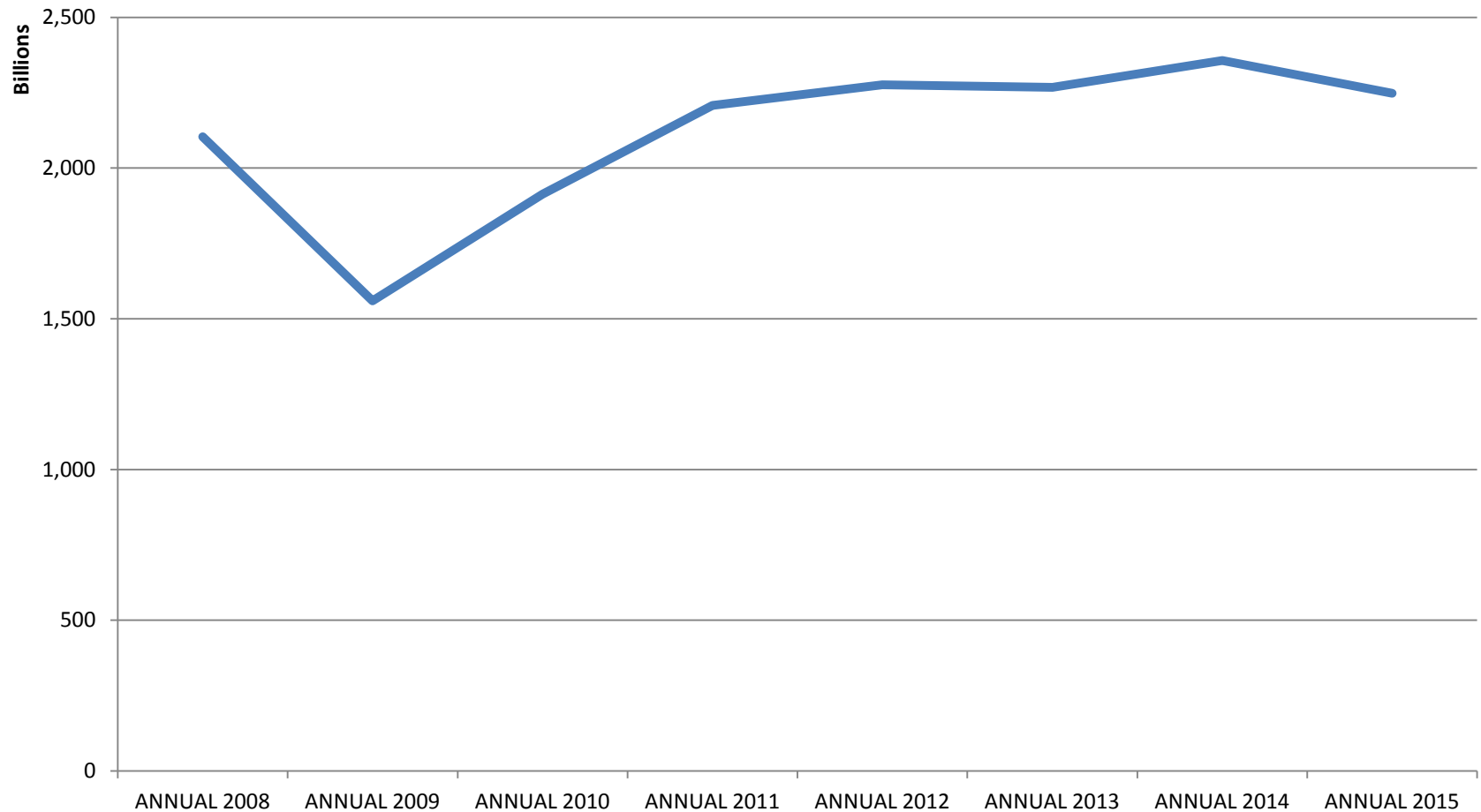


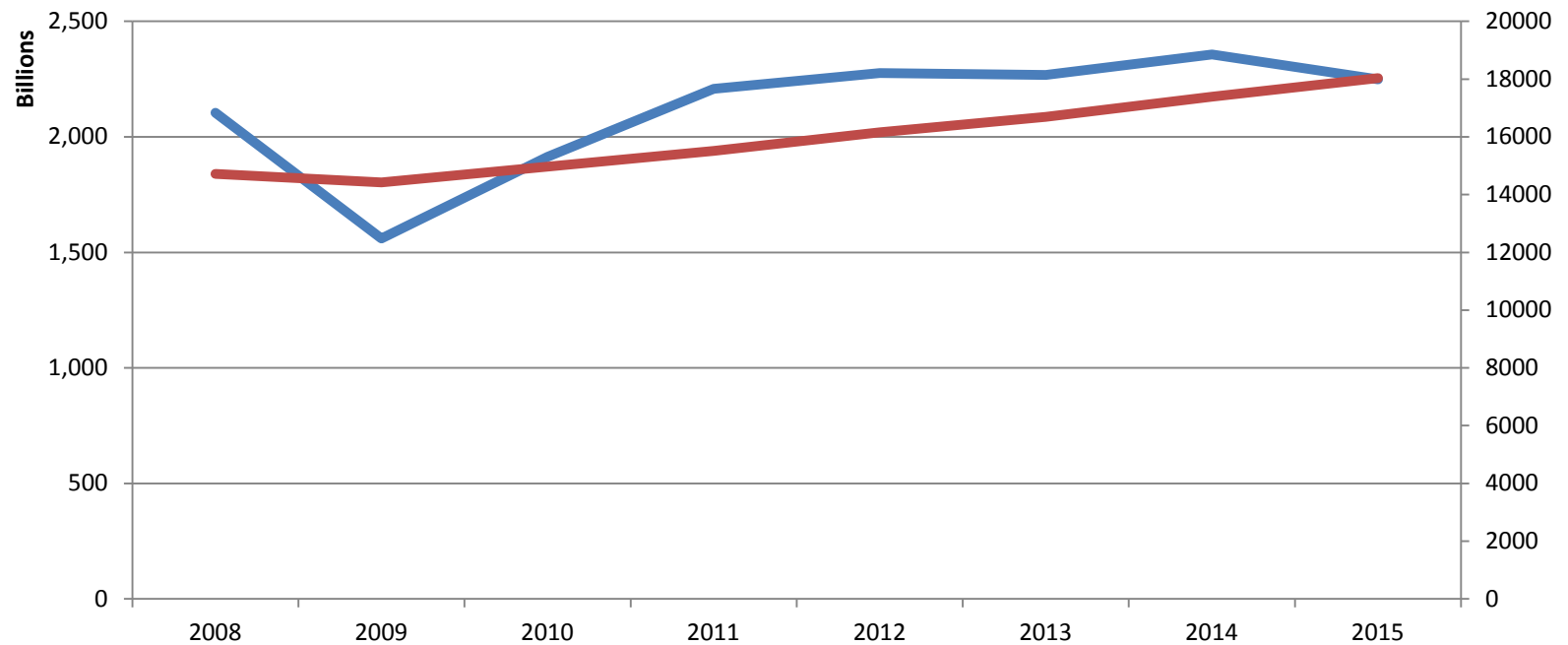
Import Forum: Maine International Trade Center

