

VIETNAM SOURCING GUIDE

Country Guide Professional reference for international trade teams

Trade31 | Global Trade Toolkit | v3.0.0 | 2026-07-01

WORKFLOW OVERVIEW

1. Define product specs, target price, and Incoterms before contacting suppliers. -->
2. Shortlist Vietnam factories; verify export experience and compliance records. -->
3. Request proforma invoice and sample shipment terms; compare landed cost. -->
4. Confirm HS codes, origin rules, and import clearance requirements in your market. -->
5. Align PO, payment terms, and logistics with forwarder before first container.

EXECUTIVE SUMMARY

Structured trade knowledge for Vietnam Sourcing Guide from Trade Knowledge Foundation

* Primary customs valuation and trade settlement document listing goods, value, and terms.

* Details packages, weights, and contents must align with invoice and transport document.

BUSINESS BACKGROUND

Sourcing checklist, Incoterms, and logistics notes for buying from Vietnam. enterprise trade guide with workflow, examples, FAQ, and related tools.

* Exporters, importers, and trade operations teams

* Structured trade knowledge for Vietnam Sourcing Guide from Trade Knowledge Foundation

BUSINESS WORKFLOW

- * Define product specs, target price, and Incoterms before contacting suppliers.
- * Shortlist Vietnam factories; verify export experience and compliance records.
- * Request proforma invoice and sample shipment terms; compare landed cost.
- * Confirm HS codes, origin rules, and import clearance requirements in your market.
- * Align PO, payment terms, and logistics with forwarder before first container.

STEP-BY-STEP PROCESS

- * Define product specs, target price, and Incoterms before contacting suppliers.
- * Shortlist Vietnam factories; verify export experience and compliance records.
- * Request proforma invoice and sample shipment terms; compare landed cost.
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REQUIRED DOCUMENTS

Document / Requirement

- Invoice
- Packing list
- B/L
- Customs declaration
- COO
- Commercial Invoice
- Packing List
- * Invoice
- * Packing list
- * B/L
- * Customs declaration
- * COO
- * Commercial Invoice

- * Packing List

COUNTRY REGULATIONS

- * Customs declaration (VNACCS/VCIS)
- * Import license for conditional goods
- * Growing manufacturing hub responsive but verify specs in writing
- * Currency controls USD invoicing standard

INDUSTRY NOTES

- * CE Machinery Directive (EU)
- * Product safety & technical files
- * HS Chapters 84 85 classification
- * FCC (US), CE/RoHS (EU), CCC (China)
- * Lithium battery transport (IATA/IMDG)
- * Anti-dumping duties on select HS lines
- * CE Machinery Directive
- * ISO 9001

PRACTICAL EXAMPLES

- * Authoritative content for Vietnam Sourcing Guide following Country Resource Blueprint structure.

CHECKLISTS

- * Vietnam supplier due diligence and factory audit points
- * Incoterms 2020 for import-from-Vietnam (EXW/FOB/CIF)
- * HS classification and origin documentation for preferential rates
- * Inbound freight, insurance, and landed cost planning
- * Invoice
- * Packing list
- * B/L
- * Customs declaration

COMMON MISTAKES

- * Missing Incoterms
- * Invoice/packing quantity mismatch
- * Undervaluation
- * Weight mismatch vs B/L
- * Missing marks & numbers

FAQ

- * Q: Who is this Vietnam Sourcing Guide for? A: Importers and procurement teams evaluating or shifting supply chains to Vietnam not exporters shipping to Vietnam.
- * Q: Does this replace a commercial invoice? A: No. It is a downloadable PDF checklist and reference not an invoice or packing list template.
- * Q: Which Incoterms are common when buying from Vietnam? A: FOB Vietnamese port, CIF buyer port, or EXW factory state full Incoterms 2020 + named place in contract.
- * Q: What should I verify before first shipment? A: Supplier export license (if applicable), HS codes, payment terms, inspection, and your country import rules.
- * Q: How to compare Vietnam vs other ASEAN sources? A: Use landed cost, lead time, duty preferences, and compliance cost not FOB price alone.
- * Q: How to use with Trade31? A: Download PDF, run landed-cost calculator, and cross-check related export/import knowledge guides.

BEST PRACTICES

- * Wooden crates ISPM 15

- * [Anti-static bags and foam](#)
- * [Pre-shipment inspection \(PSI\) when contracted](#)
- * [Functional test sampling](#)

OFFICIAL REFERENCES

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RELATED TOOLS

- * [::landed-cost-calculator](#)
- * [trade-calculator.landed-cost-calculator](#)
- * [trade-calculator.quotation-calculator](#)

RELATED TEMPLATES

- * [word-templates.commercial-invoice-template](#)
- * [excel-templates.commercial-invoice-template](#)

DOWNLOADS

- * [country-resources.vietnam-sourcing-guide](#)
- * [country-resources.china-export-requirements](#)