

Sourcing Commercial Spaces from China, Done Right

Your on-the-ground supply-chain partner
in Foshan

Verified Factories

Bilingual Follow-up

Milestone QC

Consolidated Shipping

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Executive Summary

What I Can Do for You



A Supply-Chain Partner, Not a Supplier List

I help overseas buyers source commercial-space furniture, building materials, lighting and modular buildings from Foshan — and I manage every order end to end. You deal with one accountable person; I run supplier selection, bilingual communication, milestone quality control, export paperwork and consolidated shipping.

30+

Factories visited in person

6 core / 15+

Export-ready partners

6+

Fit-out product categories

10+ target Market reached

- ◆ Independent sourcing practitioner, based full-time in Foshan, Guangdong, China (GMT+8)
- ◆ BNI Winners Chapter, Foshan — Vice President, member since 2024
- ◆ Based inside the Foshan furniture & building-materials cluster, within driving distance of every partner factory
- ◆ NDA on request; the original factory PI is available so you can verify pricing



Why Sourcing Goes Wrong — and How I Prevent It

What buyers run into	Why it happens	What you get with me
Information asymmetry — polished catalogues, unknown real capacity	You cannot visit, and listings rarely reflect the real factory	A factory I have audited in person: workshop, lines, certificates and a live video walk-through
Quality drift — an approved sample, an inconsistent bulk order	Nobody is on the factory floor at the critical stages	Milestone QC reports at material-in, assembly and pre-packing
Slow, lossy communication	Time zones, language, three email rounds per spec	One bilingual contact — you confirm in English, I handle the Chinese side
A fragmented process	Mixed Incoterms, scattered suppliers, paperwork from many sources	One owner from matching to loading; one consolidated container and one document pack

How I Get Paid — No Hidden Markups, Ever

My income is an export service fee, agreed in writing before any order. Two transparent models:

- **Buyer-side service fee:** a transparent 8% (for the first order, 7% for repeat orders) of order value, quoted up front. The factory's PI is shown to you at cost.
- **Supplier-side fee:** the factory pays an export service charge; your price is the factory's agreed export price, and the original PI is yours to check on request.
- **No information arbitrage:** I never inflate a factory quote and resell it to you.
- **Full disclosure:** any factory rebate is declared and offset — it never quietly changes your price.
- **Only one fee model applies per order** — I never charge both sides.

One quote, three visible layers — factory price, my fee, logistics. You always see all three.

Our Service Process



Three Ways to Engage Me

Service	What it covers	Best fit	Fee basis
A • Sourcing Only	Requirements clarified; a 1–3 factory shortlist; comparison report; video introduction	First-time buyers, a single category	Flat fee from USD 300 / category (deductible from first PO commission)
B • Full PO Management	Everything in A, plus samples, contract review, production follow-up, QC coordination, documents and shipping	Project orders and repeat buyers	8% of PO value; 7% of PO value_(for repeat buyers)
C • Consolidation	Goods from several factories combined into one FCL/LCL with a single document pack	Mixed-category fit-out projects	Per container / service

Every option begins with a free 15-minute call and a preliminary sourcing proposal within 24 hours.

From Inquiry to Port — Visible at Every Step

Phase (timing)	What I do	What you receive
1 • Match (D0–D2)	Confirm your RFQ in writing; shortlist the 1–3 best-fit factories	Sourcing comparison sheet within 48h
2 • Verify & Sample (D2–D5)	Three-way video tour with live interpretation; sample approval; PI/contract review	Factory audit note, meeting minutes and a sample schedule
3 • Produce & Control	Reports at material-in, assembly-done and pre-packing; pre-shipment inspection; booking, paperwork and loading supervision	three milestone reports, a PSI report and loading photos/video
4 • Ship & Repeat	Full document set; in-transit follow-up; after-sales and re-order review	Shipment document pack and a post-delivery check-in

First reply within 8 working hours · Preliminary proposal within 24h · Every milestone reported within 24h

Quality Is Controlled Before It Ships — Not Hoped For

- **Four inspection gates:** IQC (raw material) → IPQC (in process) → FQC (finished goods) → pre-shipment inspection, tailored to your product.
- **Evidence on every order:** dimension and finish checks, quantity counts, packaging and labeling — with dated photos/video at each gate.
- **Independent option:** on request, independent third-party inspection can be arranged (e.g. SGS/BV); the paying party is stated on the PI.
- **If a defect is found:** the root cause is documented, then rework, replacement or a price deduction is agreed in writing before shipment. You never receive a container you have not approved.



