SOURCING FROM CHINA · 海外采购商来华采购完全指南

The Complete Buyer's Instruction Manual

A field-tested, step-by-step playbook for overseas buyers: how to find suppliers in China, how to expose fake factories and inflated headcounts, how to negotiate certifications, price and payment terms, and how to audit and inspect before every shipment.

PAGES	RED FLAGS	TEMPLATES
24	18+	7
Six phases, forty-plus checkpoints	With exact verification methods	RFQ, audit, PSI, contract clauses



WHO THIS GUIDE IS FOR · 适用对象

Importers, brand owners, retailers and project buyers sourcing products or equipment from mainland China

Written by TRANS·MISSION's buyer-advisory team from real sourcing engagements across electronics, machinery, HVAC, consumer goods and industrial equipment. No theory — only checks you can run yourself, with the exact Chinese registries, platforms and documents named.

6
PHASES FROM BRIEF TO DELIVERY

THE SOURCING JOURNEY · 采购旅程总览

Six phases. One rule: verify before you pay.

Reading time ≈ 45 min
Apply per order: **every single order**

Most sourcing losses do not happen at the negotiation table — they happen because a buyer skipped a 10-minute registry check or a USD 300 inspection. This manual follows the real sequence of a China purchase order. Each phase ends in a **gate**: do not move forward until the gate is passed.

01
PAGES 03–04
Prepare Your Brief
Spec sheet, target cost, destination-market compliance, volumes. A vague brief invites a vague quote.
Spec · Target price

02
PAGES 04–07
Find Suppliers
B2B platforms, trade shows, referrals, agents. Build a longlist of 20–50, shortlist 5–8.
Channels · RFQ

03
PAGES 08–14
Verify & Audit
Registry checks, fake-factory detection, headcount cross-check, certifications, export rights.
营业执照 · 参保人数

04
PAGES 15–19
Negotiate & Contract
MOQ, price verification, payment terms, PI clauses, samples and golden-sample approval.
T/T 30/70 · PI

05
PAGES 20–21
Audit & Inspect
Factory audit before the order; AQL pre-shipment inspection before the balance payment.
Audit · AQL 2.5

06
PAGES 22–24
Ship & Dispute
Incoterms, export documents, freight, scam patterns and the dispute ladder if things go wrong.
FOB · B/L

THE GOLDEN RULE · 黄金法则

Never let a payment run ahead of verification

The deposit is paid only after registry checks pass. The balance is paid only after a passed pre-shipment inspection. Tooling is paid only against signed ownership clauses. Every chapter in this manual exists to protect one of these three moments.

GATE 1 **Before deposit:** business license + social-insurance headcount + video factory tour verified (Pages 09–11).

GATE 2 **Before mass production:** golden sample signed, sealed and counter-held by both sides (Page 19).

GATE 3 **Before balance:** PSI report passed at AQL 2.5/4.0 with photo and video evidence (Page 21).



WHAT THIS GUIDE IS NOT

It does not replace a lawyer, a licensed inspector or your own on-site visit.

It tells you exactly when each professional is worth paying for — and when a free 10-minute online check gives you 80% of the answer.

10 min
COST OF THE CHECK THAT SAVES YOUR DEPOSIT

SOURCING BRIEF • 采购需求书

Write the brief before you write to anyone

Gate: brief complete
典型耗时 **1–3 days**

Chinese suppliers quote exactly what you ask for — no more. An incomplete brief produces a cheap quote on a product you never wanted, and the dispute that follows will be judged **against your own documents**. Prepare these six items first.

01 **Product specification sheet 产品规格书.** Dimensions, materials, tolerances, colors (Pantone), performance parameters, photos or drawings. One page per SKU.

02 **Destination-market compliance list.** Which certificates are legally required where you sell — CE/UKCA/FCC/UL/RoHS/REACH/FDA (Pages 13–14). This decides which factories are even eligible.

03 **Target landed cost.** Your maximum unit cost delivered to your warehouse, duty and freight included. Work backwards to a target EXW/FOB price before negotiating (Page 16).

04 **Volume plan.** Trial order size + 12-month estimate. Factories price and prioritize by annual volume, not by the first PO.

05 **Packaging & labeling requirements.** Retail box or bulk? Barcodes, manuals, warning labels, language versions, pallet specs. Packaging is 5–15% of cost and the most-forgotten line item.

06 **Quality definition.** Your AQL standard (typically 2.5 major / 4.0 minor, Page 21), defect list with photos, and the golden-sample rule (below).

FIELD NOTE

Why suppliers quote low on a vague brief — and why you pay later

When a brief is vague, factories quote the cheapest interpretation to win the order: thinner material, lower-grade components, skipped tests. The PI then describes that cheap version. After delivery, you have no contractual ground to complain — **the paperwork describes exactly what you received.** A one-page spec sheet with tolerances and a defect photo list removes this trap entirely.

DEFINITION • 定义

Golden Sample

标准样品 / 封样

The single physical unit both sides sign and date as the binding quality standard. One stays with you, one with the factory, one with your inspector. Every inspection compares bulk goods against this unit — not against anyone's memory.

Rule: no mass production without a counter-signed golden sample. See Page 19.

GATE 1 • CHECKPOINT

You may start contacting suppliers when all six brief items exist in writing.

If item 2 (compliance list) is unclear, stop here and confirm the legal requirements of your destination market first — it eliminates half of all factories immediately and saves you weeks.

6
BRIEF ITEMS BEFORE FIRST CONTACT

FINDING SUPPLIERS · 寻找供应商

Five channels, ranked by risk and effort

Goal: longlist 20–50
shortlist **5–8**

No single channel is safest — each fails in a different way. Professional buyers combine at least two channels and let them **cross-check each other**: a factory you met at a fair should still pass the online registry checks of Phase 3.



Channel	Strengths	Watch out for	Risk
B2B platforms Alibaba, Made-in-China, Global Sources	Huge pool, fast comparison, platform payment protection	Traders posing as factories; badges are bought, not earned	Medium–High
Trade shows Canton Fair, industry fairs	Touch products, meet bosses, compare 30 suppliers/day	Booth ≠ factory; great samples, weak capacity	Medium
Sourcing agent / buyer advisor 采购代理 / 买方顾问	Local verification, negotiation, QC in your language	Hidden kickbacks from factories; demand transparent fees	Low–Medium
Referrals & chambers 商会 / 行业协会 / 同行推荐	Pre-filtered by someone's real experience	Small pool; your peer's product ≠ your product	Low
Direct search Google, 1688.com, Baidu maps	Reaches factories with no export marketing budget — often the best prices	No English, no export license; needs a Chinese-speaking partner	High

Portfolio rule: run one online channel (platform) plus one offline channel (fair or referral). When the same factory appears in both — with consistent address, name and product line — its credibility rises sharply.

LONGLIST
20–50
Companies after first-pass screening per channel rules

SHORTLIST
5–8
Survive document checks and RFQ quality (Pages 07–11)

SAMPLED
2–3
Receive sample orders in parallel — never sample just one

FINAL
1 + 1
One primary supplier plus one qualified backup, always

Never single-source from day one. Qualifying a backup costs you one extra sample fee. Discovering you have no alternative after a quality failure or a 40% price hike costs you the whole season.

