

Motis Brands

- ▶ MOTIS Brands - Innovation Elevated. We believe life is best lived with full access to the people, projects and passions that move you. For loading, hauling, automotive and accessibility, our family of brands deliver innovation and value at every level. Headquartered in Germantown, WI, MOTIS Brands proudly manufactures and distributes a collection of industry leading brands including Race Ramps®, Silver Spring Mobility®, Heavy Duty Ramps®, Black Widow®, and Guardian Industrial Products®



- ▶ Discount Ramps, started in 2001, offers one of the largest online selections of ramps and accessories. We have consistently been an industry leader, offering innovative products at cost-effective pricing. Our wide selection of product categories includes: Powersports, Wheelchair and Mobility, Commercial, Automotive, Recreation, Pet, and Custom Ramps.
- ▶ <https://www.discountramps.com/>



Motis Brands



Sourcing Beyond China

Where to begin

Desiree Pasbrig

Director Global Sourcing, Motis Brands

WHY

- ▶ Have a strong reason and commitment for leaving a highly developed supply chain for a new one.
- ▶ Depending on your business and product, there could be an up-front investment of money and time before any ROI is realized.
- ▶ In some cases Price will not improve; Will you be willing to give up profit in favor of diversity/ supply chain risk mitigation?
- ▶ What are your competitors doing?

What are you Sourcing?

- ▶ Consider your products:
 - ▶ What raw materials are needed? Where do those come from? Are you lengthening your supply chain if you move to another country?
 - ▶ Do you own the IP/Engineer Specs/product Drawings that you can share with new suppliers to get samples made?
 - ▶ Will you need to send samples overseas to be worked with? (Budget for samples and air freight) **Any** exporting concerns?

What are you Sourcing?

Continued

- ▶ Does your product require tooling or mold making? If so, add to the budget for both time and money. What kind of machines are required?
- ▶ Skilled or unskilled labor?
- ▶ Will your product need to be tested/meet any U.S. regulations? If so, will you find testing labs overseas or have product sent to the U.S.?
- ▶ Prepare and plan to run both old and new suppliers alongside each other until you are sure of quality and stable delivery times from your new source.

Where to look

- ▶ Mexico and Canada: USMCA; GSA contract-worthy
- ▶ South and East Asia
 - ▶ Malaysia, Thailand, Vietnam - many factories in these countries are owned/managed by Chinese. The pandemic has made it difficult for them to travel and manage; many areas still working with travel restrictions. Labor issues.
 - ▶ Be super cautious of trans-shipments and forced labor concerns. Increased oversight highly recommended with in-person visits and/or Agency inspections. CBP on high alert.
 - ▶ Possible new Sec 301 investigations pertaining to Vietnam
 - ▶ South Korea: Free Trade Agreement; GSA contract-worthy
 - ▶ Taiwan: FTA being discussed; GSA contract-worthy

Vet New Suppliers

- ▶ Any AD/CVD concerns from the new country of origin?
- ▶ Transportation Infrastructure and Port Facilities
- ▶ Ocean Rates and Service from new ports
- ▶ Is the supplier new to Exporting or do they have experienced staff?
- ▶ Stable Labor pool? Any seasonality?
- ▶ Management? Communication?
- ▶ Consider 3rd party Audits

Resources: Your Customs Broker

- ▶ Can vet your products for AD/CVD from a new country
- ▶ Can help you with understanding current FTA's
- ▶ Trans-shipment and Forced Labor compliance
- ▶ Exporting samples (Denied Parties and other controls)

Resources

International Trade Agencies

Malaysia External Trade Development Corporation (MATRADE)

(Malaysian Trade Commission)

Consulate General of Malaysia

313 East 43rd Street, 3rd Floor

New York, NY 10017

T: 212-682-0232

F: 212-983-1987

E: newyork.john@matrade.gov.my

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Resources

Trade Organizations and Network



<https://www.mitatrade.org/>

▶ Thank you