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Finding A Wholesaler For eBay Products

Whether you're just getting started or have been on eBay for a while, a common question that comes up is where to find more products. If you were a regular "brick and mortar" retailer, then you'd have to develop relationships with local wholesalers and distributors for the products that you carry. The same applies for eBay businesses.

Online sellers always wonder if the distributors and wholesalers will sell to them. The answer to that question is... it depends. Some wholesalers will sell to eBayers, some won't. Every wholesaler is different.

So how do you start finding wholesalers? Well let me tell you where not to look. Don't do a regular internet search for them, because most of the websites that you'll find are false. Don't believe the hype, no matter how appealing they look to eBay sellers. You might think you won the lottery if you believed all their promises. Sorry, but it's not true.

Why is that? Well the fact is that most websites you'll find online aren't wholesaler approved. That's because wholesalers and distributors usually don't need to advertise or go looking for retailers, because the retailers come to them. These websites are instead made by "evil" middlemen who buy the products cheap and then resell them to you at high prices. Usually the mark-up is much too great to be useful to you.

So what do we do now? Well first you need to realize that the web isn't the best source for you to Wholesalers aren't on the edge of internet technology. They do business mainly by telephone because it's worked for them for decades. In my experience, the best wholesalers that we've found don't have websites, or they have websites that are difficult to use or find. So how do you find wholesalers if you can't search on the web? The best way is to go to the top. In this case, it's the manufacturer. Call the manufacturer by looking through the product documentation or warranty card.

Keep in mind that the wholesaler is designed to help the manufacturer. The manufacturer can focus on making the product, the wholesaler can work on getting the product to retailers. All you need to do as a retailer is to ask the manufacturer who their wholesalers are.

Jesse Holmes is an eBay PowerSeller and Entrepreneur who has been [making money on eBay](#) for over 3 years. Before you start selling on eBay, don't miss his excellent free eBay Business Start Up Kit, showing you step by step how to [learn to sell on eBay](#).

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