PLATFORM DEEP DIVE · B2B 平台实操

Badges are marketing. Filters are your first audit.

Alibaba · Made-in-China
Global Sources · 1688

China's three international platforms list hundreds of thousands of suppliers. The platforms sell visibility — a "Verified Supplier" badge means a third party visited **once**, not that the factory is good. Use platform filters to build your longlist, then verify everything off-platform (Phase 3).

Platform	Best for	Filters that actually matter	Payment protection
Alibaba.com 阿里巴巴国际站	Consumer goods, electronics, general merchandise; largest pool (~190k suppliers)	"Verified Supplier" + "Manufacturer" tag + years on platform ≥ 5 + response rate	Trade Assurance — refund if quality/ship-date terms in the platform contract are breached. **Only protects orders paid through the platform.**
Made-in-China.com	Machinery, industrial equipment, hardware, HVAC; stronger on factories (~90k suppliers)	"Audited Supplier" report (downloadable PDF by SGS/BV/TÜV) + business type = manufacturer	Secure Payment Service — weaker ecosystem; rely on your own contract + PSI instead
Global Sources	Electronics, gifts, HK-linked exporters; smaller but more curated pool	"Verified Manufacturer" + export market history + ODM/OEM capability tags	Limited; treat as a discovery channel, verify independently
1688.com Domestic, Chinese-only	True ex-factory prices — often 20–40% below international-site quotes	Requires Chinese speaker; most sellers have no export license — buy through an agent/advisor	**None for overseas buyers — use an escrow arrangement via your advisor**

SEARCH TACTICS THAT WORK

1. Search the component, not the product

"Aluminum die-cast heat sink OEM" finds factories; "LED grow light" finds traders.

2. Read the "Year Established" against the storefront age

A company founded in 2019 claiming 20 years of experience is telling you something — believe the registry, not the banner.

3. Cross-check the product range

A real factory makes a narrow family of products. A storefront selling phone cases, LED strips and pet toys is a trader — always.

PLATFORM RED FLAGS · 平台红旗

- ! Refuses to quote on platform messaging, pushes you to private email + personal bank account immediately.
- ! MOQ "anything is OK" for a custom product — real factories have real setup costs.
- ! Stock photos with other companies' watermarks, or showroom photos geotagged to a different province.
- ! Company name on storefront ≠ company name on the proforma invoice. Walk away or verify why.

REMEMBER

The platform is a directory, not a guarantor.

Trade Assurance only covers what is written into the platform order contract: specs, quantity, ship date. "Good quality" is not enforceable — a signed spec sheet and AQL clause are.

3–5yr
MINIMUM PLATFORM AGE FOR YOUR LONGLIST FILTER

TRADE SHOWS · 展会与批发市场

One day at a fair beats a month of emails

Canton Fair: Apr / Oct
CIIE: November, Shanghai

At a fair you can touch the product, read the boss's body language, and compare thirty suppliers in a day. But a polished booth proves only one thing: marketing budget. Use fairs to build the longlist — then run every candidate through Phase 3 verification.



Venue	When	Best for
Canton Fair 广交会, Guangzhou — Phase 1	Apr & Oct	Machinery, electronics, building materials, vehicles
Canton Fair — Phase 2	Apr & Oct	Consumer goods, gifts, home decor
Canton Fair — Phase 3	Apr & Oct	Textiles, food, medical, office
CIIE 进博会, Shanghai	November	Import-focused; meeting exporters' global peers
Industry fairs (Bauma, Chinaplas, CPhI, electronica...)	Year-round	Deepest technical vetting per sector
Yiwu Market 义乌 / Guangzhou wholesale 广州批发	Year-round	Small commodities, low MOQ, spot buying

BRING WITH YOU

- ✓ **100+ business cards** — in China, card exchange is the handshake that opens files. Add your WeChat QR.
- ✓ **Your one-page spec sheet** (Page 03) printed and on your phone — watch who can discuss tolerances on the spot.
- ✓ **WeChat 微信 installed and verified** — 90% of follow-up happens there, not by email.
- ✓ **A scoring sheet**: product knowledge / English / willingness to customize / factory claim — score 1–5 per booth, same day.

AT THE BOOTH — 4 QUESTIONS THAT EXPOSE TRADERS

- **Q1** "Which city is your factory in? Can I visit **this week**?" — hesitation here is your answer.
- **Q2** "What's your monthly capacity for this SKU, and your current utilization?" — traders rarely know real numbers.
- **Q3** "Can you modify this dimension?" — a factory discusses tooling; a trader says "let me check."
- **Q4** "Is this sample from your own line?" — ask to see the production-line photo of **that exact unit**.

Booth theater is real. Renting a prime booth, hiring English-speaking staff and printing catalogs costs under USD 15k. None of it proves a factory exists. Treat every fair contact as "unverified" until Phase 3 is complete.

RFQ · 询价单

The RFQ is a test — for them, not for you

Send to longlist
Score replies in **72h**

Send the identical RFQ to your entire longlist (20–50 companies). You are not just collecting prices — you are measuring professionalism. The quality, speed and precision of the reply predicts the quality of the future order better than any brochure.

RFQ TEMPLATE · 12 FIELDS THAT GET REAL QUOTES

01 Product name + your spec sheet attached	**02** Target quantity: trial + annual estimate
03 Ask for tiered pricing at 3 volumes	**04** Incoterm requested: EXW **and** FOB port
05 Required certifications for your market	**06** Packaging spec: unit / carton / pallet
07 Sample cost + sample lead time	**08** Mass-production lead time
09 Payment terms offered (T/T % / L/C)	**10** Tooling/mold cost + ownership terms
11 Warranty & defect-handling policy	**12** Full company legal name (Chinese) + business license number

SCORING THE REPLIES · 回复评分

Kill immediately

Quotes without reading your spec; no legal name; price only ("best price sir"); pressure to pay deposit before any verification.

Shortlist

Answers all 12 fields, asks clarifying questions about your spec, offers tiered pricing with EXW/FOB both, states legal Chinese name and license number without being asked twice.

The 72-hour rule

Serious export factories reply substantively within 72 hours. Slow, vague or copy-paste replies at the *selling* stage mean worse at the *production* stage.

QUOTE SPREAD EXPECTED

±30 %

Identical spec, wide quotes — normal. The outliers in both directions need explanation

TOO-LOW QUOTES

−40 %

Below the credible cluster = material or process downgrade incoming. Investigate, don't celebrate

FIELD 12

100 %

Any refusal to state legal name + license number ends the conversation. No exceptions

ADVANCE

5–8

Suppliers whose RFQ quality earns them Phase 3 verification

Language tip: field 12 is the single highest-value question in the RFQ. The legal Chinese name (e.g. 东莞市XX电子有限公司) is the key that opens every registry check on Pages 09–12. Companies with nothing to hide answer it in the first reply.

