India Sourcing Agent: US Buyer Case Studies

China+1 sourcing results for US companies

Every figure in this document is client-reported and measured against the buyer's own baseline over a rolling 12-month window. Company names are withheld under NDA; industry, location and metrics are unchanged. Small World India has worked with overseas buyers from Indian manufacturing since 1994.

Case Study 1: Home goods retailer (multi-channel)

Home Goods · Long Beach, California

CHALLENGE

Section 301 tariffs plus rising China FOB prices pushed landed cost above the retail price architecture on three core categories.

APPROACH

Shifted rugs, cushions and metal decor to vetted factories in Panipat, Jaipur and Moradabad, with AQL 2.5 pre-shipment inspection and DDP delivery to Long Beach.

-28%	40% of spend	5 months
Landed cost	Volume moved to India	Transition time

> *"We moved 40% of our sourcing from China to India and saved 28% overall while improving quality. The tariff exposure simply went away."*
>
> — Michael R., VP Sourcing, Home goods retailer, California

Case Study 2: Fashion brand (wholesale + DTC)

Apparel & Accessories · New York, New York

CHALLENGE

Two shipments were held at JFK for country-of-origin marking and fiber-content labeling errors, costing a full seasonal delivery window.

APPROACH

Pre-shipment compliance verification on every PO: 19 CFR 134 origin marking, FTC fiber content and care labeling, plus Prop 65 checks on hardware and trims before container sealing.

2 to 0 (16 entries)	100% of POs	$47,000
Customs holds	Season delivered on time	Detention cost avoided

> *"Their understanding of CPSC and FDA requirements is what won us over. We needed a sourcing agent who truly understands the US import landscape."*
>
> — Jennifer L., Head of Production, Fashion brand, New York

Case Study 3: Gift & home company

Gifts & Home · Dallas, Texas

CHALLENGE

A first-time India program with nine vendors risked missing a Q4 retail reset, and the team had no in-country presence to manage it.

APPROACH

Full agent scope: factory shortlisting, sampling, weekly WIP reporting, consolidated FCL sailings and photo-backed inspection reports before every balance payment.

14 weeks from kickoff	**97%**	**$38,000/yr**
First container	On-time PO delivery	Freight consolidation saving

> *“From first call to first container, the entire process was seamless. The quality inspection reports gave us total confidence before shipping.”*
>
> — David K., Owner, Gift & home company, Texas

Want a quote for your programme? Send your product category, target volumes and destination port to **info@smallworldindia.com** or book a call at **smallworldindia.com/contact**. You will receive a supplier shortlist, indicative FOB pricing and an inspection plan within five working days.