

TOP THREE MISTAKES WHEN IMPORTING FROM CHINA

1

BLIND FAITH IN QUALITY

It's not what you expect; it's what you inspect. One must take trust out of it and have real proof. While quality might be your top priority, it won't always be theirs. It's too late to do inspections once the items arrive in the U.S. Make sure your factories are doing quality checks before shipment and, if possible, have someone on your staff located in China to handle quality inspections.

2

NEVER TRUST A CONTRACT

Although China has modernized and advanced their technologies, they still stick to their old school ways. Cultural & historical influences cause them to view contracts as temporal agreements that change as market conditions fluctuate. Have important documents written in both English and Chinese, and use the Chinese translation as the legal binding document.

3

RUSHING THE PROCESS

While we may want everything here and now, China doesn't operate like this. They will always want to rush you, which may lead to costly misunderstandings or them choosing to ignore your wishes. Be patient and clear with your intentions. Take time to observe and learn their culture through long lasting, in-person relationships.