NEXT GATE · 进入下一阶段

Only scored replies enter Phase 3 — never skip from a friendly chat to a deposit.

The RFQ stage costs you nothing but discipline. Suppliers who pass it have already proven they read specs, state legal identities and price transparently — the three behaviors that predict a smooth order.

5–8
SUPPLIERS ADVANCING TO VERIFICATION

VERIFICATION SYSTEM · 核验体系

Trust is built in four levels — most buyers stop at level 1

Cost: L1 free · L2 free
L3 ~USD 30–150 · L4 ~USD 300+

Every supplier claim sits somewhere on this pyramid. Your job is to drag every critical claim — "we are a factory", "we have 200 workers", "we export to Germany" — up to at least **Level 3** before any deposit, and to **Level 4** before any large order.



L4 • ON-SITE PROOF 实地核验
Your visit or a third-party audit (SGS/BV/TÜV/QIMA). The only level that proves capacity, workers and machines are real. → Pages 20–21

L3 • OFFICIAL DATA CROSS-CHECK 官方数据交叉核验
National registry (gsxt.gov.cn), social-insurance headcount 参保人数, customs export records, certificate numbers verified with the issuing body. → Pages 09–14

L2 • DOCUMENTS 文件核验
Business license 营业执照, bank account in the exact company name, tax registration, cert PDFs. Necessary but forgeable — never sufficient alone.

L1 • SELF-DECLARED 自我声明
Website, catalog, storefront badges, sales claims, showroom photos. Treat all of it as advertising. Zero evidential value until cross-checked.

THE THREE CLAIMS TO DRAG UP THE PYRAMID

- **C1** **"We are a manufacturer"** → verify business scope 经营范围 + on-site/video tour (Page 10).
- **C2** **"We have N employees"** → verify social-insurance headcount 参保人数 (Page 09).
- **C3** **"We export worldwide"** → verify customs registration + ask for 3 redacted B/L references (Page 12).

WHY THIS WORKS

Fraud is cheap at L1–L2, expensive at L3–L4

Forging a catalog costs nothing. Forging a decade of registry filings, matching social-insurance records, customs history and a live video tour of a running production line costs more than the fraud is worth. Verification works not because Chinese data is perfect, but because **consistency across independent sources is very hard to fake.**

DECISION RULE

Deposit requires L3. Volume orders require L4.

If a supplier resists any L2–L3 check ("why do you need our license number? trust us"), that resistance is itself the verification result.

L3
MINIMUM LEVEL BEFORE ANY MONEY MOVES

RED FLAG №1 · 人数造假

"500 employees" on the website, 23 on social insurance

Check time: **10 minutes**
Cost: free–USD 40

In China, every employer must pay social insurance 社保 per employee. The insured headcount **参保人数** is filed with the government and visible in company-data platforms. It is the hardest employment figure to fake — and the first number you should compare against the sales pitch.

THE CLASSIC CASE

Website says 500 staff, 8 production lines. Registry says 23 insured.

What 23 insured usually means: a trading company with a sales office, or a workshop that outsources everything. Neither can control your quality, your lead time or your IP the way a real 500-worker factory can. The number itself isn't disqualifying — **the lie is**. A supplier who inflates headcount will inflate capacity, certifications and test results too.

Claimed	参保人数 insured	Reading
500 workers	400–550	**Consistent — proceed**
500 workers	150–350	Partially outsourced — ask which processes
500 workers	< 50	**Trader or shell — treat accordingly**

HOW TO CHECK · 查询路径

1. Get the exact legal Chinese name (RFQ field 12, Page 07).
2. Search it on **企查查 qcc.com** or **天眼查 tianyancha.com** — free tier shows 参保人数, establishment date, registered capital.
3. Cross-check on the official registry **国家企业信用信息公示系统 gsxt.gov.cn** — annual reports list insured headcount per year.
4. Compare all three against the sales deck. Ask directly: **"Your annual report shows 23 insured — can you explain?"** The answer tells you everything.

Also check: 参保人数 = 0 with active operations = workers hired informally — a labor-compliance and continuity risk for your orders.

ESTABLISHED 成立时间

<2 yr

Young company + big claims = extra caution; check for renamed predecessors

REGISTERED CAPITAL 注册资本

≈0

RMB 100k "factory" with 500 claimed workers doesn't add up; capital is subscribed, not proof — but scale should match

LEGAL DISPUTES 法律诉讼

?

qcc/tianyancha list lawsuits; repeated quality or contract disputes as defendant = walk away

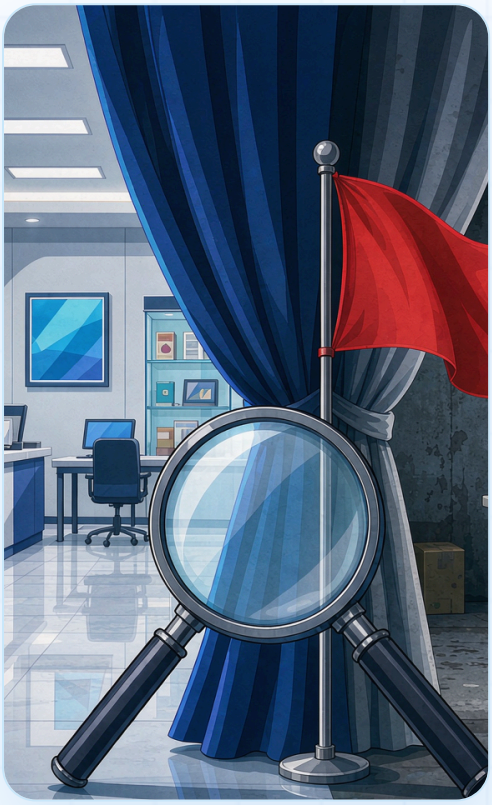
Rule: the sales deck is a wish; 参保人数 is a filing. When they disagree, believe the filing — and ask yourself what else on the deck is a wish.

RED FLAG №2 · 假工厂

The showroom is real. The factory isn't.

8 detection methods
成本 **0–30 min**

A trading company posing as a manufacturer adds a hidden 15–40% margin, loses control of your quality at the real factory you never met, and can disappear when problems arrive. Traders are not always bad — but a trader **lying** about being a factory always is. Eight ways to tell.



1. **Business scope 经营范围.** The license must say 生产/制造 (manufacture). "贸易/批发/进出口" only = trader. (Page 11)
2. **Address type.** Registered in an office tower (写字楼) or residential compound = no factory. Real factories sit in industrial zones 工业园.
3. **Live video tour.** Demand an **unannounced** WeChat video call walking the production line — today, not "next week when the boss is back".
4. **Machine list + photos with date.** Ask for the equipment list with purchase years, and photos of machines with today's newspaper or your name on paper.
5. **Utility bill.** A real factory's electricity bill is large and industrial-tariff. Ask for one redacted month.
6. **Product range.** Unrelated product families (toys + cables + kitchenware) = trading catalog, not production lines.
7. **Technical depth.** Ask a process question ("what temper is this aluminum? what tolerance can your CNC hold?"). Factory engineers answer; traders "check and revert".
8. **参保人数 vs factory size.** Fifteen insured staff cannot run six production lines (Page 09).

