Natural Stone Institute
Buyer-to-Supplier Manual
Creating International Standards for Importing and Exporting

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Learning Objectives

• Understand the process of direct stone sourcing and how your company can benefit.
• Learn the language of sales agreements and how to protect your company when selling or purchasing internationally.
• Discuss “best practices” with colleagues who have gone through the process of exporting or importing stone.
• Discuss what resources are available to someone new to the importing and exporting segments of the industry.
Jeffrey Matthews

- Vice President
- Trade International
- Atlanta, GA USA
- Stone consultant / importer
- 29 years in the natural stone industry
- 2015 recipient of the Migliore Lifetime Achievement Award
Introducing the Natural Stone Institute Supplier to Buyer Manual

Have you ever had business disagreements about the import or export of stone?
Why Are Standards Important?

- Standards provide rules and guidelines.
- Describe characteristics for activities and results.
- Define specific terms to avoid misunderstandings among those using the standards.
Establish Relationships

- Ethical Standards of Company
- Business Track Record
- Associations and Memberships Ties

This trust allows companies to work together in fluid situations
Price Quotation (RFP)
(Request from Buyer for Quote from Supplier)

- What to request from supplier:
  - Sizes and type of stone
  - Grade of stone
  - Freight terms
  - Schedule date
  - Pricing expiration
  - Special requests
  - alternates
- Exceptions or inclusions:
  - Test data
  - MSDS (SDS)
Items that Should be Defined

- Test data
  - Types of test
    - ASTM tests
    - ANSI test
  - Responsibly
- Cost
- Range samples
- Mock-ups
Purchase Order (PO) & Pro Forma Invoice

- Supplier and buyer information
- Stone sourcing
- Payment terms in addition to other items
  - Penalties
- Packing instructions and expectations:
  - Crate and master packing list
- Samples
- Buying checklist
Supplier Progress Report

- Meeting ship dates
- Update progress report and photos required
- Inspections
- Progress review of buyers checklist

- Checklist from Natural Stone Supplier-to-Buyer-Manual
Documentation Required by U.S. Customs

• Entry Process
• Entry Documents
• Entry Summary Documentation
• Power of Attorney
• Releases
Insurance, Credit, Financial Issues, and Liens

- Insurance on goods
- Failure to accept shipment
- Title and risk of loss
- Credit insurance
- Legal collections or agencies
- Mechanics Liens or Material Liens
Penalties

- Supplier Fees
- Freight option
- Payments and delays in payment
- Post Shipment claims and complaints
- Documenting complaints and issues:
  - Unacceptable stone
  - Mis-shipped goods
  - Shortage stop payments
THANK YOU FOR ATTENDING!

Questions?

Jeffery Matthews
Vice President
Trade International
stonetrade@bellsouth.net

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