Clear Terms Before We Start

Commercial terms

- Incoterms: **EXW / FOB / CFR / CIF / DDP** quoted per shipment; one Incoterm across every factory in a consolidated order, so landed costs compare cleanly.
- Payment: standard 30% deposit / 70% against B/L copy; L/C at sight for qualified orders; samples charged as quoted.
- Lead time: stated in working days on each PO, counted from deposit and artwork sign-off.

Compliance & export documents

- Export documents: commercial invoice, packing list, B/L, certificate of origin (Form A/E/RCEP where eligible), fumigation and CIQ as applicable.
- Insurance & IP: cargo insurance per shipment (Incoterms set the insured party); an NDA before any design is shared; your tooling and designs are never shown to another buyer.

Two Clear Ways to Contract — Your Choice

	Option A · Direct with factory (recommended)	Option B · Via a licensed trading company (for consolidated projects)
Contract party	You ↔ Factory	You ↔ an affiliated trading company (to be appointed)
Payment	To the factory	To an affiliated trading company (to be appointed), settled onward
Best for	Single category; buyers wanting direct terms	Multi-factory consolidated projects
My role	Appointed agent	Principal coordinator, as agreed
Dispute path	Under the factory contract, with my coordination	Single point via an affiliated trading company (to be appointed), with factory recourse

Either way, scope, fees and liability are fixed in a signed service agreement before any deposit — nothing on a handshake.

Supplier Resources





Brand Name: Dinghe

Product Category: Whole-house Customized Cabinets

Core advantages: Factory-direct pricing on custom wardrobes (per sqm)

Main products: Whole-house custom cabinets, project-based cabinet systems

Production capacity: 3,500 sqm workshop, 3 PUR intelligent edge banding lines

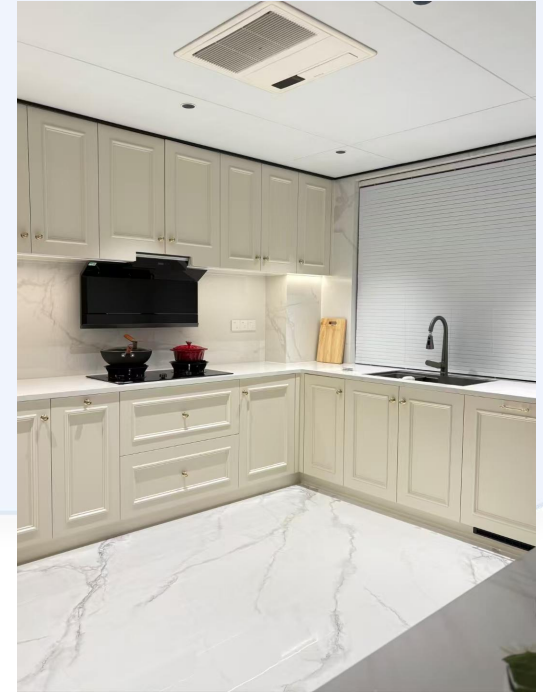
Export markets: Canada, Australia, Italy, Southeast Asia

Representative projects: Poly Real Estate clubhouse cabinets, Guangzhou Yuexiu high-end residential

Cooperation model: OEM manufacturing, video factory tour available



VENDOR REFERENCE (FACTORY'S PAST PROJECTS)



For more information, please visit:

https://drive.google.com/drive/folders/1UhXg63Bx3lxYl26xmv8W7iki0h_Od-38?usp=drive_link



Brand Name: Roddy Kyman

Product Category: Modern Furniture

Core Advantages: 30 years of family-inherited furniture manufacturing experience

Main Products: Mass-produced soft beds, mass-produced upholstered sofas, minimalist furniture