WHEN A TRADER IS ACTUALLY FINE

Small multi-category orders, one-stop consolidation, market buying (Yiwu) — a transparent trader adds real value. The crime is not being a trader; it is **claiming a factory that doesn't exist.** Demand the truth, then price accordingly.

THE UNANNOUNCED VIDEO CALL PROTOCOL

Within 48 hours of your request, call on WeChat video. Ask to see: raw-material area → production line running **your product type** → QC station → finished-goods warehouse → workers' badge wall. Fifteen minutes. Any supplier who can't do this in two days has something to hide.

DECISION RULE

No video tour, no factory claim accepted. It's that simple.

Every legitimate factory in China has done dozens of these calls. Refusal, endless postponement or a pre-recorded "tour" video = Level-1 claim, unverified, deposit blocked.

15 min
LENGTH OF THE CALL THAT EXPOSES A FAKE FACTORY

BUSINESS LICENSE · 营业执照解剖

Read the license like a due-diligence lawyer

Official registry: **gsxt.gov.cn** (free)

Every legitimate Chinese company has one business license 营业执照 with an 18-digit Unified Social Credit Code 统一社会信用代码. Ask for a scan — then verify it against the official registry, because license images are trivially Photoshop-able.

Field on the license	What it tells you	What to watch for
统一社会信用代码 Unified Social Credit Code (18 chars)	The company's unique government ID — the key for every registry check	Must return the **exact same company name** on gsxt.gov.cn; any mismatch = forged scan
名称 Name (Chinese legal name)	Official name; bank accounts and contracts must match it **character for character**	Paying "Zhejiang ABC Trading" while contracting "Zhejiang ABC Manufacturing" = two different companies
法定代表人 Legal representative	The one person legally binding the company	Frequent changes, or a rep who is 70+ or unreachable = possible shell
注册资本 Registered capital	Subscribed capital (not necessarily paid-in)	RMB 100k capital claiming to be a large manufacturer = scale mismatch
成立日期 Establishment date	True company age — overrides all "20 years experience" banners	Founded last year + "decades of experience" = inherited story or fabrication
经营范围 Business scope	What the company is **licensed** to do — manufacturing vs trading is written here	No 生产/制造/加工 in scope = legally not a factory (Page 10, method 1)
住所 Registered address	Registered domicile	Office tower vs industrial zone — must match the "factory" story (Page 10, method 2)
登记状态 Registration status	存续 (active) is the only acceptable state	**注销 deregistered / 吊销 revoked / 经营异常 abnormal list = stop immediately**

3-MINUTE OFFICIAL CHECK · 官方核验步骤

1. Open **gsxt.gov.cn** (National Enterprise Credit Information Publicity System) — free, official, no account needed.
2. Paste the legal Chinese name or credit code; complete the captcha.
3. Verify: status = 存续; establishment date, legal rep, scope and address **match the scan exactly**.
4. Open 行政处罚 (administrative penalties) and 经营异常 (abnormal operations) tabs — quality-fraud fines and fake-address listings appear here.

BEYOND THE BASICS

Paid deep-dives when stakes are high

企查查 / 天眼查 VIP reports (USD 30–150) add: shareholding structure, affiliated companies (is your "competitor's factory" the same owner?), court judgments, equity pledges, actual paid-in capital.

Affiliation check

If the shareholder web includes trading companies in Hong Kong or shell entities, map it before paying anyone. Your deposit should only ever go to the exact licensed entity you verified.

Contract rule: the company that signs your PI, the company that owns the bank account receiving your money, and the company on gsxt.gov.cn must be one and the same — same 18-digit code. A "group company" or "our export office" collecting payment is how deposits vanish.

EXPORT TRACK RECORD · 出口资质与记录

"We export worldwide" — prove it in three documents

Checks: customs filing
B/L references · AEO

Exporting from China requires specific registrations, and real exporters leave a paper trail. A factory that has never exported can still sell to you — but then **you** inherit the export-broker layer, its cost and its risks. Know which situation you are in.

THE EXPORT-PAPER TRAIL · 出口文件链

D1 **Customs registration 海关备案 (CR number).** Every exporter is filed with China Customs. Ask for the registration code; a factory shipping under its own name has one.

D2 **Three redacted Bills of Lading.** Ask for B/L copies (consignee blacked out) from the last 12 months showing **them as shipper**. Real exporters produce these in a day; pretenders produce excuses.

D3 **Export tax-rebate filing 出口退税.** Regular exporters file rebates monthly — a routine document for any real export finance department.

D4 **AEO status 海关AEO认证 (bonus).** "Authorized Economic Operator" = customs-vetted, priority clearance. Rare, and a genuinely strong signal when present.

READING THE ANSWERS

What you find	Meaning
Own CR code + own-name B/Ls	**Direct exporter — simplest structure for you**
CR code but B/Ls via an export agent	Factory + export agent — normal for mid-size factories; get the agent's name and verify it too
No CR code at all	Domestic-only seller; your goods will exit under a third party you don't control — price that risk in
Refuses all three documents	**"Worldwide export" claim fails Level 3. Decide accordingly**

Destination-market fit: ask **where** they export. A supplier already shipping to the EU understands CE paperwork, WEEE/packaging registration and EU labelling; one shipping only to Africa or the Middle East may genuinely not.

IDEAL MIX

30 %+

Share of their output already going to your destination region — processes tuned to your market's rules

B/L REFERENCES

3

Within the last 12 months, them named as shipper — anything less is an unverified claim

AEO CERTIFIED

Top

Customs' own audit of compliance and solvency — treat as pre-verified when present

Payment-account echo: while checking export records, confirm the beneficiary bank account name equals the licensed company name (Page 11). Export-capable companies have foreign-currency accounts in the company name — personal or third-party accounts remain a hard stop, whatever the export story.

COMPLIANCE №1 · 产品认证

The certificate your market demands — and how to spot a fake one

Verify cert numbers with the issuer, always

Compliance is **your** legal exposure as the importer, not the factory's. A missing or forged certificate means customs seizure, product recall or liability in **your** country. Decide required certifications in Phase 1 (Page 03), then verify each one with its issuer — never with the PDF alone.



Market	Key marks & when required	Verify with
EU	**CE** (mandatory for most electronics/machinery), **RoHS** (hazardous substances), **REACH** (chemicals), EN standards per product	Notified Body database (NANDO) for the 4-digit NB number on the certificate
UK	**UKCA** (CE transition rules apply per product category)	UK approved-body register
USA	**FCC** (radio/EMC), **UL/ETL** (safety, de-facto required by retailers), **FDA** (food-contact, cosmetics, medical), **CPSIA** (children's products)	FCC ID database; UL/ETL online cert directories; FDA registration number lookup
Germany+	**LFGB** food contact, **GS** mark (voluntary but retail-critical)	Issuing lab (TÜV/SGS/Intertek) certificate verification portals

FOUR FORGERY TELLS · 假证书四信号

- ! Certificate holder name ≠ your supplier's legal name (borrowing a sister company's cert is still fraud for your order).
- ! Certificate number returns nothing — or a different product — on the issuer's verification portal.
- ! "CE" with no test report and no technical file behind it; self-declared CE on products requiring a Notified Body.
- ! Expired cert renewed in the PDF only — check issue/expiry dates against the issuer's database.

