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8'6"

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# SOURCING FROM

# PORTUGAL

**Portuguese home and contract furnishings provide quality, function and design integrity to private and public settings all around the world. A thriving exporting sector of the Portuguese economy, these industries are among the suppliers of the world's major design brands, and their work is sought after by leading interior designers and architects for their projects.**

Portuguese manufacturers successfully adapted to competition from low-cost countries by focusing on their strategic advantages: technical proficiency underpinned by decades of experience, reassuring quality standards and output consistency, liable after-sales services and assistance, and great flexibility to meet customers' specific needs in aspects such as product customisation, product development, on-demand manufacturing, MOQ, supply and payment terms, or provision of samples and prototypes.

**These industries have an high geographical concentration, mainly in northwestern Portugal, and their profile is typically heterogeneous, with some large, high-volume manufacturers and brands coexisting with a large number of medium and small factories which remain largely outside the industries' marketing channels. This diversity means that all types of buyers, from large distributors and retail chains to small retailers and brands focusing on niche markets, are able to find solutions for their specific sourcing needs.**

Portugal's furnishing industries benefit from the country's established EU membership, adhering to the best business and environmental practices, as well as from its modern infrastructures and proximity to European and North American markets. These are significant strategic advantages, as companies must adapt to the demands of new consumer habits, such as the complex logistics of online commerce, the need for product customisation to address consumers' individual preferences, or consumers' appreciation of the products' ethical and environmental aspects.



# SOURCING WITH

**40FT is a procurement and sourcing agency that provides a set of services aimed at establishing comprehensive supply and logistics frameworks that enable importers and project developers from around the world to source directly from Portuguese manufacturers.**

These services encompass all tasks related to the procurement and sourcing cycles, providing customised assistance to clients through all steps, from initial assessment and analysis of potential vendors to the final stages of product shipment and after-sales, as well as in any other related tasks and needs.

# 40FT

**40FT works as the representative of its clients' interests in Portugal, acting as an extension of their companies in the country, providing a direct link to Portuguese manufacturers without the involvement of any third-party intermediaries, as well as on-site production oversight, local expertise and market intelligence. Purchasing processes are thus straightforward, predictable and transparent, enabling clients to minimise risks and reduce costs while improving efficiency.**

The people behind 40FT are multilingual professionals with large experience in international trade, namely in the home and contract furnishing markets, with deep knowledge of the sector's dynamics and Portuguese industry. Based in Porto, in northern Portugal, 40FT is thus located in very close proximity to the sector's major industrial centres.

**40FT is exclusively a service provider, not having any financial stakes in the companies or products it deals with. Its professionals share a strong sense of integrity and ethics, being committed to a professional conduct of complete transparency and rigour at all times.**

# INDUSTRIES

FURNITURE, SEATS & UPHOLSTERY  
HOME TEXTILES  
METALWARE  
RUGS AND CARPETS  
MATTRESSES  
LIGHTING  
TABLEWARE AND CUTLERY  
CERAMICS AND GLASSWARE  
FLOOR AND WALL COVERINGS  
CLOTHING AND GARMENTS  
FOOD AND BEVERAGES

# SERVICES

PROJECT MANAGEMENT  
COMPREHENSIVE INFORMATION  
ON MARKETS AND MANUFACTURERS  
VENDOR ASSESSMENT AND QUALIFICATION  
(RFI/RFQ/RFP COORDINATION)  
ASSISTANCE IN NEGOTIATIONS  
TECHNICAL ASSISTANCE ON MATERIALS,  
DESIGN AND PRODUCT DEVELOPMENT  
ON-SITE QUALITY ASSURANCE AND QUALITY CONTROL  
COORDINATION OF SAMPLE/PROTOTYPE APPROVAL  
PROCESSES AND LABORATORY TESTINGS  
PRE-POSITIONING OF INPUT MATERIALS  
LOGISTICS AND SHIPPING  
DOCUMENTATION AND RECORDS MANAGEMENT  
LABELLING AND PACKAGING COMPLIANCE  
AFTER-SALES MANAGEMENT  
COORDINATION OF BUYING TRIPS  
TRANSLATIONS

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