

THE SMUGGLER

ARTISAN GOODS FROM AROUND THE WORLD



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ABOUT US.

The Smuggler Company is a partnership-led brand that started from a love of travel, art, and the world. We focus on curating the highest quality artisan products from around the globe.

Our number one goal is to keep authentic artisanship alive, while contributing to the growth of small businesses. Every product is handmade, and we do our best to support the needs of our partners so that we can grow together.

Our products provide a glimpse into a world of unique art, design and craftsmanship. The Smuggler Company was created with culture, humanity, and the earth in mind.

VALUES.

CONNECTING THE WORLD THROUGH.
Art & Design.

HONEST PARTNERSHIP

We value honesty & transparency in business and in our partnerships: working together to create something amazing. However, our artisans get all the credit. They are the talent, and the creativity behind each product.



SUSTAINABILITY & THE SLOW MOVEMENT

Artisanship & handicraft is a naturally sustainable industry. Unlike mass-production, goods made by hand have a low impact on the earth. As in the slow fashion movement, products are timeless, high quality, and meant to last a lifetime.



CREATING CONNECTION

There is largely a disconnect between commodity, customer, and creator nowadays. We want to bring that touch of human connection back, and remind people that behind each products is a story, a culture, and a creator.





“CREATIVITY IS A SPECIAL
KIND OF RENEWABLE
RESOURCE.”



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PARTNERSHIP.

When working with a new artisan, our focus is on creating a long-lasting, collaborative partnership. A collaborative partnership means that we appreciate the insight of the artisan, and that our product selection can always change, expand, and evolve with the market.

Not all partnerships are the same. We take into consideration the needs, and production capabilities of our artisan partners to develop a unique benchmark that works for both us and them. As our business grows, we hope theirs does too.

We provide artisans with a place to sell their goods to a global audience, allowing them to focus on their craft, without worrying about the hassle of marketing and sales.

1

**IDENTIFY
PRODUCTS**

First, we choose the products that would be a good addition to our product selection. If an artisan is willing to create exclusive designs for us, this is where design collaboration happens.

2

**PARTNERSHIP
AGREEMENT**

Terms such as prices, MOQs, and lead-times are agreed upon. Also any details about exclusivity, labelling, etc., are discussed and included.

3

**PURCHASING
& LOGISTICS**

A purchase order is sent to the artisan with terms, product quantities, and address details. Order's are packaged and sent by the artisan to The Smuggler Co's Canadian address.

4

**THE SMUGGLER
SHOP**

Once products are received at The Smuggler headquarters, they are photographed, marketed and sold on The Smuggler Co website and in pop-up shops.

WE LOOK FORWARD TO
CREATING A LASTING
PARTNERSHIP WITH YOU.