CERTIFICATE ≠ TEST REPORT ≠ YOUR PRODUCT

Three documents, three questions

1. Certificate — does the number verify with the issuer? **2. Test report** — was it issued by an accredited lab (CNAS 认可 in China / ISO 17025)? **3. Scope** — does the certified model list cover **your exact SKU**, or just one showcase model? Most "we have CE" claims die at question 3. Your PI must name the certified model numbers.

NEGOTIATION ANGLE

Certification cost is negotiable; certification responsibility is not.

Put it in the PI: "Products shall comply with [directives/standards]; supplier provides valid certificate + accredited test report covering the PO models; goods failing destination-market compliance are rejected at supplier's cost."

100%
OF CERT NUMBERS TO VERIFY WITH ISSUERS BEFORE DEPOSIT

COMPLIANCE №2 · 体系认证与周期

Factory certifications: real value, real timelines, real costs

Plan certification lead time **3–12 months**

If your product or your customers require factory-level certifications (quality systems, social compliance), the timeline reshapes your whole sourcing calendar. A factory that "will get ISO soon" is a factory that **doesn't have it** — budget months, not weeks.

Certification	What it proves	Typical cycle	Typical cost (USD)	Validity
ISO 9001 质量管理体系	Documented quality processes	3–6 months	3k–10k	3 yrs + annual surveillance
ISO 14001 / 45001	Environmental / occupational safety systems	4–8 months	5k–15k	3 yrs + surveillance
IATF 16949 (automotive)	Automotive-grade quality system	9–18 months	20k–60k	3 yrs + surveillance
BSCI / Sedex (SMETA)	Social compliance — labor, safety, no child labor; demanded by EU/US retail chains	Audit in 4–8 weeks; remediation 2–6 months	2k–6k / audit	1–2 yrs per audit cycle
GMP / HACCP (food, cosmetics)	Hygiene & process control	6–12 months	10k–50k	Ongoing inspections
Product certs (CE/FCC/UL per SKU)	See Page 13 — product-level, not factory-level	2–8 weeks testing	1.5k–15k per SKU family	Per standard revision

WHO PAYS — THE HONEST ANSWER

Factory-pays certs (ISO, BSCI) are their market-entry ticket — be suspicious of any "certified" factory that can't show the certificate and last surveillance report. **Product-specific certs** for your custom SKU are usually shared or buyer-paid; negotiate cost-sharing against order volume, and demand the certificate lists **your models** with you named as certificate co-holder where the scheme allows.

TIMELINE TRAP · 周期陷阱

"We can get certified" adds **3–12 months** to your project — and certification can *fail*. If your market legally requires the cert, only shortlist factories already certified, or treat certification as a paid, milestone-based project with a pre-agreed fallback supplier. Never pay a deposit against a promise of future compliance.

✓ **Verify system certs too:** ISO cert numbers verify with the issuing body (must be CNCA-approved in China); BSCI/Sedex audits appear in the platform databases your retail customers can access.

✓ **Check the scope line:** an ISO 9001 certificate scoped to "trading of electronics" does not cover manufacturing — the scope text matters as much as the logo.

BUDGET RULE · 预算法则

Certification is a line item in your landed cost — and a date on your launch calendar.

Before signing any PI, write down: which certs your market legally requires, who pays for each, and the month each must be in hand. A USD 4,000 testing budget and a 10-week lab queue planned today beat a missed retail season tomorrow.

3–12mo
TYPICAL FACTORY-CERT LEAD TIME TO PLAN AROUND

NEGOTIATION • 谈判要点

Price is one lever. You have seven.

Leverage comes from alternatives, not volume talk

Chinese factories expect negotiation — the first quote carries 10–20% of negotiation margin. But buyers who only hammer price get their margin back through material downgrades. Negotiate the **package**: price, terms, lead time, quality liability and tooling ownership together.

L1 Unit price & ladder. Demand tiered pricing at 3 volumes. Committing the annual forecast (not the PO quantity) unlocks the bottom tier.

L2 MOQ. MOQ exists to cover setup and material minimums. Lower it via: standard colors/materials, shared production slots with other buyers' orders, or a small surcharge — often cheaper than holding 3× the stock.

L3 Payment terms. First order: 30/70 T/T. From order 3–4, negotiate 20/80, then 30-day terms. Better cash flow is worth more than 1% off.

L4 Lead time & penalties. A 45-day lead time with a 0.5%/week late-delivery penalty beats a 30-day promise with no teeth.

L5 Quality liability. Defect allowance %, replacement freight responsibility, claim window. Free to concede now — priceless at the first defective container.

L6 Tooling/molds. Negotiate ownership, buy-back price and the clause forbidding use for other customers. Molds are leverage: whoever owns them owns the relationship's exit terms.

L7 Exclusivity & IP. Territory exclusivity, NNN agreement (non-disclosure, non-use, non-circumvention) before sharing designs — enforceable in Chinese courts when drafted in Chinese.



NEGOTIATION ETIQUETTE IN CHINA • 谈判文化

Relationship first (关系): factories invest in buyers they expect to keep for years — say so, and mean it. **Face (面子):** never corner the boss into a public "no"; give exit ramps and you'll get concessions in return. **The boss matters:** meaningful discounts and term changes come from the 老板, not the sales rep — ask for a decision-maker call once the deal is real. **Silence is a tool:** pausing 2–3 days on a counter-offer often moves price further than ten arguing emails.

DO / DON'T

DO Anchor with your target cost from Page 03, justified by competitor quotes.

DO Get every concession into the PI the same day — verbal agreements evaporate at production.

X Don't compare their price to a fake "other offer" you can't document — buyers who bluff lose credibility instantly.

X Don't negotiate price after tooling is paid — your leverage peaked before that wire.

LEVERAGE CHECK

You negotiate best when you can walk away.

Keep the backup supplier (Page 04) warm through sampling. A supplier who knows they're your only option reads it in your emails — and prices accordingly.

7
LEVERS BEYOND UNIT PRICE

PRICE CHECK · 价格核对

Is the price right? Four ways to know

Never accept the first number — or the lowest

You cannot audit what you cannot decompose. A credible factory will discuss its cost structure in ranges; a fraud hides behind "best price". Use all four methods — they take hours, and they pay for the entire trip.

METHOD 1 — COST BREAKDOWN 成本拆解

Ask for the open-book split. Typical export-factory structure:

Component	Typical share
Raw materials & components	50–70%
Labor	8–15%
Overhead, energy, depreciation	8–12%
Packaging	5–15%
Factory margin	10–20%

Then sanity-check the biggest line: current material prices are public (Shanghai Futures Exchange for metals, China Plastics Price Index, pulp indexes). If copper fell 12% and your quote rose — ask why.