Joe Burnett, Thayer Consulting
University of Southern Maine
October 13, 2016

Value of goods imported to US from world, USD

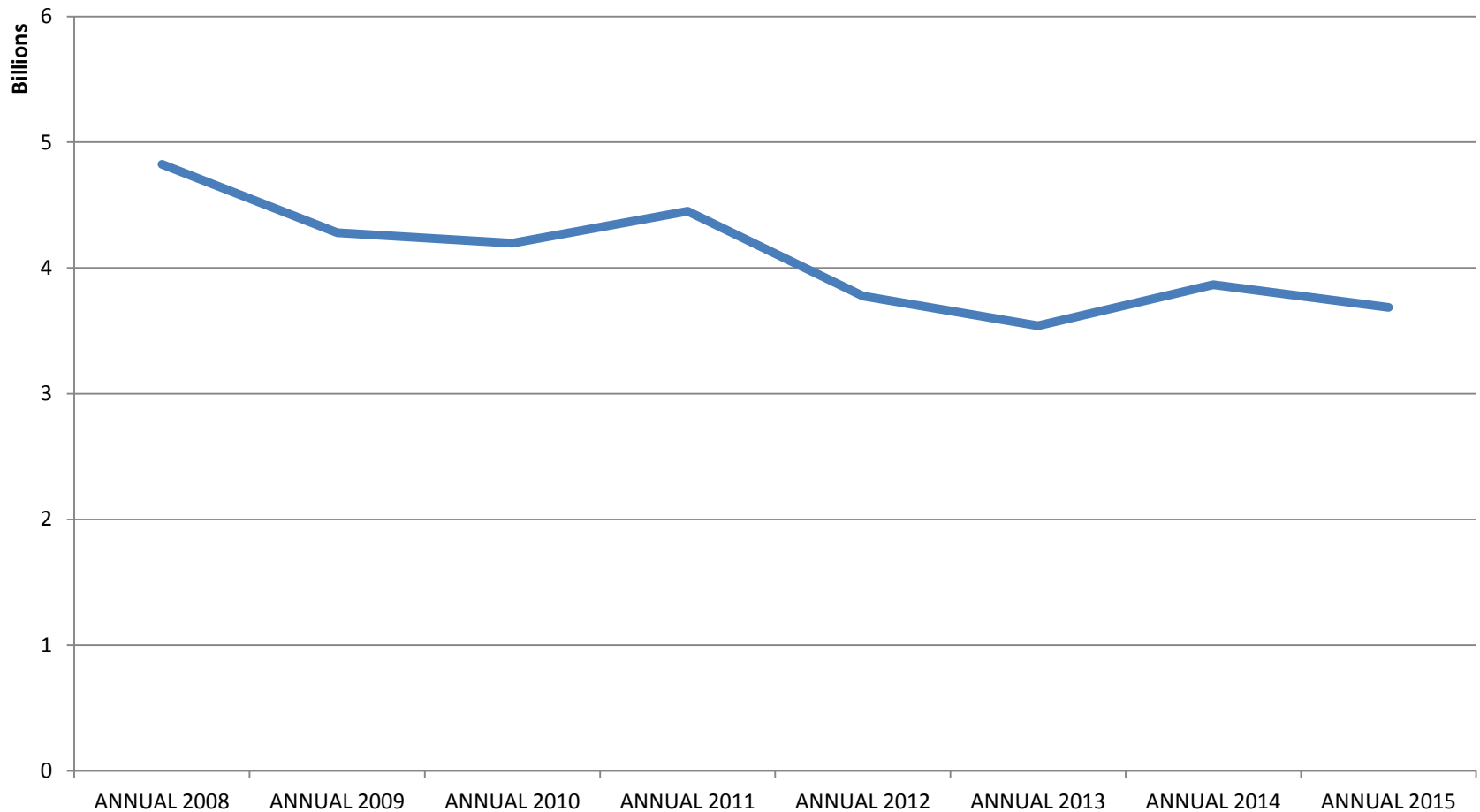


Volume of US imports and overall economic output trends

