

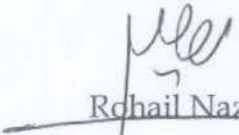
GOVERNMENT OF PAKISTAN
Trade Development Authority of Pakistan
International Markets Development Div. I

Sub:- Online Registration of Pakistani Suppliers of Different Sectors

I am directed to enclose herewith a letter no. CS/TE-2020 dated July 14, 2020 received from Trade & Investment Counselor, Houston, USA whereby she had shared information about online registration of Pakistani suppliers with renowned retailers of USA.

2. It is, therefore, requested that the information may be shared with the stakeholders enabling them to explore export opportunities in US market.

Enclosure: As Above


Rohail Nazir
(Asst. Director, IMDD-I)

- i. Director General, Agro & Food Division, TDAP (Hqr's), Karachi
- ii. Director General, Engineering and Minerals Division, TDAP (Hqr's), Karachi
- iii. ✓ Director General Textiles & Leather Division, TDAP (Hqr's), Karachi

U.O Note No. Trade Leads/Houston/1,2020 dated July 15, 2020, TDAP, Karachi

Sabz Ali
Dir

15/7/20
Per circulation to
all stakeholders


SABZ ALI KHAN
DIRECTOR

Mr. Khuram
D. D. (Leather)

on file please

16-07-2020
A.M. (Leather)


KHURAM IKRAM
Deputy Director

Director
Dy. No.
Date

P.A to Director General
15/7/2020



Consulate General of Pakistan
Commercial Section
Houston

No. CS/TE-2020

July 14, 2020

Mr. Rohail Nazeer,
Assistant Director,
International Marketing Division- (Americas)
Trade Development Authority of Pakistan (TDAP),
Karachi.

Subject: ONLINE REGISTRATION OF PAKISTANI SUPPLIERS OF DIFFERENT SECTORS

In line with the directions of Ministry of Commerce to explore business opportunities in the country of posting and to mitigate the adverse effects of COVID-19 pandemic on Pakistani exporters by finding them potential new buyers, the undersigned approached a number of well-established business entities in the Southern states of the US. Procurement teams of these companies were approached for analyzing their current demand, buying procedures and to make a compelling case for Pakistani products.

2. It is pertinent to highlight here that the preferred mode of interaction for the US businesses is a direct B2B mechanism and majority of those approached emphasized the use of online facility available for registration of suppliers' interest on their virtual platforms. These market leaders can only process specific supply proposals after they have the desired information about the supplier and product in the set format available on their websites. To facilitate Pakistani businesses with their online registration as suppliers on companies' websites, list of a number of significant companies with their website links for registration is enclosed at Annex-I. Pakistani suppliers can register on the links provided for different products. After the application is submitted, suppliers are selected based on their reputation, company profile, presence, and alignment with the buyer's policies.

3. Commercial section Houston requests TDAP to disseminate the above stated and enclosed information to the concerned and to encourage Pakistani suppliers to register their interests and business information on the virtual platforms of the companies. Commercial section Houston will be available for their facilitation and to follow up with the buyers on the supply proposals of Pakistani businesses.

Shaista Bunyad
(Trade & Investment Attaché)

CC:

Joint Secretary (FT-III), Ministry of Commerce, Islamabad.
Mr. Basit Rauf, Director General, IMD- (Americas), TDAP, Karachi.

CONSULATE OF PAKISTAN
 COMMERCIAL SECTION
 HOUSTON

Annex-I

Company	About	Link
Home Depot	(Fabrics/tools) One of the largest suppliers of all kinds of tools and accessories for construction and any household tools. With over 2,200 stores across North America, this is the largest home improvement retailer in the world.	https://supplernub-prospective.homedepot.com/hc/en-us/articles/360034558452-Becoming-a-Supplier
Lowes	(Fabrics/Tools) With 1,727, they are the only competitors to Home Depot and provide similar products as home depot but is spread throughout United States and supply all kinds of material but focus more on general public whereas Home Depot focuses on bulk buying	https://www.lowes.com//suppliers.html
Fiesta	(Food) Fiesta is a Latino American supermarket chain which focuses on food products from abroad including Asian and Mexican products. With over 200 stores it's a great point to provide foreign products.	https://www.frgi.com/suppliers/default.aspx
H.E.B	(Food/Textile) With more than 340 stores in the U.S and expanding they provide the cheapest grocery with more than 1,000 vendors.	https://supplier.heb.com/apply-v2/supplier-type
Kroger	(Food) Kroger is an American Retailer with over 2,757 stores in the country. It is one of the largest grocery retailers in United States.	https://www.thekrogerco.com/vendors-suppliers/supplier-hub/
Target	(Fabrics) 1,844 stores throughout USA specializing in all kinds of clothing, most of them imports from Asian Countries. Target provides all types of readymade garments.	https://corporate.target.com/about/products-services/suppliers
Hobby Lobby	(Fabrics) It is the largest privately owned arts and craft retailer in the world with more than 900 stores, deliberately focusing on various fabrics and textiles of all sorts. Operating in forty-six states, it's a great place to expose the apparel industry.	https://vendor.hobbylobby.com/VendorRegistration
Windows	(IT sector) The most running operating software in the world, Windows have being outsourcing their IT services from every part of the world. With software development teams	https://www.microsoft.com/en-us/procurement/supplier-contracting.aspx

	throughout the world, the company always looks towards any new kind of software and IT services.	
Walmart / Sam's Club	<p>All Types of goods</p> <p>Walmart has 4,692 locations in the United States, with 3,534 Walmart Supercenters, 412 Walmart Discount Stores, 698 Neighborhood Markets and 48 small-format stores. In addition, there are also 662 Sam's Club locations nationwide where Walmart focuses towards public, Sam's club brings tax-exempted products to retailers for bulk buying. With more than 2500 vendors alone, this business corporation is one of the biggest in the world.</p>	https://corporate.walmart.com/suppliers
CVS	<p>Supply Chain.</p> <p>CVS is well known for its pharmacy with more than 10,000 pharmacy and 30,000 stores focusing on all kinds of cosmetic and nutrition products including medical supplies and general goods.</p>	https://cvssuppliers.com/