



## Article Side

Why not to deal with leather jacket manufacturers directly a valuable advice for buyers and importers! by [David Hudson](#)

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Most of the time, we notice that international buyer want to approach leather jacket manufacturers directly without involving third party agents or any sort of intermediaries within the bargaining and negotiating process. There are many known reasons and factors behind this fear but, in actual fact, dealing leather jacket manufacturers directly is no more taken as a wise step in this competitive and growing business environment.

To start with, direct communication made with those of the leather jacket manufacturers, suppliers or distributors, especially when these people are located in other geographic locations and regions, entails lots of hazards for the buyers as this type of direct negotiation usually ends up with uncertainties and ambiguities in the very process.

If deals are finalised somehow, it comes out to be a total deception in the end when buyers come to know that they were not given due discount or revised rates by the leather jacket manufacturers.

Direct dealing with leather jacket manufacturers is good so far as buyers want to avoid any chances for receiving replica products but still there are chances that you may even get sub-standard items directly from the manufacturer as leather jacket manufacturers may supply you those items which are somehow defective, or reached their due expiry dates.

It usually happens, especially when buyers and importers belong to less-developed or underdeveloped countries as delivery orders made from these poor territories are taken for granted by some of the leather jacket manufacturers and suppliers. Additionally, leather jacket manufacturers don't bow down or show any resiliency when dealing with their buyers directly, and their very stern attitude leads up to the closure of the business deal before its finalisation.

Involving intermediaries or third part agents looks to be riskier for the buyers but, on the other hand, it is more beneficial and productive for them in actual fact. Professional agents not only help you receive high quality items but buyers also receive considerable discount from them. Secondly, third party agents or brokers also make sure that their clients receive maximum quality on a given deadline. These agents take full responsibility for any of the damages caused before or after the order delivery. They are more attentive and caring, as compared with leather jacket manufacturers.

To deal with their buyers indirectly through agents is also good for leather jacket manufacturers as they don't need to reply same questions again and again as normally asked by international buyers coming from different countries and regions. There are many business to business websites and portals where international buyers can easily find verified agents and brokers. The best place is [www.worldoftrade.com](http://www.worldoftrade.com) where you can directly access most authentic, experienced and highly professional agents and resellers.

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