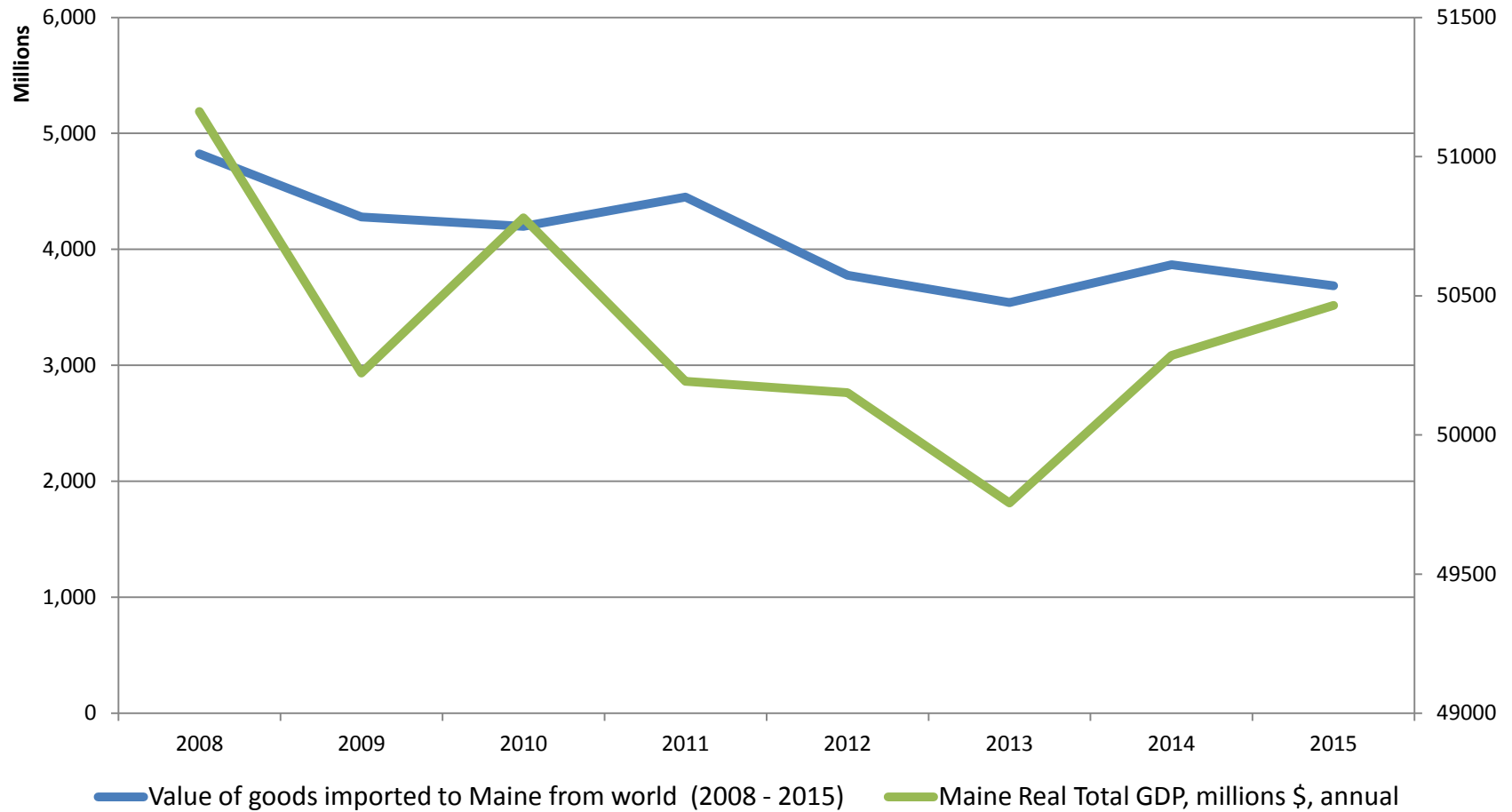


— Value of goods imported to US from world (2008 - 2015) — US GDP, \$ billions

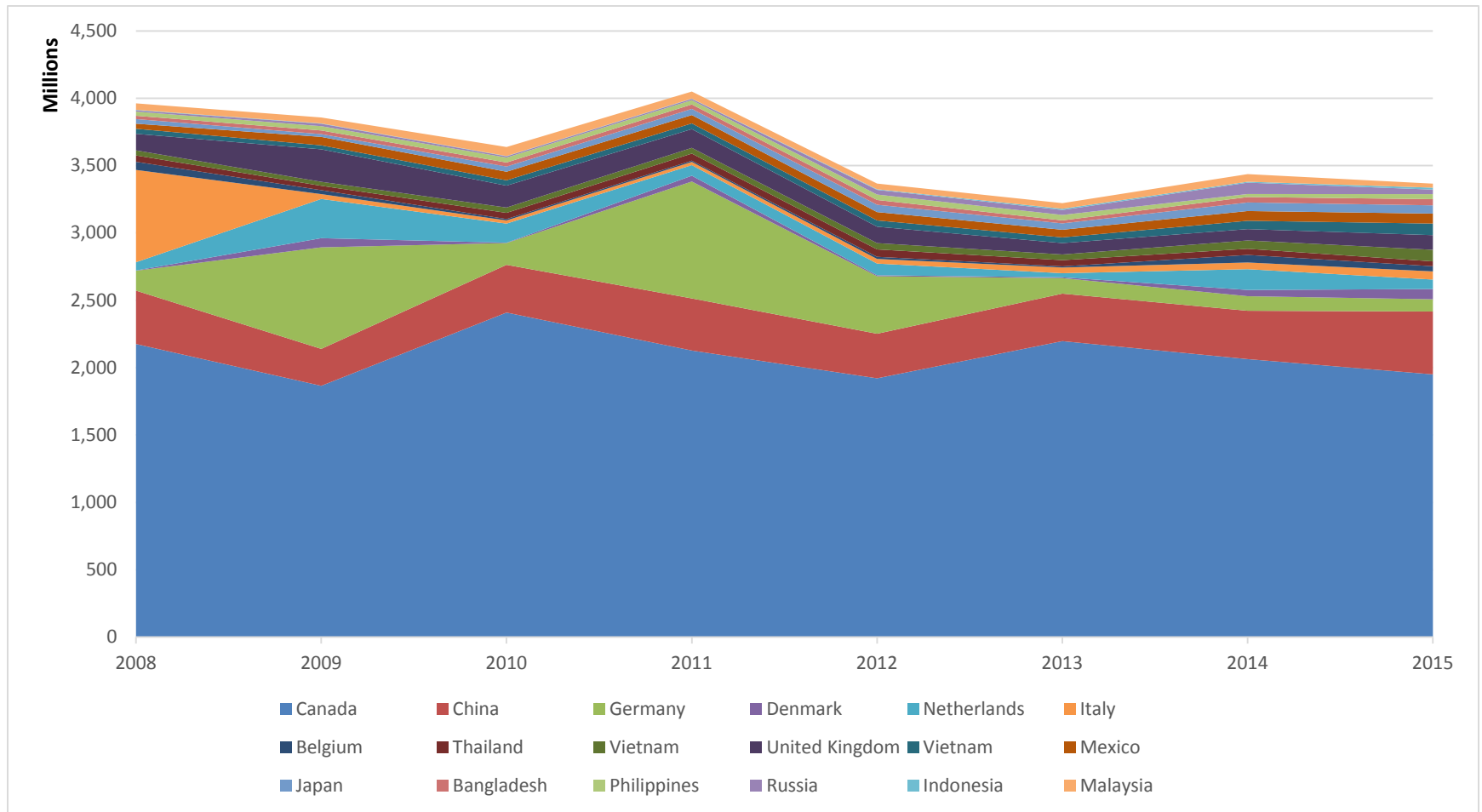
Value of goods imported to Maine from world (2008 - 2015)