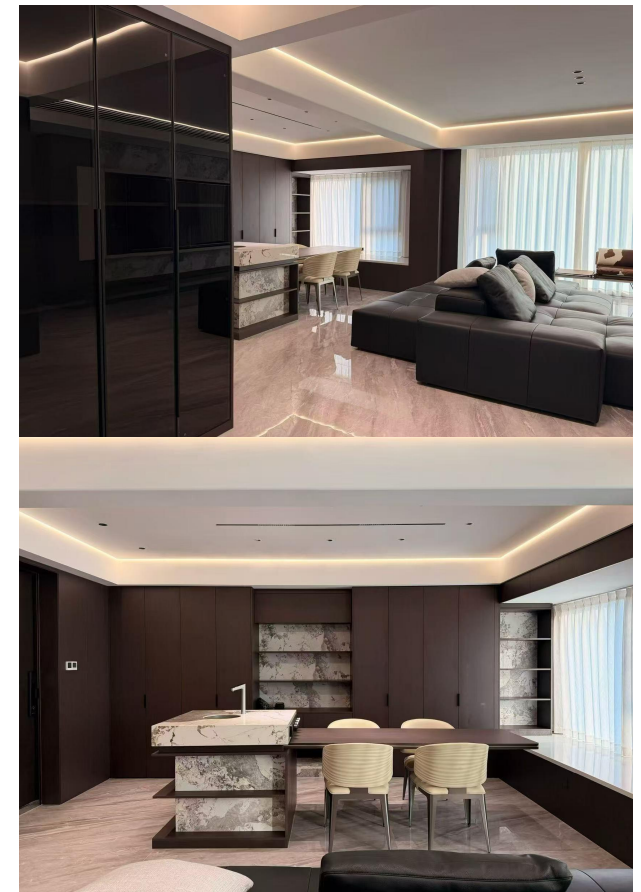
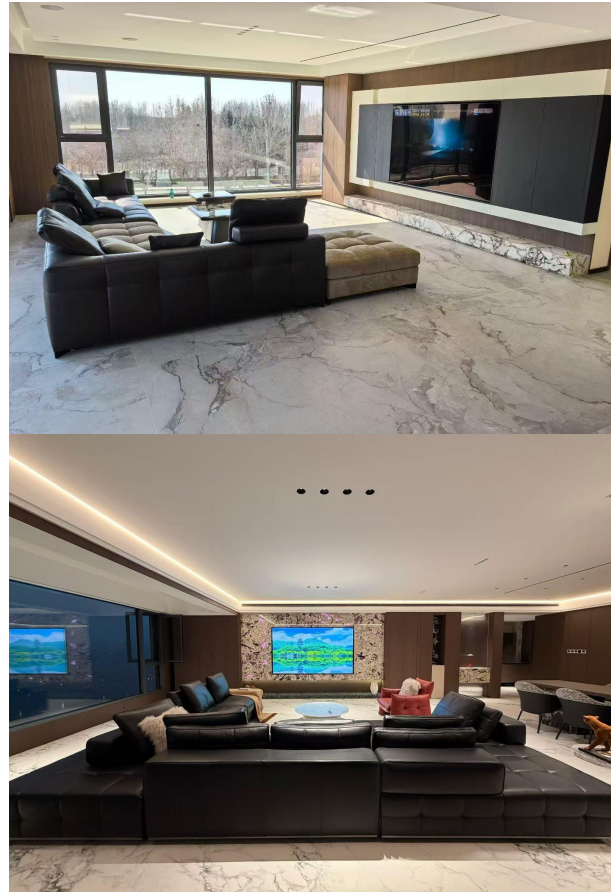
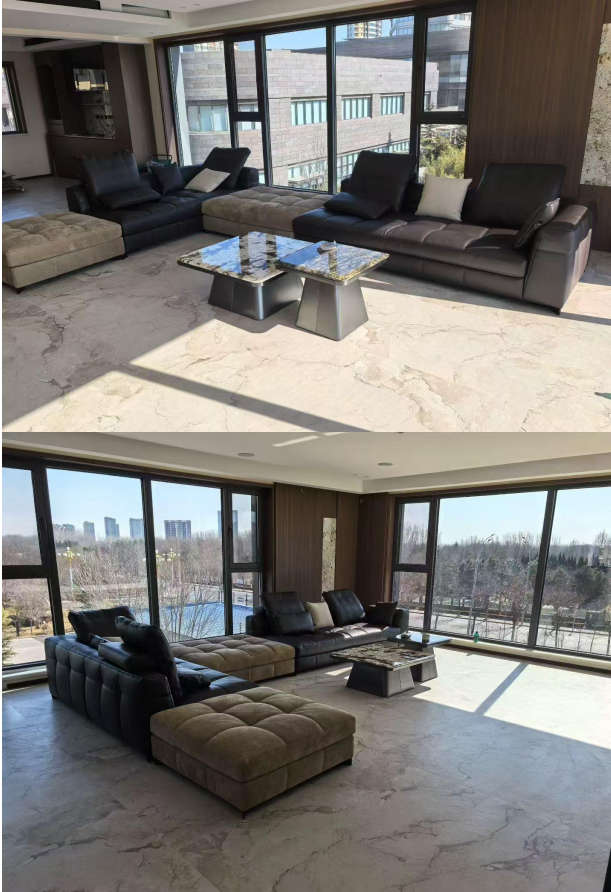
Production Capacity Scale: 15,000 sqm workshop, monthly production capacity of 3 million - 5 million RMB

Export Markets: Europe, Southeast Asia, the Middle East

Cooperation Model: OEM/ODM customization based on provided designs, video factory inspection available



VENDOR REFERENCE (FACTORY'S PAST PROJECTS)



For more information, please visit:

https://drive.google.com/drive/folders/10XIwEI7Gk5nUdgxzkqsRD5ITRw4OZmSq?usp=drive_link



Brand Name: Wonlaidon Lighting

Product Category: lighting fixtures

Core advantages: Integrated in-house production from materials to finished products (aluminum, glass, acrylic, assembly) – quality controlled, cost efficient.

