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# Overseas Supplier Sourcing and Landed Cost Control Training Course

23 – 27 May 2027
Istanbul

# Overseas Supplier Sourcing and Landed Cost Control Training Course

**Ref:** 2559_97345 **Date:** 23 – 27 May 2027 **Location:** Istanbul **Fees:** 4900 GBP

Overseas Supplier Sourcing and Landed Cost Control is a 1-week training course for buyers who purchase from foreign suppliers, ending with an Import Sourcing Decision Pack that compares overseas offers on a full landed cost basis. Volatile freight rates, currency swings and supplier failures abroad now turn a cheap quotation into an expensive mistake when the hidden costs are missed. Jupiter Prime Training runs this course for buyers who want imports that hold their price.

## Why Overseas Supplier Sourcing and Landed Cost Control Matters Now

Three pressures shape importing today. Freight and insurance costs move quickly, so an offer that looks cheapest ex-works can lose its edge once shipping and duty are added. Currency movements change offer rankings between quotation and payment. Finance and quality teams also expect buyers to show that foreign suppliers are genuine and solvent. Organisations that model landed cost and vet suppliers properly gain lower total cost and steadier supply; those that buy on unit price alone face surprise duty bills, rejected batches and stalled production.

## Who Gains Most from Overseas Supplier Sourcing and Landed Cost Control

- Buyers who request quotations from and negotiate with suppliers abroad
- Category officers who decide whether items are bought locally or imported
- Import coordinators who manage trade documents, clearance and shipment follow-up
- Supplier quality staff who approve samples and audit foreign factories
- Cost and finance analysts who check landed cost and payment exposure

Purchasing teams that import regularly gain most when a buyer, an import coordinator and a finance analyst attend together.

## Overseas Supplier Sourcing and Landed Cost Control Capabilities

Participants leave able to judge a foreign offer on its delivered cost and its supplier's reliability.

- Calculate landed cost including freight, insurance, duty and inland haulage — for the purchasing manager
- Weigh trade terms by where risk and cost pass to the buyer — for logistics and finance
- Assess foreign suppliers through audits and financial checks — for supplier quality
- Specify payment instruments that match supplier track record — for treasury
- Apply a make-local-or-import screen to categories — for category owners
- Build an import recommendation with costs and risks — for the approving authority

## Key Overseas Supplier Sourcing and Landed Cost Control Terms

- Landed cost — Total cost of an imported item at the buyer's site, including freight, insurance and duty.
- Trade terms — Delivery terms setting where cost and risk pass to the buyer.
- Letter of credit — A bank undertaking to pay the seller against compliant documents.
- Documentary collection — Banks release shipping documents to the buyer against payment or acceptance.
- Tariff classification — The product code that sets the customs duty rate.
- Pre-shipment inspection — A check of goods at the supplier before dispatch.

## Overseas Supplier Sourcing and Landed Cost Control Day by Day

### Day 1: Why Buyers Look Abroad

- Make-Local-or-Import Screening — Which Categories Justify Foreign Suppliers
- Supply Market Mapping — Producer Regions, Capacity and Lead Times
- Currency Exposure Profile — How Exchange Swings Change Offer Rankings
- Country and Route Risk Checklist — Political, Port and Transit Hazards
- Internal Stakeholder Brief — Aligning Finance, Quality and Logistics Early

### Day 2: Finding and Vetting Foreign Suppliers

- Supplier Long List Sources — Trade Fairs, Directories and Agent Networks
- Request for Information Abroad — Questions That Expose Capacity Gaps
- Remote and On-Site Factory Audit — What to Verify Before Ordering
- Financial and Ownership Checks — Spotting Trading Fronts and Weak Balance Sheets
- Sample and First-Article Approval — Locking Specification Before Volume

### Day 3: Trade Terms and Landed Cost

- Trade Term Selection — Where Risk and Cost Pass to the Buyer
- Landed Cost Model — Freight, Insurance, Duty, Clearance and Inland Haulage
- Tariff Classification Basics — How Product Codes Drive Duty Rates
- Total Cost Comparison — Imported Offer Against Local Quotation
- Minimum Order and Container Fill — Balancing Unit Price and Stock Holding

### Day 4: Payment, Contracts and Shipment Control

- Payment Instrument Choice — Open Account, Documentary Collection or Letter of Credit
- Document Checklist — Invoice, Packing List, Bill of Lading and Origin Proof
- Pre-Shipment Inspection — Release Rules and Rejection Handling
- Purchase Contract Clauses — Delivery, Warranty, Disputes and Governing Law
- Shipment Tracking and Delay Escalation — Keeping Production Lines Supplied

## Day 5: Practising the Import Sourcing Decision Pack

- Category Screen Applied — Choosing One Live Item to Import
- Supplier Shortlist Scoring — Applying Vetting Results From Earlier Sessions
- Landed Cost Worksheet — Comparing Three Offers on Equal Terms
- Payment and Risk Plan — Matching Instruments to Supplier Track Record
- Import Sourcing Decision Pack — Recommendation, Costs and Approval Route

## Applying Overseas Supplier Sourcing and Landed Cost Control After the Course

- Rebuild the landed cost of the three largest current imports and flag any where a local offer now wins.
- Run financial and ownership checks on two new foreign suppliers before the next order is placed.

## Overseas Supplier Sourcing and Landed Cost Control Questions FAQ

### What is Overseas Supplier Sourcing and Landed Cost Control and why does it matter now?

It is the practice of buying from foreign suppliers while counting every cost to delivery and checking supplier reliability. Freight, duty and currency swings now erase many apparent savings, as buyers in manufacturing and retail find.

### Which roles gain most from Overseas Supplier Sourcing and Landed Cost Control?

Buyers and category officers who source abroad gain most. Import coordinators, supplier quality staff and finance analysts also benefit because they handle documents, audits and payment exposure.

### How does Overseas Supplier Sourcing and Landed Cost Control differ from a freight forwarding or trade compliance course?

It looks at importing from the buyer's seat: choosing suppliers, comparing landed cost and setting payment terms. Freight and compliance courses focus on moving goods and customs rules.

### What do you bring back from Overseas Supplier Sourcing and Landed Cost Control?

You bring back an Import Sourcing Decision Pack for one live item, with a vetted shortlist, a landed cost comparison and a payment and risk plan.

## Overseas Supplier Sourcing and Landed Cost Control: The Way Forward

The Import Sourcing Decision Pack first informs whether a live item should move to a foreign supplier or stay local. Buyers, finance analysts and approvers use it to agree trade terms, payment instruments and audit needs. After the first shipment lands, compare actual landed cost with the forecast and adjust freight, duty and currency allowances for the next order.