METHOD 2 — CROSS-QUOTING 交叉比价

Identical spec to 5–8 suppliers (Page 07). Drop the top and bottom outliers; the credible cluster's median ≈ market price. Quotes 40%+ below cluster: ask exactly which material or process they changed — the answer is your quality risk, priced.

METHOD 3 — INCOTERM MATH

Compare EXW vs FOB vs CIF quotes from the same factory. EXW→FOB difference ≈ inland freight + export clearance (typically 3–8% of goods value). A huge gap means padding; a zero gap means they'll recover it elsewhere.

METHOD 4 — LANDED-COST BACK-CHECK

Build your landed cost bottom-up: EXW + inland + export fees + ocean/air freight + insurance + duty (HS-code tariff) + local handling. If the factory's CIF quote lands below your own cost build — the margin is hidden in the product, not the invoice.

! **Sample-price trap:** sample at USD 8, bulk at USD 8.50 "because volume" — samples are normally subsidized; equal sample/bulk pricing signals a padded bulk quote.

! **Tooling amortization trap:** mold charged in full *and* amortized into unit price. Pick one, in writing.

! **Hidden-cost lines to force onto the quote:** export documents fee, palletizing, fumigation (wood packaging), THC at origin, banking fees, inspection-loading supervision.

✓ **Price-validity clause:** quotes should carry a validity window (30–60 days) and a raw-material index trigger for re-pricing — protects both sides from commodity swings.

THE 40% RULE

A price 40% below the credible cluster is not a bargain. It's a different product.

Thinner steel, recycled plastic, skipped QC, untested components — the discount is already inside your goods. If you accept it, accept it knowingly and inspect accordingly.

5–8
IDENTICAL-SPEC QUOTES FOR A VALID MARKET PRICE

PAYMENT · 付款方式与安全

Structure payments so a bad surprise costs you 30%, not 100%

Golden structure: **30 / 60 / 10**

Payment terms are risk allocation, not bookkeeping. Every percentage point you pay before inspection is a percentage point of leverage you donate. Choose the instrument by relationship stage, and tie every installment to a verifiable event.

Instrument	Your risk	Use when
T/T 30% deposit + 70% after PSI 电汇	Low–Med	The default for orders 1–3 with a verified factory; balance moves only on passed inspection report
L/C at sight 信用证	Low	Large orders (USD 50k+); bank pays against conforming documents — but documents, not goods. Add PSI certificate as a required document
Platform escrow (Trade Assurance)	Low	First orders with platform suppliers; enforceable only on terms written into the platform contract
O/A open account 赊销 (30–90 days)	Supplier's risk	Only after 1–2 years of clean history — ask for it as your relationship matures (Lever L3)
100% upfront / personal account / Western Union	Extreme	**Never.** Not for samples over USD 500, not "because boss asked", not ever



THE №1 PAYMENT SCAM · 账户变更诈骗

"Our bank account has changed"

Compromised email + a real ongoing order = the classic mid-deal account switch. **Protocol, no exceptions:** any account change is verified by video call with your known contact at their known number, confirmed in a signed, chopped 公章 document, and cross-checked against the licensed company name (Page 11). A five-minute call defeats a five-figure fraud.

MILESTONE PAYMENT STRUCTURE · 里程碑付款

30% Deposit — after PI signed + verification gates 1–2 passed (Pages 08–12).

60% After passed PSI report with photo/video evidence (Page 21).

10% After B/L copy + document set verified — keep this until goods sail.

For large orders, add a 5–10% quality-retention released 30–60 days after arrival — suppliers accept it when asked early, never when asked late.

Beneficiary rule, once more: the receiving account name must equal the PI-signing company's licensed Chinese name. "Pay our HK office / boss's cousin / export partner" = your anti-fraud perimeter is gone. Wire only to the verified entity.

CONTRACT · 合同与形式发票

Ten clauses that decide who wins the dispute you hope never happens

PI + annexed spec = your enforceable core

In Chinese courts and arbitration, the written, chopped contract rules — emails and calls are context, not evidence. Your Proforma Invoice plus its annexes must stand alone. Ten clauses, in order of how often buyers regret missing them.

01 Full spec annex. Spec sheet + golden-sample photos + defect list attached and referenced: "as per Annex A, revision dated …". The PI without annexes describes nothing.

02 Quality standard & AQL. "Inspection per ISO 2859-1, Level II, AQL 2.5 major / 4.0 minor; third-party PSI at buyer's choice; failed PSI costs re-inspection at supplier's cost."

03 Late-delivery penalty. 0.5% of PO value per week, capped at 10%; beyond cap, buyer may cancel with full deposit refund.

04 Defect remedy ladder. Repair/replace/refund + who pays freight each way; claim window (e.g. 60 days after arrival); evidence format (photos, video, third-party report).

05 Compliance warranty. Products meet named directives/standards (Page 13); non-conforming goods rejected at supplier's full cost.

06 Tooling & IP ownership. Molds are buyer's property; storage, maintenance, buy-back price, no use for third parties; NNN agreement attached for custom designs.

07 Incoterm + named place. "FOB Shanghai, Incoterms 2020" — not just "FOB". The named port decides who pays and who bears risk where.

08 Payment milestones. The 30/60/10 structure from Page 17, each tied to its documentary trigger.

09 Dispute resolution. CIETAC (Shanghai/Shenzhen) or HKIAC arbitration, English language, seat and rules named. Chinese court litigation is also viable; avoid "friendly negotiation only" clauses.

10 Language & chop. Bilingual contract with the Chinese version prevailing (it's what a Chinese court reads); company chop 公章 on every page of every annex; legal representative or authorized signer named.

THE CHOP · 公章

In China, the red round company chop binds the company — a signature alone often doesn't. No chop on the PI = you may hold a document signed by "someone". Verify the chop's company name matches the license character for character.

COMMON PI WEAKNESSES TO REFUSE

"Quality: good" — undefined. "Delivery: ASAP" — unenforceable. "Disputes settled amicably" — means nowhere. "Warranty: 1 year" without remedy or freight allocation — decoration. Send every such line back for definition; a supplier who refuses definition is telling you how disputes will go.

PRACTICAL THRESHOLD

Above USD 10–15k per order, have a China-trade lawyer review the first contract template once.

One reviewed template then serves every future order. This is cheap insurance — one afternoon of legal fees against your entire deposit and margin.

10
CLAUSES BEFORE THE DEPOSIT MOVES

SAMPLING · 打样与产前确认

Mass production starts only when the golden sample says so

Sample 2–3 suppliers in parallel, always

Samples are your cheapest quality audit. Order from 2–3 shortlisted suppliers simultaneously, evaluate against the same spec sheet and defect list, and let the results — not the relationships — pick your factory.