Main products: Residential & commercial lighting fixtures, including LED home lighting, custom project-based lighting solutions.

Production capacity: 10,000+ sqm facility with dedicated workshops for aluminum, glass, acrylic, finished goods, and QC. Full-process in-house manufacturing.

Export markets: Africa, Middle East, the Americas, Southeast Asia.

Representative projects: Hainan Bo'ao Golden Bay (resort lighting project)

Cooperation model: OEM / ODM, custom development, brand licensing, video factory tour available.

VENDOR REFERENCE (FACTORY'S PAST PROJECTS)



For more information, please visit:

https://drive.google.com/drive/folders/1U6VpbDNVne0AwrJsZCR5Kd05loySmN4G?usp=drive_link

Extended Project by Project

— **Extended** — **verified case by case, only when a project requires:** doors & windows, sanitary ware, hardware, carpet, HVAC / air-conditioning, appliances, leisure chair, office furniture and stainless steel.

We currently also have mature supply chain for the following product categories:

Category	Product
Home Decoration & Building Materials	Doors & Windows
	Sanitary Ware / Bathroom Fixtures
	Carpet
	Hardware
Home Appliances & HVAC	Air Conditioner
	Home Appliances
	Leisure Chair
Commercial Furniture	Office Furniture
Industrial Materials	Container
	Stainless Steel

I don't claim to sell everything. A category is added only when a project needs it and a verified supplier exists.

Why Source Through Me?



Why Source Through Me — Against Your Real Alternatives

Dimension	Direct from factories	B2B platform	Large trading house	Work with me
Real, verified capacity	You verify it yourself	Listing-based, uneven	Curated, but marked up	Audited in person; video or visit
Communication	Repetitive, lossy	Routed via the platform	Several account layers	One bilingual owner
Price transparency	High effort	Low to medium	Markup built into the price	Factory PI visible; fee separate
Multi-category fit-out	Hard to coordinate	Centered on single listings	Possible but rigid	Designed for consolidation
QC & accountability	Self-managed	Platform dispute process	Standard in-house process	Milestone QC, handled on site
Incentive	—	Listing fees / commission	Margin spread	A disclosed service fee

If something goes wrong — issue SLA

- A reply within 24h; on-site verification with the factory within 72h.
 - Dated photo/video evidence to establish responsibility.
 - Rework, replacement or price deduction agreed in writing.
- Every issue is logged for future orders.
 - No avoidance. No blame-shifting. No delayed solutions.

Why Buyers Trust the Network Behind Me

— BNI Winners Chapter, Foshan — Vice President, member since 2024; operating on BNI's Givers Gain referral and accountability rules; linked to cross-border chapters including **Malaysia, South Africa, Australia, UAE, Indonesia, Vietnam, Thailand.**



Jamie Whitfield
Decor Company
UK

Peter is reliable and trustworthy. He manages every one of my orders carefully, verifying quality by video and tracking the shipment at every stage. Working with him has been an excellent experience.

I have worked with Peter for years. He shows his integrity and responsibility on customers' order, working with him saves real time and money. Thanks to Peter.



Joe Bayot
Real Estate
South Africa

About Me





Credentials

- 6 years in export trade and Foshan-cluster sourcing across furniture, lighting, building materials and modular buildings, for markets including Africa, the Middle East, Southeast Asia, Australia and Europe.
- BNI Winners Vice President; fluent in English, Mandarin and Cantonese; based full-time in Foshan.
- Hands-on across the whole chain: supplier audits, technical-spec translation, sample/PI negotiation, production follow-up, inspection, paperwork and shipping.

Why I do this

- Two questions kept coming. Friends overseas asked, “Who is a reliable Foshan supplier?” Factories asked, “We make good products but can’t export — can you help?” I stand exactly at that intersection: I know BNI’s trust rules, how export really works on the ground, how Foshan’s clusters are built, and what overseas buyers fear most. So I stopped simply making introductions and became the person who is accountable for the result.

No information arbitrage · No factory I have not visited in person · You focus on your market; I own the China-side follow-up.

NEXT STEP

Let's Start — Three Simple Steps

1

A simple RFQ checklist (available on request)

2

Book your free 15-minute discovery call:

+86 18824843115

3

Receive a preliminary sourcing proposal within 24 hours — shortlist, indicative price range, and next step.

Peter Zhang · Independent China Sourcing Partner

WhatsApp / WeChat: +86 188 2484 3115

Foshan, China (GMT+8) · First reply within 8 working hours

One message. One accountable person on the ground. Far less for you to worry about.