



# Sourcing Trade Mission

## Vietnam – Private

### January 1 - December 31, 2009

The International Housewares Association (IHA) has partnered with the North America-Vietnam Trading Agency (NAVTA) to provide Vietnam Sourcing Trade Missions. Participating companies are individually matched to Vietnamese manufacturers by specific product. These missions will introduce IHA members to Vietnamese manufacturers through private, one-on-one meetings and factory tours.

#### How does the Sourcing Trade Mission work?

1. Interested IHA members should download and review the preliminary factory reports on the IHA website for their category and products of interest at [www.housewares.org/iha/global/vietnam\\_TM.aspx](http://www.housewares.org/iha/global/vietnam_TM.aspx). These reports will provide a good overview of the quantity and types of factories available from which to source.
2. After reviewing the preliminary sourcing reports and deciding to take part in the mission, the IHA member should confirm their participation with IHA. Payment will be made to NAVTA.
3. NAVTA will then conduct a thorough factory search and qualification review specific for the participating company.
4. Meetings and factory tours are then confirmed by NAVTA.

#### Who is NAVTA?

The North America-Vietnam Trading Agency Inc. (NAVTA) is a full-service company specializing in product sourcing, factory oversight and complete supply chain management services. With offices and Vietnamese – English speaking personnel in both Toronto, Canada and Ho Chi Minh City, Vietnam, NAVTA is uniquely positioned with both western and Vietnamese perspectives to provide IHA members with reliable and strategic knowledge and insight into this dynamic and emerging market.

The IHA trade mission agreement with NAVTA includes initial factory searches & reports, one-on-one factory meetings and factory tours. After the IHA trade mission, NAVTA can offer further independent customized sourcing functions including price negotiations, factory oversight and compliance, quality control inspections, consolidation and shipping assistance. Associated costs for on-going services will be provided directly by NAVTA on a case-by-case basis.

#### What is the Vietnam Business Briefing?

NAVTA's CEO will provide a thorough overview of Vietnam and the Vietnamese business environment and culture to provide attendees with strategic direction.

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#### Cost and Expenses?

**The all-inclusive trade mission fee of \$2950.\* Fee for each additional person from the same company is \$100.**

##### This includes:

- Vietnam Business Briefing
- Factory search, pre-screening and qualification
- Private, one-on-one meetings with Vietnamese manufacturers
- Private factory tours
- Translators

\* Hotels, meals and transportation are not included in the fee.

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#### Schedule

Private missions are arranged based on the schedules of the IHA member, NAVTA and Vietnamese Holidays.

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#### For additional information

Contact Derek Miller at [derekmiller@housewares.org](mailto:derekmiller@housewares.org) or +1-847-692-0161 for additional information or to schedule a private mission.

