



China Sourcing Contract

Engineering | Quality | Supply Chain | Compliance



Importers in the US have been aware the importance of building healthy business relationship with their sourcing partner. Relationship (guanxi) in China business community has its unique significance. So called "guanxi", it actually reflects depth of feeling within an interpersonal relationship, the moral obligation and social status.

Chinese organization is more of "people managed" versus "system managed". Good guanxi with your factory will help you with pricing, production schedule, quality, compliance, shipping priority, payment term, customer service, dispute settlement, and more. Usually you deal with factory's sales representative, who can communicate with you in English. You should try to upgrade your business relationship by making connection with the top management of the factory. However, there are delicacies dealing with relationship (guanxi). We have been working with Chinese factories for more than 20 years. We can help you to build healthy relationship with your factory.

Entering into product sourcing contract with your sourcing partner is the most important step to confirm the relationship as well as to align mutual interest, define responsibility, liabilities, and settlement for potential contract breach. We have strong knowledge and experience with business system and culture in both China and the US. We are well versed with international commercial terms (Incoterm 2000) and Uniform Customs and Practice for Documentary Letters of Credit (UCP 600). These are fundamentals for establishing contract for international trade. More importantly, our engineering background and industrial knowledge can really help you with specific clauses on products, their warrantee, and after-sale-services.

[Visit our website for more detail about our sourcing contracting service.](#)

About SpecsPro

SpecsPro LLC was registered in Minnesota in 2003. Our sourcing specialists have a range of working experiences from 10 to 20 years in import/export, product sourcing, manufacturing, engineering and quality assurance.

The combined knowledge and skill sets of our associates cover a wide range of industrial areas in both business and engineering. Our team of managing associates work from locations in the US and China. We serve US importers from all states and handle sourcing operations in all major cities in China.

We are well versed with business system, business culture and practice in both China and the US. Our industrial experiences come from our solid work history in import / export companies, manufacturers, carriers, freight forwarding and customs brokerage services.



We have an extended business network across the Pacific Ocean. Combined capabilities in business and engineering have become our great strength and the added-value to our clients. We have developed an advance business system in providing reliable and consistent solutions for sourcing products from China.

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