports.co.uk)

[www.bjs-west.co.uk](http://www.bjs-west.co.uk)

[www.belstane.com](http://www.belstane.com)

[www.welligogs.com](http://www.welligogs.com)

[www.wiltonbradley.co.uk](http://www.wiltonbradley.co.uk)

[www.gemdiscounts.co.uk](http://www.gemdiscounts.co.uk)

[www.tazz-london.com](http://www.tazz-london.com)

[www.thecaddowcollection.co.uk](http://www.thecaddowcollection.co.uk)

[www.barnsleyfootwear.co.uk](http://www.barnsleyfootwear.co.uk)

Finally, some...

## **Hints & Tips when Selling on eBay**

### **eBay Fees and start prices (eBay Auctions)**

When I'm working out if I can afford to sell an item on eBay I do the following:-

Item price + VAT + £1.00 + 15% and use that as my COST PRICE unless this new price is either under or very close to what other sellers happen to be selling these items for on eBay, then I stop trying to sell this item on eBay, and instead add a further % and sell it via my shop.

The other way to look at it, is to take an average of say 10 other sellers of the product you want to sell, and see if you can sell at 10% less than the average and still make a good profit?

## **Added Value**

What is your selling point that makes you different from the rest? To give you an idea, if you happen to be selling Wii's maybe you could point all your customers towards the following link once they have purchased the Wii from you..... <http://www.orb.com/> this will then allow your customers to use their Wii as a Media Centre linked from their PC? It is an extra service that other sellers don't even think about. You could even market the Wii, or 360 or PS3 as a media centre its not a route that other sellers use.

You may decide to offer FREE post to all customers, just remember to put your prices up by say 10% and offer free post worldwide, now you may lose on US sales, but you will gain on UK sales.

You could offer amazing Customer Service and support, with a fixed Telephone Number, how do you do this.... Well have a look at <http://www.tesco.com/internetphone/> they allow you to have a VOIP phone number that is linked to a normal phone number, this you can have voice mail on, and when it's phoned you can either answer or pick up the calls later.

You could offer all sales a 10% voucher off future sales, from say your mail order price list (included with all sales) or webshop?

Remember you are a business so you have to have a return policy, but this information in your eBay advert, others don't and this alone can give you the edge?

## **Online Shops**

So you have your eBay account running, you are making sales, but you want more – what do you do? Well you need to get people back to your site, how? Well I have put

some ideas below:-

eBay Shop – go for the basic version, and list all your items, and remember to put a link in your auction listings to your eBay shop, and back again.

Webpage – get a web name, in your company name – get a basic one page company information webpage on the web, that points customers towards your eBay auctions and shop, but allow allows them to sign up for your mailing list! – More customers, more information = more sales in the future.

Try a few of these links...

Trade suppliers in the UK:

<http://www.thatchreed.co.uk/>

<http://www.highlander1.com/>

<http://www.arktisltd.co.uk/>

### **How to Up-Sell**

**Method 1:** This is on the page where you customer places the order, the method is offering associated products at a lower price than normally available on the website, people already have their money ready and are more susceptible to placing an order.

**Method 2:** After the customer has placed their order, what's their? It should be a page explaining what people who ordered the product also ordered, this idea is implemented by Amazon as far as I'm aware, The customer also still has their money

ready and can still be targeted by another bargain.

**Method 3:** This process is in the delivery, When you send the product, include a simple note thanking them for their custom and offering them a once in a lifetime offer, at a secret page on your website, this encourages curiosity and is likely to entice them in, You can also increase the urgency by offering them a time limit.

**Method 4:** This method is likely to have a very low conversion rate, but is the option that can make you the most money, this method should be used around a week to 2 weeks after the customers original order, this is because you shall still be in their mind and they are still receptive to your offers ,and should be going for the massive up-sell. If they bought a computer accessory, offer a computer etc.

**Method 5:** On your thank you and confirmation email, offer a related product. However, this is likely to have a low conversion rate. The real method is the regular offers you can send out to help and create a good picture of you in the customers mind, If they've had a good experience with you before, and you aren't priced over the odds, why should they avoid you? This method can be used for months and months after the original sale and is a proven method implemented by some of the top retailers.

Thats about it from me, I'm exhausted!