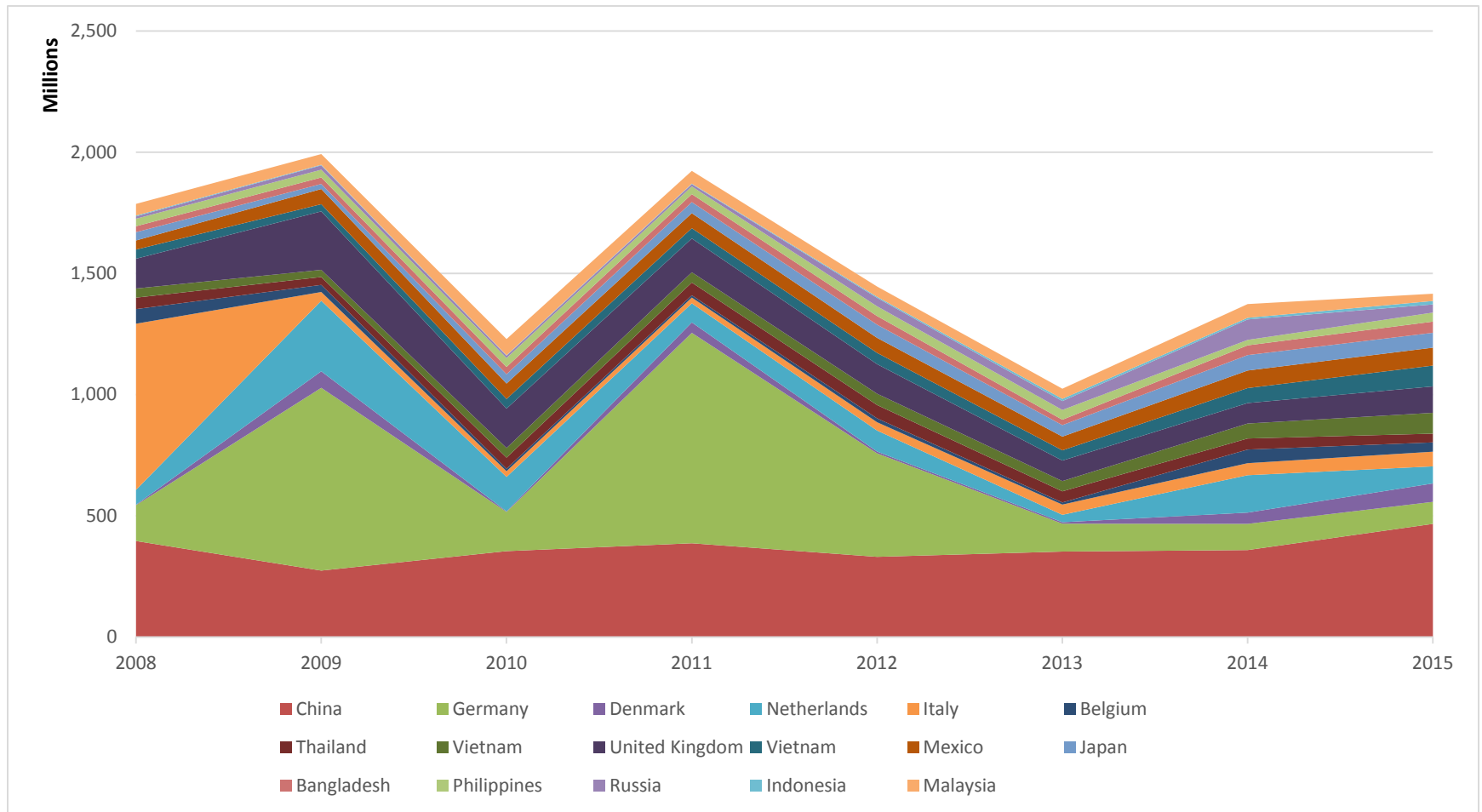
Value of goods imported to Maine from world vs. economic output (2008 - 2015)



