

Importing From China

It has not been long before China was seen as a nation specializing in low cost replicas with absolutely no focus on quality and value. China however had no intention of remaining just a low-cost source of third class imitated products. With steps taken by their Government like revolutionizing their educational system and giving benefits to the companies that bring technology to the country, China has successfully managed to break the notion. According to PRC General Administration of Customs, the top exports of china in the year 2007 were electrical machinery & equipment and power generation equipment respectively. That's a significant shift from agriculture sector to industrial. China is now world's largest exporter of technology goods. Even the country like Japan is among the top 5 countries, importing from China.

Although, importing from China with such positives may look like a source of easy money, it has its fair share of negatives. So before you embark upon the idea of starting imports from china with dreams of huge profits in your mind, you must not overlook these problems which might occur once you get into this trade.

1. Finding Suppliers:

While finding a supplier from China seems like a walk in the park (there are so many on internet and yellow-pages), it isn't that easy. Reason, you cannot just trust any supplier which comes your way while searching on the internet. Check for credibility; find some well known company rather than just choosing the one with lowest price quotes.

2. Payment Issues:

Most important thing when striking out a deal with some Chinese exporter is to finalize the payment method with him. Issues like payment method, currency in which payment will be made, how much will you pay in advance? Should be discussed and settled as soon as possible, to avoid complications in future.

3. Communication:

Another hurdle which has been there for long is communication problem. Although more and more Chinese now seems interested in learning English to expand their opportunities, it will take some time before they start getting familiar with English language norms. Till then you have to rely on your communication skills and ability to convey your message clearly. Know the terms used in this part of the world. When making an order, be very clear in your product specifications. Re-check by inquiring, what they understand of your instructions. Clearly state what should be produced and how it should be produced. Give crystal clear instructions on what material should be used, or you will end up having "lead painted toys".

4. Quality Control Problems:

Very recently issues like kid's toys having lead paint, or livestock and pet food having chemicals, injurious to animal's health have raise eyebrows over quality of China's exports. Problem lies partially at Chinese manufacturer's side and partially in drastic efforts to cut cost to its minimum. While your prime reason for importing from China is "low-cost", make sure you are getting products which don't fall below standards of your market. Arrange for some agent or third party in China which will ensure quality check on your part before your order is shipped to you.

About the Author

William King is the director of [UK Wholesalers & Dropshipper Suppliers Trade Directory](#) , [Worldwide Dropshippers & Dropshipping Suppliers Directory](#) , [Wholesalers & Dropshippers & Dropshipping Suppliers Directory](#) and [Wholesalers & Wholesale Suppliers Trade Directory](#). He has 18 years of experience in the marketing and trading industries and has been helping retailers and startups with their product sourcing, promotion, marketing and supply chain requirements.

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