

# Manufacturers & Product Suppliers

**Purpose:** This document describes websites you can use to find private label product manufacturers and suppliers. The most commonly-used sites - Alibaba.com and GlobalSources.com - are the preferred resources. However, the other overseas and domestic supplier sites are possible alternatives for finding products to source inexpensively.

## **Preferred Product Sourcing Resources: Overseas**

- [Alibaba.com](http://Alibaba.com)  
The #1 go-to website for finding private label product manufacturers and suppliers. Often labeled as “the Amazon of China,” this website is a great resource for finding inexpensive products and allows you to contact the manufacturers and suppliers directly.
- [GlobalSources.com](http://GlobalSources.com)  
Global Sources can be used similarly to Alibaba; this website is a great go-to resource for finding inexpensive product sourcing companies. With GlobalSources.com, you’re usually dealing directly with the manufacturer. Some advantages of this include cutting out the middle man, and an increased likelihood of the manufacturer accommodating your production modification request. One disadvantage could be a higher MOQ (if you request modified production).
- [Taobao](http://Taobao)  
Note: If the page doesn’t automatically translate, select your preferred language in the dropdown at the upper-left part of the website.  
  
Self-described as being similar to eBay and Amazon, Taobao is a consumer-to-consumer website made up of small businesses and individual entrepreneurs. Because of this, selling prices for any one auction or sale may be higher. However, you can use this site to find manufacturers and suppliers that will accommodate larger private label product requests.
- [Made In China](http://Made In China)  
A great resource for finding private label product manufacturers and suppliers, similar to Alibaba and GlobalSources.
- [HKTDC](http://HKTDC)  
Easy to use search engine for finding manufacturers and suppliers, this site even has a [Small Order Zone](#) if you’re looking to start an Amazon business with limited capital.
- [Canton Fair](http://Canton Fair)

This website lists manufacturers and suppliers whom attend China's annual import and export fair. Select the Exhibitor link and select a category at the top of the page to see a list of vendors attending the fair. Once you find a vendor in your selected category, copy their company name and website to a spreadsheet - you'll use this information later when you reach out to your list of potential private label product vendors.

- [India Mart](#)

An India-based product supplier *and* services search engine, India Mart seems to be limited in its search results, but is still a good resource for finding private label product manufacturers not listed on the other websites.

### **Alternative Product Sourcing Resources: Domestic**

- [ThomasNet](#)

A search engine similar to Alibaba, ThomasNet can be used to find U.S.-based suppliers. To browse for products by category, click on the [Categories](#) button under SiteMaps at the bottom of the page.

- [Maker's Row](#)

A pay-to-use service, Maker's Row helps you find domestic manufacturers of apparel & accessories, furniture & home decor products. Membership plans start at \$19/mo.

- [MFG](#)

MFG is a multinational manufacturer search engine. Use their [Manufacturers Directory](#) to browse U.S.-based suppliers. Registering for a free account is required to view all manufacturer contact information.

- [Kompass](#)

Kompass can be used as a supplier search engine - as well as a data warehouse for lead generation, marketing, and sales research. Use the search bar to search for specific products, or use the [Guided Search](#) to browse by state or category.