

Before you approve any supplier, run these 12 checks.

The single biggest risk in cross-border sourcing isn't price — it's trust. Use this checklist to screen suppliers and avoid scams, quality failures, and certification gaps.

1. Company & capability

- Verify legal registration, years in business, and ownership.
- Confirm production capacity matches your volume & lead time.
- Check financial stability (avoid suppliers needing 100% upfront).

2. Quality & certification

- Request product specs, samples, and recent test reports.
- Verify certifications (FDA/USDA, organic, HACCP, ISO) are valid & current.
- Confirm export documentation & labeling meet destination rules.

3. Track record & references

- Ask for references from buyers in your market; contact them.
- Review past shipment history, defect rates, and on-time record.
- Search for complaints, disputes, or fraud reports.

4. Payment & deal protection

- Use secure, staged payment terms — never full deposit to a new supplier.
- Put specs, tolerances, and penalties in a written contract.
- Have an independent party inspect goods before final payment.

Want us to run these checks for you?

Vincaro vets and backs suppliers across the US, Mexico, Vietnam & El Salvador. Request a quote at vincaro.com.