Sample type	What it proves	Typical cost	Typical lead time
Stock / factory sample 现货样	Baseline workmanship of their existing line	Unit price + courier	3–7 days
Custom sample 定制样	Ability to execute **your** spec — materials, tolerances, finish	1.5–5× unit price; tooling extra	1–4 weeks
Pre-production sample 产前样 (PPS)	Made with mass-production materials, on mass-production tooling — the true preview of your order	Often free against PO	1–2 weeks after tooling
Golden sample 封样	The binding standard — signed, dated, photographed, sealed; one copy each for buyer, factory, inspector	—	Sealed before mass production starts

SAMPLE EVALUATION PROTOCOL

1. Measure everything against the spec sheet — dimensions, weight, material (use a material tester for critical metals/plastics), finish, function.
2. Destructive-test one unit where relevant: drop, stress, disassemble. What breaks at your desk breaks at your customer's.
3. Document deviations in writing; get the factory's correction plan per point — the PPS must close every one of them.
4. Only then: seal the golden sample. Photograph it with date + both signatures; courier one unit to your inspector now.

SAMPLING RED FLAGS

- ! Perfect sample, but the factory can't produce it on the PPS — classic sign the "sample" was bought from someone else's line.
- ! Pressure to skip PPS "to save time" — the PPS is the only sample that predicts mass production.
- ! Sample ships from a different address or company than the licensed factory — whose line made this?
- ! Refusal to sign/date a golden sample — a supplier avoiding a binding standard is planning to deviate from it.

GATE 2 · CHECKPOINT

No golden sample, no mass production. No exceptions for "trusted" suppliers.

The golden sample converts every future argument from "your word against theirs" into "compare unit against sealed unit" — and your PSI inspector (Page 21) uses exactly this unit as the standard.

2–3
SUPPLIERS SAMPLED IN PARALLEL

FACTORY AUDIT · 下单前验厂

Walk the floor before the floor walks your money

Third-party audit:
USD 300–800 / man-day

The audit confirms in person everything Pages 08–12 checked on paper: the factory exists, the capacity is real, and a working quality system stands between your money and a container of defects. Audit **before** the first serious order, and re-audit annually or after any major quality failure.

THE 12-POINT AUDIT CHECKLIST · 验厂清单

01 Business license on the wall matches your verified entity (Page 11)

02 Worker count on shift vs 参保人数 claimed (Page 09)

03 Machine list vs reality: count, age, maintenance logs

04 Production line running **your product type**, not just "a" product

05 IQC station: incoming materials inspected, records kept

06 IPQC: in-process checks with sampling records per shift

07 OQC + test equipment: calibrated, certificates current

08 Warehouse: raw material segregation, FIFO, humidity control where relevant

09 Defect handling: quarantine area, rework records, 8D reports for past claims

10 Subcontracting: which processes leave the building — and to whom

11 Social compliance basics: working hours, PPE, no child labor indicators

12 Export packing area + loading dock: matches the volume they promise you



DIY VISIT vs THIRD-PARTY AUDIT

	Your visit	Third-party (SGS/BV/TÜV/QIMA)
Cost	Travel + your time	USD 300–800 / man-day
Depth	Relationship + gut feel	Standardized scoring, calibrated checks, photo report
Best for	Finalists, relationship building, boss meeting	Objective gate before deposit; evidence grade

Best practice: third-party audit for the gate, personal visit for the relationship — same trip, two purposes.

READING THE AUDIT SCORE

85–100: approve. **70–84:** approve with corrective actions and a 60–90 day follow-up. **Below 70:** do not place the order — the cost of finding a better factory is trivial next to one failed container. **Any critical fail** (no real line, fake records, safety violations) overrides the total score: walk away.

Unannounced beats announced. If you use a third party, ask for a semi-unannounced window (48–72h notice). A factory that needs a week to "prepare the workshop" is telling you what the workshop usually looks like.

PSI · 出货前检验

USD 300 of inspection guards 100% of your balance payment

Book 3–5 days ahead at 100% produced / 80% packed

The PSI is the last moment quality costs the **supplier** money instead of you. Once the container sails and the balance clears, every defect becomes your loss. Never skip PSI on the first three orders with any factory — or on any order above your pain threshold.

IPC — 0–20% PRODUCED

Initial Production Check

First units off the line vs golden sample; catches material/component substitution before 10,000 units inherit it.

DUPRO — 30–60% PRODUCED

During Production

Line-speed quality drift, workmanship trends, schedule reality-check. Optional but valuable on large orders.

PSI — 100% DONE • 80% PACKED

Pre-Shipment Inspection

The mandatory gate: AQL sampling on finished, packed goods. Pass → release balance payment per contract.

CLC — LOADING DAY

Container Loading Check

Right goods, right quantity, right cartons, container condition + seal number photographed. Kills swap-and-short fraud.

AQL IN 60 SECONDS • AQL 抽样标准 (ISO 2859-1, Level II)

Order size	Sample	AQL 1.0 (critical)	AQL 2.5 (major)	AQL 4.0 (minor)
2,800–10,000	200	≤5 defects	≤10 defects	≤14 defects
10,001–35,000	315	≤7	≤14	≤21
35,001–150,000	500	≤10	≤21	≤21*

*Verify exact accept/reject numbers against the ISO 2859-1 tables for your lot size — your inspector applies them mechanically. **Critical defects = 0 tolerance, always:** safety hazards, legal non-compliance, wrong product.

WHAT THE INSPECTOR ACTUALLY DOES

- ✓ Random-carton selection from packed stock (not supplier-picked "representative" cartons)
- ✓ Cosmetic + function + measurement checks vs golden sample and spec sheet
- ✓ Packaging, labeling, barcodes, manuals vs your requirements
- ✓ Photo/video evidence of every defect, same-day report with pass/fail verdict

Cost reality: PSI runs USD 200–400 per man-day — usually one day. A failed PSI under your contract clause (Page 18, №02) bills the re-inspection to the supplier.

GATE 3 • CHECKPOINT

Balance payment releases only on a passed PSI report — this is written into your PI (Page 17–18).

"The goods are already on the water, please pay" is the sentence this gate exists to prevent. If goods shipped before PSI, the balance stays until arrival inspection — negotiate that fallback *before* it happens.