Imports to Maine by partner country, US dollar value

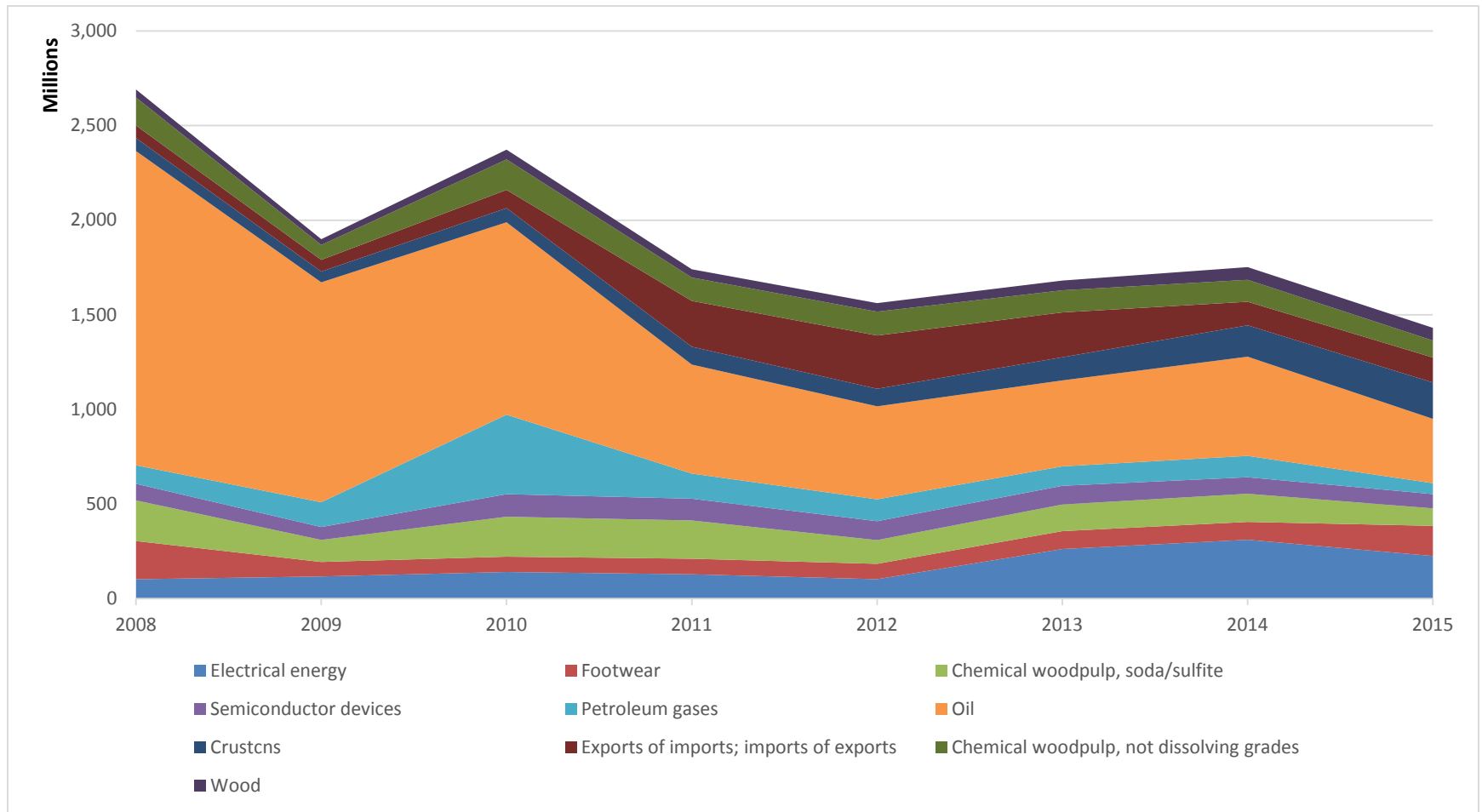


Imports to Maine by partner country (less Canada), US dollar value

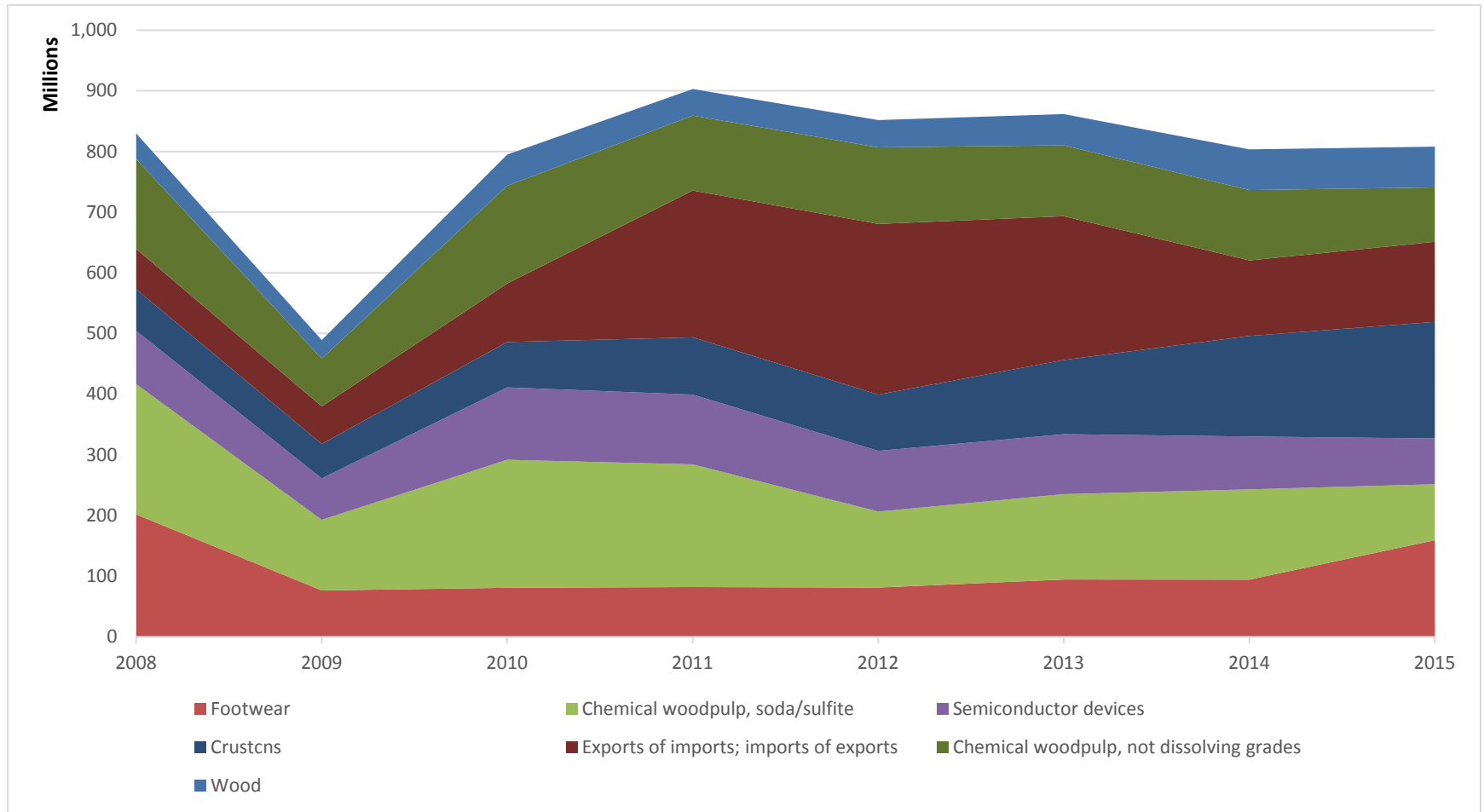




ME imports, by type, US dollar value



ME imports, by type (non-energy), US dollar value

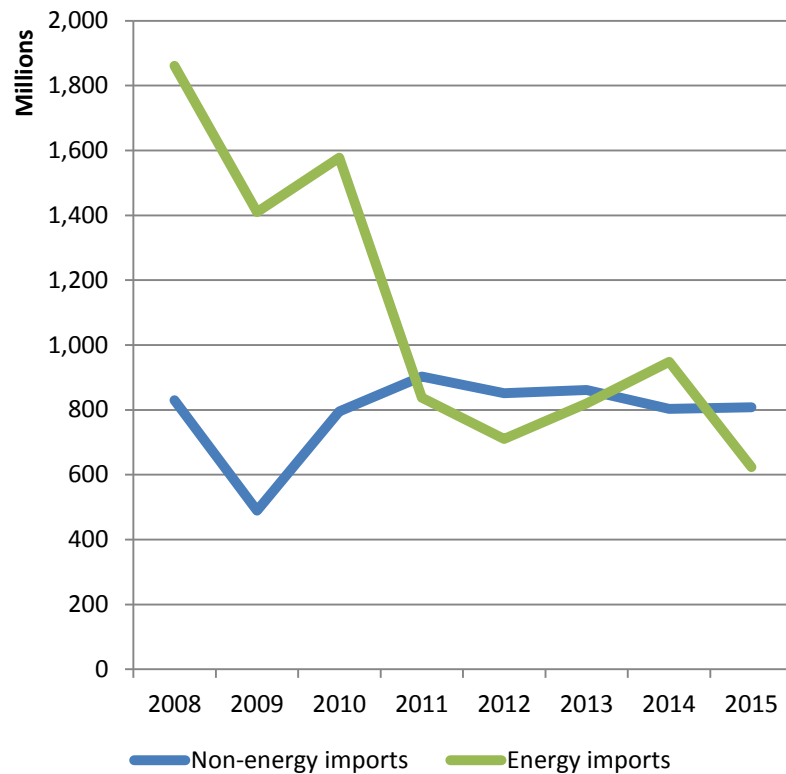




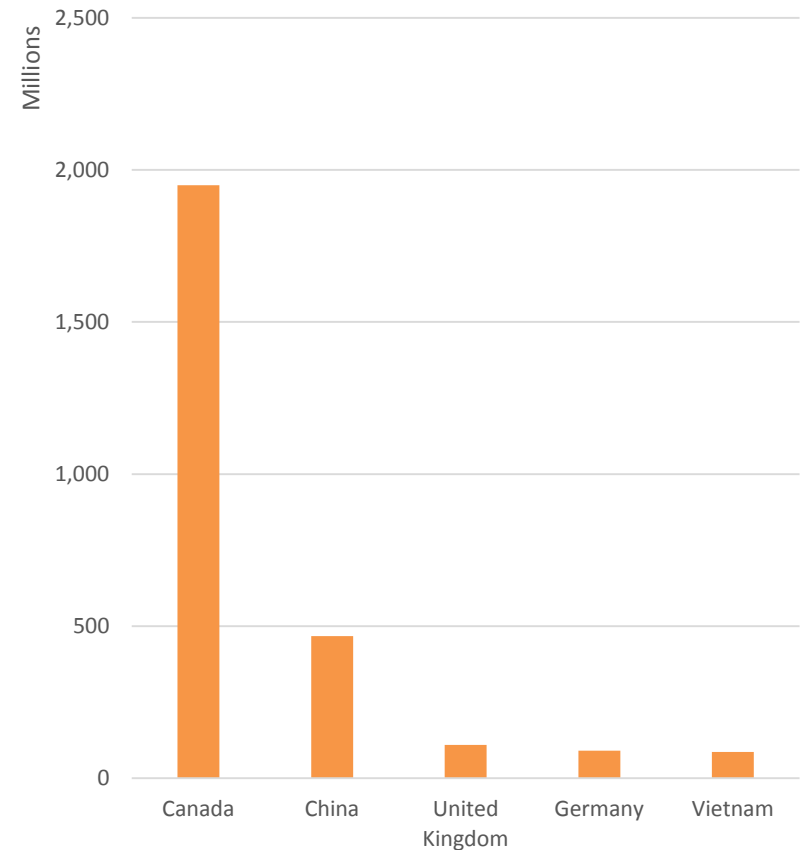


Macro summary

ME imports, by sector, US dollar value



Top 5 largest ME import countries, 2015

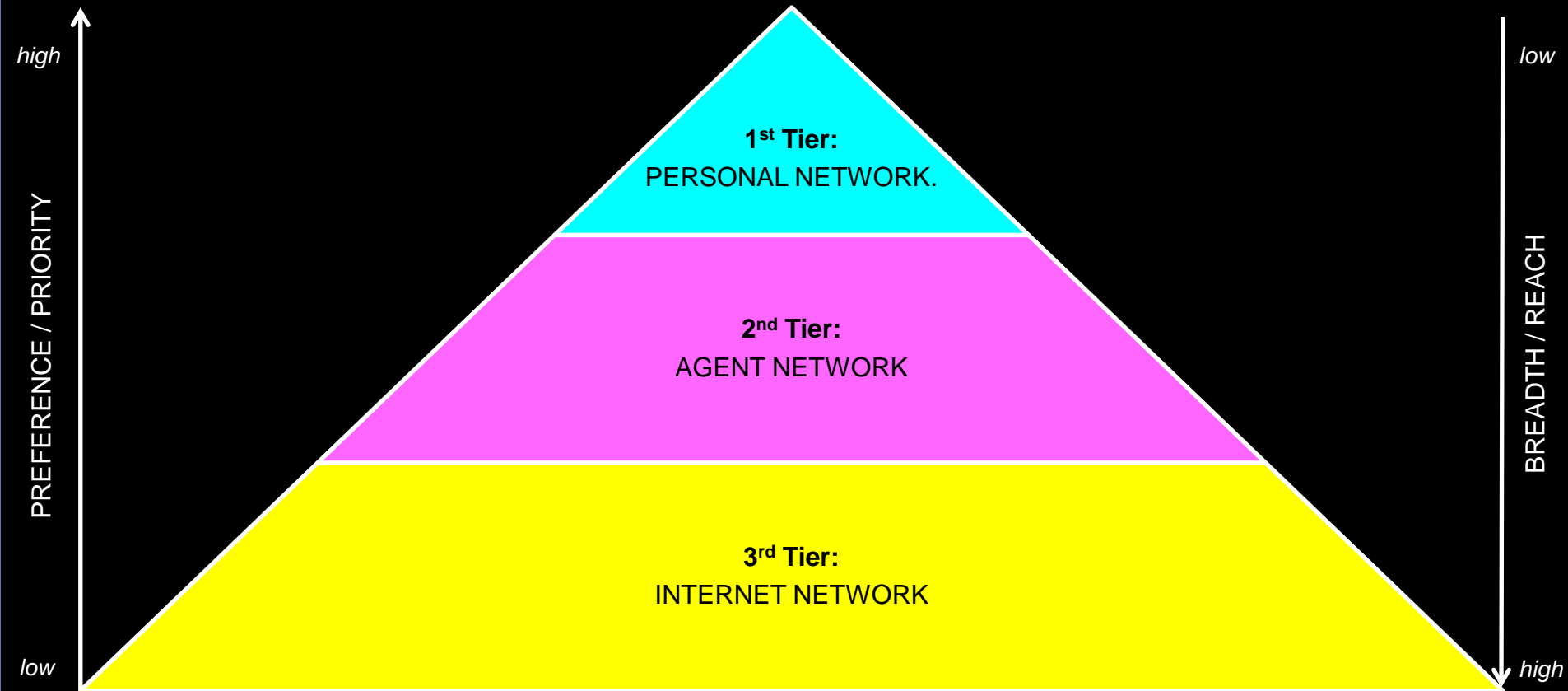




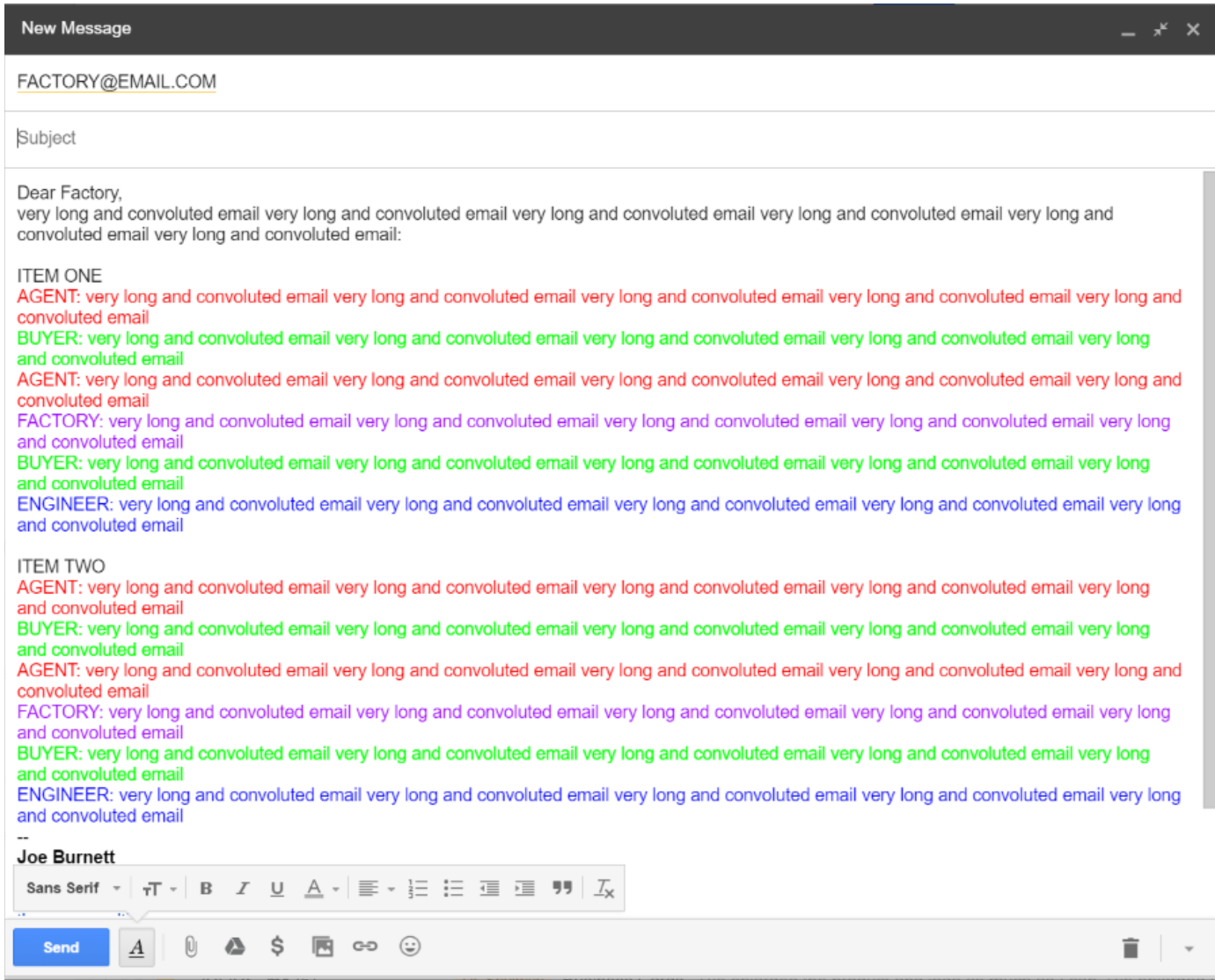




