

# SERVICES AND FEES



## PRE - PRODUCTION

## DURING - PRODUCTION

## POST - PRODUCTION

### RFQ

(Request For Quote)  
After selecting a minimum of 5 qualified suppliers, we tender your business and request these suppliers to quote.



### LANDED QUOTE

We will also create a 'landed quote' which includes not only the China cost of goods (FOB) but also any freight, import charges, and tax.

The 'landed cost' is what every buyer/importer needs to know in order to make a solid purchase decision.



### AUDIT

Our policy is that, before you invest your hard earned money into production with a new factory, we must visit and audit the supplier.

This stage is crucial as, often during this audit, we can at the same time build relations with key staff, and potentially negotiate prices and terms even further.



### CONTRACT

Our contracts with Chinese vendors are legally binding in mainland China.

Having a clear & legal contract that defines payment terms, quality standards, lead times and relevant penalties is essential to manage your interests once goods are in production.



### QUALITY CONTROL

Quality Control should be at the top of any importer's priority list. Generally, most importers will have us do one PSI (pre-shipment inspection) after production has finished but before the goods are shipped. We do also provide mid-production checks, and container load checks.

Most importantly, once we have carried out quality control inspections, you will receive a report with either a 'Pass' or 'Fail' result, and goods will not be shipped until you confirm everything is ok. It's our belief that, since it's your money and you're the importer, it's our job to give you control!



### SOURCING

Doing 'good business' all starts with finding the right manufacturer. As such we source a wide range of potential manufacturers from our existing database, internet, trade shows & directories.

70% of the products we export are from great manufacturers whom are not listed on Alibaba or Global Sources.



### QUOTATIONS

We compare quotes and specifications from qualified vendors and advise on the best course of action.

After all, the cheapest quote is totally irrelevant unless its from a qualified supplier. Unless you like being a gunnei pig!



### NEGOTIATION

Once we finalise the specifications and quotes, we will continue to negotiate for both price, minimum orders and specification quality in your favour.



### SAMPLE DEVELOPMENT/QA

Prior to production, we must sign off a sample and produce a full report on this for you. This goes for not only the product, but the assembly, packaging & instructions.

Its imperative that we make everything right, before mass producing any mistakes!



### PURCHASE

We'll ensure your Purchase Order document has all the correct specification and payment information and communicate exactly what you want to the manufacturer.



### PAYMENT TERMS & CREDIT

Generally, Easy Imex payment terms will be 30% deposit and 70% against bill of lading (once goods have been shipped) however, we are also able to offer improved payment terms.

These can be as good as 0% deposit and payment 90 days after goods have been exported. (subject to credit checks and trading history).



### LOGISTICS

Only when goods have passed quality control, or with your permission, will we ship the goods. We have contracts with some of the worlds largest shipping lines.

Due to the volume we export collectively as a business, we are able to provide our customers with preferential freight / import charges. This is passed on to you at cost price with no extra fees from us.

ALL shipments through Easy Imex are covered by our Marine Cargo Insurance policy at no extra cost to you.



START

FINISH

Basic Sourcing: \$499 USD yearly

Premium Sourcing: \$1,499 USD yearly

Product Development: \$699 USD monthly

Cost of travel to/  
from factory applies.

Sample/courier  
charged at cost as  
specified by factory

5% of FOB value on USD purchases

OR

Tax Back: Easy Imex purchases from manufacturer in Chinese Yuan (RMB) and sells to you in USD. Easy Imex make its margin by claiming export tax rebate (typically a net of 7%)

\$250USD  
per QC inspection  
(Any order > \$30,000 one inspection for free)

Freight forwarder's charge  
passed to customer at cost price.

POA for customers ordering over \$ 1million worth of product through Easy Imex annually.