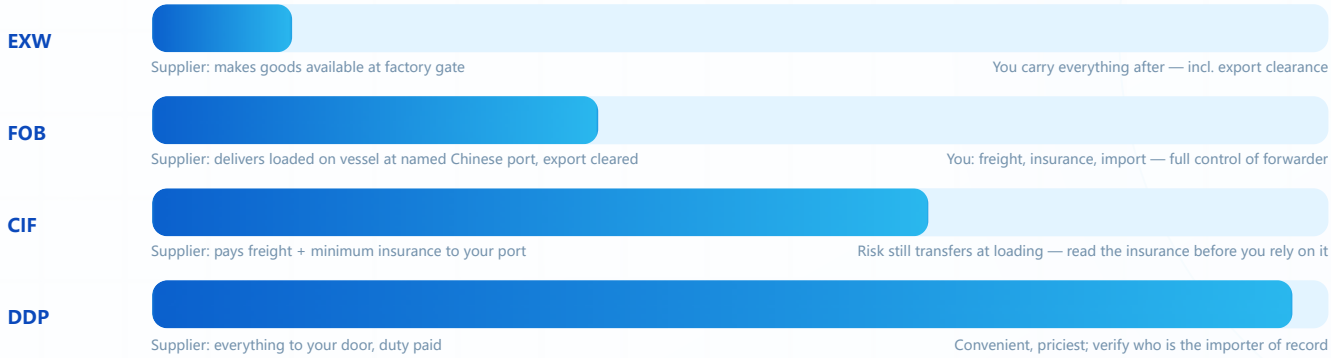
0
CRITICAL DEFECTS ACCEPTED, EVER

LOGISTICS · 物流与出口

Incoterms decide who pays for the problem

Default for buyers:
FOB named port

Incoterms 2020 split cost and risk between you and the supplier at an exact geographic point. Choose deliberately — "CIF" sounds convenient until a damaged container becomes an argument between two insurers in two languages.



EXPORT DOCUMENT CHECKLIST · 出口单证

- **B/L** **Bill of Lading 提单** — title to the goods; original or telex release, consignee details exactly right
- **CI** **Commercial Invoice 商业发票** — customs valuation basis; must match PI and payment
- **PL** **Packing List 装箱单** — cartons, weights, dimensions; drives your warehouse plan
- **CO** **Certificate of Origin 原产地证** — tariff preferences (e.g. RCEP, Form A) can cut your duty meaningfully
- **+** **Product-specific:** fumigation cert (wood packaging), test reports, insurance policy (CIF/CIP), export licence where the category requires one

EXPORT-SIDE WATCHPOINTS · 出口注意事项

- **HS** **Confirm the HS code before ordering** — it sets your duty rate and any import licence needs; wrong classification = seizure or retroactive duties
- **EL** **Export restrictions:** certain categories (dual-use, some chemicals, rare-earth products, drones) need Chinese export licences — a supplier brushing this off is a schedule bomb
- **FW** **Choose your own forwarder under FOB** — supplier-appointed forwarders under CIF answer to the supplier, not to you
- **IN** **Insure at 110% of CIF value**, all-risks clause; photograph container condition + seal at loading (Page 21, CLC)

Beginner default: FOB (named port) + your own freight forwarder + your own all-risks policy. You keep control of the transport chain, the documents and the insurance claim relationship — while the supplier still handles Chinese export clearance, which is their home turf.

RISK PLAYBOOK · 骗局识别与争议处理

The six scams that still work — and the ladder that resolves disputes

Evidence first escalate second

THE SIX PATTERNS · 六大骗局

S1 **Bait & switch:** golden-sample grade A, container grade C. Defense: PSI on every early order (Page 21).

S2 **Deposit disappearance:** new "company", great price, gone after 30%. Defense: registry age, L3 verification, no exceptions (Pages 08–12).

S3 **Account-switch fraud:** hacked email mid-deal. Defense: the video-call protocol (Page 17).

S4 **Forged documents:** certs, B/Ls, audit reports. Defense: verify every number with the issuer (Pages 12–13).

S5 **Short-ship & swap:** right container, wrong contents. Defense: container loading check + seal photo (Page 21).

S6 **The slow bleed:** each order slightly worse, slightly later. Defense: track trends per order; re-audit at the second consecutive decline.

THE DISPUTE LADDER · 争议升级阶梯

1. **Secure evidence immediately:** photos/video with dates, retain samples of defective units, independent inspection report, all correspondence exported.
2. **Formal written claim** citing PI clause numbers, evidence attached, remedy + deadline stated. Chinese suppliers respond to structured paper, not angry calls.
3. **Platform claim** (if Trade Assurance / platform escrow) — file inside the claim window; this is why terms were written into the platform contract.
4. **Leverage the balance:** unpaid milestones are your negotiating position — this is why payment was staged (Page 17).
5. **Lawyer's letter 律师函** — inexpensive, surprisingly effective in China; signals the file is arbitration-ready.
6. **Arbitration** per your clause (CIETAC / HKIAC) — winnable with the document set this manual had you build; expensive only when the paperwork is weak.

CLAIMS WON WITH DOCS

High

Chopped PI + annexed spec + PSI report + staged payments = most disputes settle at ladder step 2

CLAIMS WON ON VIBES

≈0

"They promised on WeChat" has settled very few containers' worth of losses

BEST DISPUTE

None

The dispute you prevented at Page 09 costs nothing at all

If fraud is confirmed (forged entity, disappearance): report to the platform, file with local police 报警 via your China-side advisor, and notify your embassy's commercial section. Recovery odds are low — which is precisely why Phases 1–5 exist.

MASTER CHECKLIST · 总清单

Print this page. Run it on every order.

24 checkpoints
6 phases

P1 **Prepare:** ① spec sheet written ② compliance list confirmed ③ target landed cost calculated ④ volume plan + packaging spec defined

P2 **Find:** ⑤ two channels combined ⑥ longlist 20–50 built ⑦ identical 12-field RFQ sent ⑧ replies scored, 5–8 shortlisted

P3 **Verify:** ⑨ license verified on gsxt.gov.cn ⑩ 参保人数 vs claims checked ⑪ unannounced video factory tour done ⑫ export record (B/L refs) confirmed ⑬ every cert number verified with issuer ⑭ bank beneficiary = licensed name

P4 **Negotiate:** ⑮ 3+ identical-spec quotes compared ⑯ 10 PI clauses in place, chopped ⑰ staged 30/60/10 payment tied to gates ⑱ samples from 2–3 suppliers, golden sample sealed

P5 **Control:** ⑲ factory audit passed (or DIY 12-point walk) ⑳ PSI booked at 100%/80% ㉑ passed PSI before balance

P6 **Ship:** ㉒ Incoterm named, forwarder chosen ㉓ document set complete (B/L, CI, PL, CO, insurance) ㉔ loading check + seal photo done



NEXT STEP · 下一步

Prefer a verified shortlist instead of a learning curve? Work with a buyer-side advisor.

TRANS·MISSION runs this exact playbook for you: supplier discovery from a 280,000-company database, registry and fake-factory verification, bilingual negotiation, contract review, factory audits and AQL inspections — as your buyer-side advisor, never a middleman taking factory margins. Advisory engagements USD 1,000–3,000 per project, milestone-billed.

280k
SUPPLIER DATABASE · BUYER-SIDE ONLY

CONTACT · 联系

TRANS·MISSION · 创拾觅深
Timothy Song · timothy.song@trans-mission.top
trans-mission.top · 让机会流动，让使命达成
Shanghai, China · Oracle Shanghai AI Innovation Center member
Networks: CCILC · ASEAN · APEC · DTI

LEGAL NOTE

This guide shares practical experience for general reference; it is not legal, tax or customs advice. Regulations, tariff rates and certification requirements change — confirm current rules for your product and market before ordering. Figures such as costs and timelines are typical ranges, not guarantees. © 2026 TRANS·MISSION. May be shared unmodified with attribution.