THAYER SOURCING PYRAMID



Thayer Sourcing Pyramid. Copyright 2016. Thayer Consulting





“Applicator”

“Cap”

Applicator color =

Bright Blue, matching sample 20160101 and R22015 with +/- 10% tolerance

Material = Imported, medical grade silicone from Shinetsu (Japan)

Date stamp = PO # will be embossed on the **inside** of the applicator *halfway between the base and the tip*

Design: Reference file “fingerR2.IGS”

Special attention:
Applicator tip “well” diameter = 5.95mm +/- 0.01mm

Cap is transparent and hardness = 90 degrees

Biocote in cap + applicator = 0.15% by weight

“Travel Case”

“Sticker”

Travel case quality:

Same as samples
Transparent PP
Must be clean, no blemishes



Sticker design reference file “160815_Sticker.ai”

Sticker placement & quality:
must be straight and centered vertically and horizontally on the top of the case.
No bubbles or print defects.



Leverage and enforcement





https://world.taobao.com

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- 妇幼玩具 儿童套装 裙子
- 数位周边 手机保护壳
- 居家生活 随手杯 四件套
- 鞋类箱包 帆布包 女包
- 手表配饰 饰品DIY 发饰
- 家电家装 吸顶灯
- 流行数码 手机 游戏手柄
- 休闲玩乐 高达模型 手办
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- 美妆保健 化妆工具

