

# Wholesale Sourcing for eBay & Amazon

Skip McGrath

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

# ***Finding Traditional Wholesale Suppliers***

**My three favorite ways to find sources:**

1. Wholesale Trade Shows
2. Wholesale Merchandise Marts (Gift Marts)
3. Contacting Manufacturers Directly

# *Wholesale Trade Shows*

Wholesalecentral.com has one of the most complete directories online.

# Wholesale Trade Shows



## Wholesale Trade Shows



2012 - [Aug](#) | [Sep](#) | [Oct](#) | [Nov](#) | [Dec](#)

2013 - [Jan](#) | [Feb](#) | [Mar](#) | [Apr](#) | [May](#) | [Jun](#) | [Jul](#) | [Aug](#) | [Sep](#) | [Oct](#) | [Nov](#) | [Dec](#)

For a complete printed directory covering over 1400 wholesale industry trade shows, order your copy of [Trade Shows USA 2012!](#)

### AUGUST 2012

#### **F.F.A.N.Y. Collections**

**8/1/2012 - 8/3/2012**

1414 Sixth Ave. at 58th St., Ste. 203, New York, NY 10019

Phone: 212-751-6422; Fax: 212-751-6404

Juried Collections and Salon & Bridge Market of contemporary footwear for the discriminating buyer. The essential venue for premier fashion footwear.

# *Wholesale Trade Shows*

## **Outdoor Retailer Summer Market**

**8/2/2012 - 8/5/2012**

Phone: 800-486-2701; Fax:

For retailers who serve the active/outdoor market, this is a showcase for makers of equipment, softgoods, footwear and accessories for camping, hiking, climbing and paddle sports.

## **Retail Tobacco Dealers of America Trade Show**

**8/2/2012 - 8/6/2012**

12 Galloway Ave., Ste. 1B, Cockeysville, MD 21030

Phone: 410-628-1674; Fax: 410-628-1679

This is an annual trade show for the benefit of association members selling premium tobacco products including cigars, pipes and gift items. NOT open to the public.

## **Salt Lake Wholesale Gift & Home Accessory Show**

**8/2/2012 - 8/4/2012**

P.O. Box 902008, Sandy, UT 84090

Phone: 801-782-7771; Fax: 801-999-7000

Since 1954, the Salt Lake Gift Show has been the premier gift and home accessory show in the intermountain west. These Semi-Annual events are open to retail store owners, corporate buyers and premium buyers. This wholesale, order taking market features gifts, souvenirs, seasonal, stationery, jewelry, home decor, floral, furniture, imports, apparel, gourmet food, novelty and more.

# *Wholesale Trade Shows*

## *o* **Gaining Admission**

- Business card
- Copy of Resale Certificate (Sales Tax Number)
- Check or purchase order in the name of your company

# *Merchandise Marts*

Merchandise Marts are essentially showrooms where you can see and buy wholesale goods. You may also see them called Gift Marts, Design Centers or sometimes just Market Centers.



The image is a screenshot of a webpage from Dummies.com. The header features the site's logo in yellow, the tagline "Making Everything Easier", and a Facebook icon. Below the header is a navigation menu with a home icon, "See All Topics", and a breadcrumb trail: "Internet & Social Media > eBay > Sell on eBay > Findin". A row of social sharing icons includes "Add a Comment", "Print", "eBay Glossary", "Share", "Facebook", "Email", "Twitter", "StumbleUpon", and "Pin it". The main content area displays the article title "Check Out Wholesale Merchandise Marts to Find eBay Items to Sell" and the author "By [Marsha Collier](#)".

# Merchandise Marts

## Wholesale Merchandise Marts

Name	Location	Trade Shows
<a href="#"><u>Americas Mart</u></a>	Atlanta, GA	Apparel, jewelry, shoes, fashion accessories, gifts, home furnishings
<a href="#"><u>California Market Center</u></a>	Los Angeles, CA	Apparel, accessories, textiles, toys, gifts, furniture and décor, garden accessories, stationery, personal-care products
<a href="#"><u>The Merchandise Mart</u></a>	Chicago, IL	Apparel, office, home, decorative accessories, textiles, gifts
<a href="#"><u>The Chicago Market</u></a>	Chicago, IL	Apparel, home furnishings, antiques, gifts, bridal
<a href="#"><u>Columbus Marketplace</u></a>	Columbus, OH	Gifts, garden, home furnishings, décor
<a href="#"><u>Dallas Market Center</u></a>	Dallas, TX	Apparel, gift products, decorative accessories, home furnishings, lighting, garden accessories, floral, and gourmet



# *Merchandise Marts*

- o **Gaining Admission** (Same as trade shows)
  - Business card
  - Copy of Resale Certificate (Sales Tax Number)
  - Check or purchase order in the name of your company

# *Contacting Manufacturers Directly*

This is one of the absolute best ways to find the wholesale source for any product.

**I use a 3 Step System that anyone can do:**

1. Look on the package or do a Goggle search to find a manufacturer's website.
2. Use the Contact Us Form to send an email.

# *Contacting Manufacturers Directly*

3. Here is my email – it works about 80% of the time:

*Dear \_\_\_\_\_,*

*We are a small retailer located near Seattle. I saw your products at \_\_\_\_\_ and we would love to carry them. Do you have a rep or distributor in the Seattle area or can we purchase directly?*

*Skip McGrath*

*Summerdale House*

*1004 Commercial Ave*

*Mt. Vernon, WA*

*WA State Resale # A06 123456*

# *My Website*

**[www.skipmcgrath.com](http://www.skipmcgrath.com)**

Free twice-monthly newsletter for  
eBay and Amazon sellers

# *Books by Skip McGrath*

- o The Complete eBay Marketing System
- o eBay to Amazon
- o How to Sell Used Books on eBay, Amazon and the Internet
- o How To Make Money Blogging From Home
- o Making Money with The Amazon Affiliate Program

***Thank You!***

Questions ???