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中国大陆段包邮

底价清仓

没见过的低价
每日上新 大陆段包邮

每日爆款

天天100款



爱逛街

千万妹子都在逛
女人最爱这都有

中国质造

品质认证
产地直供

CNY per 1 USD



25 Feb 2006 00:00 UTC - 22 Feb 2016 15:28 UTC

USD/CNY close: **6.52156** low: **6.04370** high: **8.05050**





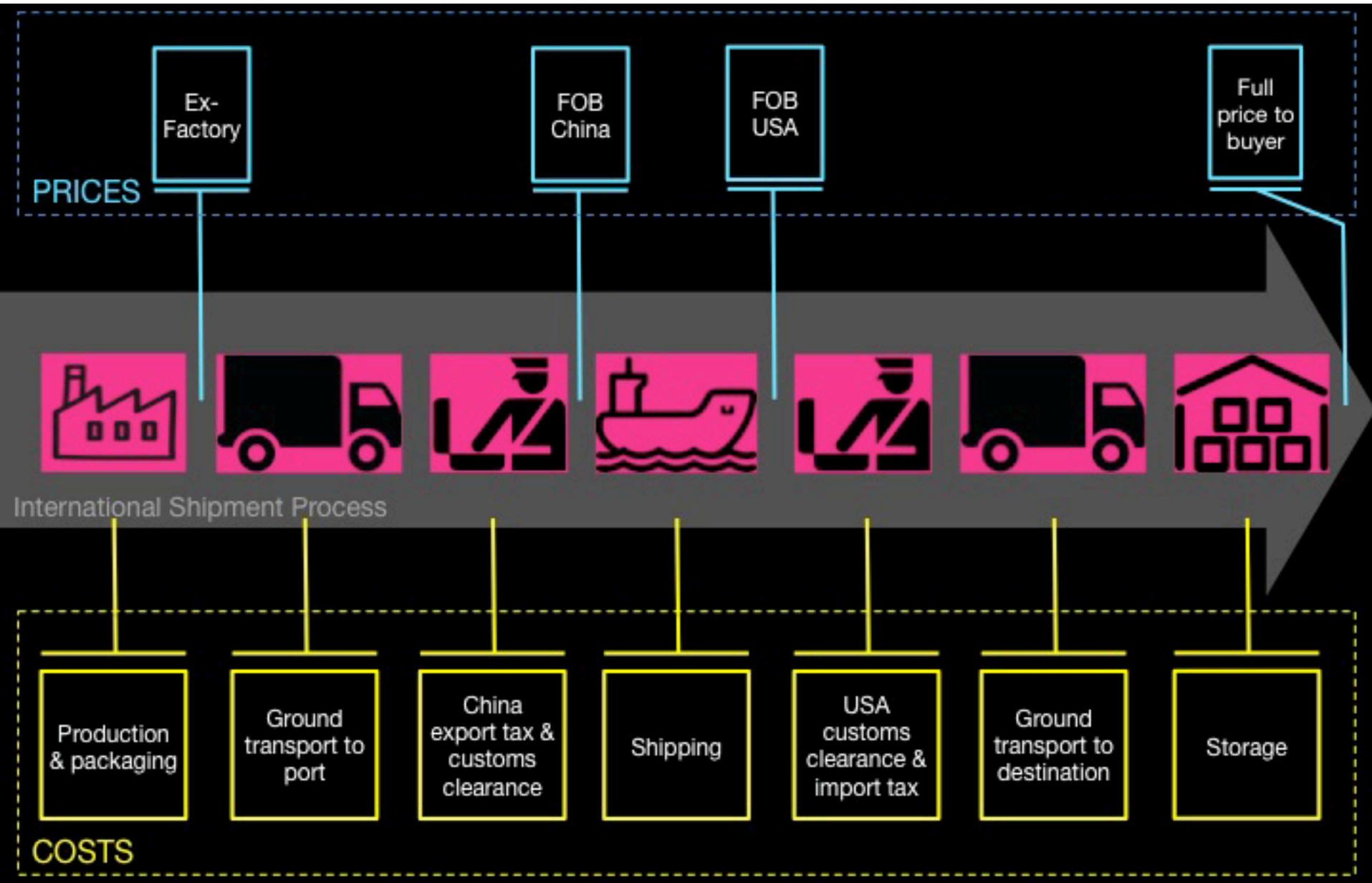
2006

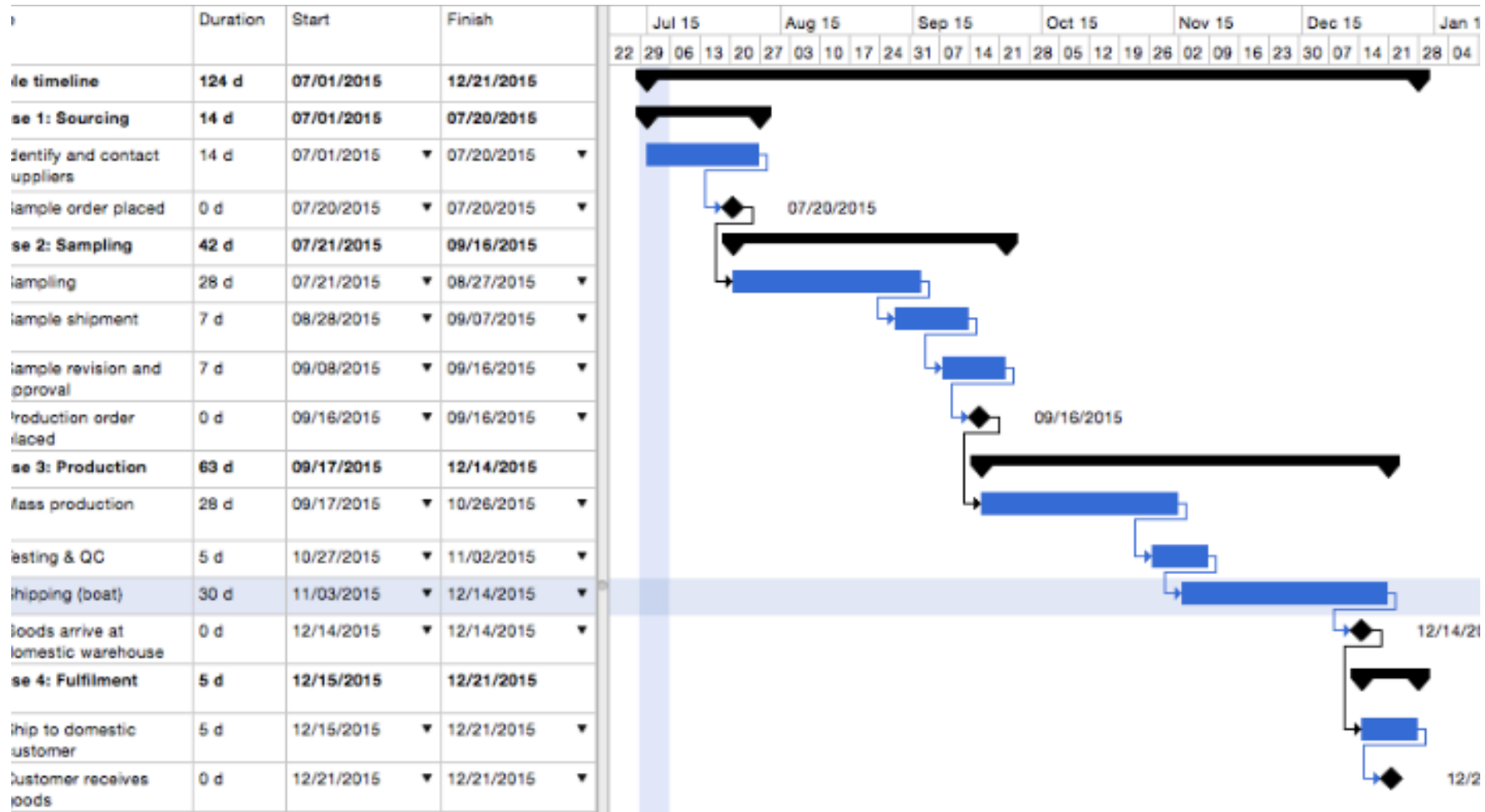
Exchange rate	1 USD = ? RMB
	8
FACTORY COST (for one golf bag)	1/1/2006
Labor, RMB	¥20.00
Materials, RMB	¥100.00
Overhead, RMB	¥15.00
TOTAL COST, RMB	¥135.00
TOTAL COST, USD equivalent	\$16.88
SALES PRICE (INCOME), USD	\$20.00
Profit margin, %	15.6%



2008

Exchange rate	1/1/2006	12/31/2007	% change
1 USD = ? RMB	8	7	-12.50%
FACTORY COST (for one golf bag)	1/1/2006	12/31/2007	% change
Labor, RMB	¥20.00	¥20.00	
Materials, RMB	¥100.00	¥100.00	
Overhead, RMB	¥15.00	¥15.00	
TOTAL, RMB	¥135.00	¥135.00	
TOTAL, USD equivalent	\$16.88	\$19.29	14.29%
Sales price, USD	\$20.00	\$20.00	
Profit margin, %	15.6%	3.6%	-77.14%





Port Delays Leave Retail Goods Stuck in Transit

Retailers Send Some Products by Air as West Coast Slowdown Disrupts Schedules Amid Holiday Season



The logjam stems from talks between employers and workers at West Coast ports who have been without a contract since July. Cargo at the Port of Los Angeles is delayed.

By Business Korea
Ami Latina Services

Timothy Bahama planned to

with Hawaiian-style shirt that arrived before the port delays ended.

sales might come in \$10 million lower than expected because of the port slowdown. Perry Ellis International Inc. said in its

PedEx Corp. The package-delivery giant has added flights from Asia to the U.S. as desperate retailers send more goods by air.

July 1, in recent weeks, the Pacific Maritime Association, representing the employers, has around the union of slowdowns



Some retailers have switched to airfreight for delivery of critical items to get around port congestion—but at much higher costs.

Ports Crisis Brings Commerce to Crawl

Continued from the prior page
the much higher costs of airfreight make it uneconomical for

his sales have fallen by half amid the port delays. He said he was only able to partially fill an order

The Tommy Bahama knit shirts were shipped from Asia at the start of November and were

cluded from Tommy Bahama's fiscal year, which ends Jan. 31, potentially threatening the com-



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Get it made right.



THANK YOU

QUESTIONS?