



Smart home appliances



✓ Product gallery

✓ 10 supplier profiles



✓ A guide to RoHS compliance for electronics from China



global sources

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Buyer's Guide to sourcing smart home appliances

A gallery with six convenience-enhancing products handpicked by our Market Analysts, 10 profiles of export-ready suppliers and a guide to RoHS compliance when importing electronics from China.

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Smart home appliances stress convenience

Products are controlled with a touch of a button on a smartphone, and send alerts and reminders to the same gadget.

China suppliers of smart home appliances and auxiliary devices are maximizing varied connectivity options such as Wi-Fi, Bluetooth and cellular data, and iOS- and Android-compatible mobile apps to boost convenience.

Remote monitoring and programming, and push notifications are close to becoming mainstream, while devices enabling interconnectivity are the next step toward IoT in homes.

Convenience also comes in the form of multifunctionality. A multicooker in this gallery, for example, can make yoghurt and rehydrate food. A robotic vacuum cleaner that can "see" in the dark can sterilize using UV rays.

The products in this gallery have been selected by our Market Analysts to show the current trends in smart home appliances and auxiliary devices.



Connects appliances

The G3WS model from GTD is a plug that uses Wi-Fi and cellular data to connect to household appliances and control them via a smartphone app available to Android and iOS platforms. The product serves as a remote control that allows the user to turn on or off appliances directly from anywhere or indirectly via a timer.

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Universal mobile remote control

Nanjing Ebdel's MSWIRC01 model allows real-time control of multiple appliances via a mobile app. The Wi-Fi-based product supports 98 percent of IR codes of household devices. Push notifications, reservation reminders and automatic channel changing functions are available.

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Ultrasonic technology

Ultrasonic technology enables Shenzhen Dewe's model DRW600 robotic vacuum cleaner to detect obstacles and work in total darkness. It also allows the machine to detect dirt and change cleaning algorithm to eliminate the mess. The remote-controlled product reminds users when the bin is full. With a capacity of 0.5L, it measures 33x8cm and has charging and working times of 2.5 hours and 90 minutes. Automatic charging, UV sterilizing, and wet and dry mopping functions are available. MOQ is 1,000 units.

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Automatic connection

Shenzhen Kaipule's WS65 model searches and adds automatically devices that are compatible with the local router. The Wi-Fi socket connects to household electronic devices, and allows the user to monitor and control these appliances directly or with a timer. It can be operated using a mobile app for Android and iOS platforms.

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Digital, wireless power switch

Shenzhen Yongchangda offers the SW302Z model, a wireless touchscreen wall switch made of tempered glass with a flame-retardant ABS bottom shell. The glass panel is available in gold, silver, white or pink. The 88x88x36mm product has an operating frequency of 2,405 to 2,480MHz for a distance of up to 150m. It is compliant with the ZigBee HA1.2 protocol and IEC.

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GS A-13-approved multicooker

The model MO-05DHYS oven from Tall and Stout can roast, grill, bake, steam, barbecue, broil, dehydrate, defrost and air fry. It has a patented stirring system for French fries, preset temperature setting for making yoghurt, and automatic spray. The last adds moisture to dish being cooked. The product meets the GS A-13 safety standard. It has three preset temperature settings and a digital timer.

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Supplier comparison table

Company name	Year established	Number of employees	2014 smart home appliances export revenue (US\$ million)	Main export categories
DME	2013	20		Bluetooth and smart home products
GTD	2006	126	1.6	Hotel and home switches, sockets
Meituxian	2005	50	0.18	Kitchen LEDs, touchable mirrors, water-resistant TVs
Nanjing Ebdel	2003	100 to 149	0.5	Home automation systems
Shenzhen Dewe	2010	500	0.2	Floor-mopping robots, robotic vacuum cleaners
Shenzhen Heiman	2005	198	1.5	Fire, gas leak, PIR and smoke detectors and alarms
Shenzhen H-One	1993	200	0.8	Hair straighteners, induction cookers, water heaters
Shenzhen Kaipule	2006	450	0.1	Door and window sensors, GSM and wireless intruder alarm systems, IR, PIR and smoke detectors
Shenzhen Yongchangda	2008	90	0.1	Gas, smoke and water leak detectors and alarms, smart home and ZigBee products
Tall and Stout	1970	500	2.5	Convection ovens, coffee makers, electric airpots, multifunction cookers, ultrasonic misting coolers, water dispensers

Export markets	Certifications	OEM (%)	ODM (%)	OBM (%)	MOQ (US\$)	Average unit FOB unit price (US\$)	
Asia (40%), Europe (30%), US (30%)					100,000		CONTACT SUPPLIER
Western Europe (75%), Middle East (15%), US (10%)	ISO 9001	65	25	10	5,000	12	CONTACT SUPPLIER
Asia (30%), Europe (30%), US (30%)		80	20		1,000	180	CONTACT SUPPLIER
Western Europe (50%), Australia (20%), US (20%), Middle East (10%)	ISO	20	40	40	1,000	1,000	CONTACT SUPPLIER
Europe (40%), Australia (30%), US (20%)		50	20	30	1,000	90	CONTACT SUPPLIER
Southeast Asia (50%), Middle East (25%), others (25%)	ISO 9001	25	25	50	1,000	20	CONTACT SUPPLIER
Europe (50%), South America (30%), North America (20%)	ISO 9001:2008	80	20		70,000	170	CONTACT SUPPLIER
South Korea (50%), Europe (45%), others (5%)	ISO	25	25	10	1,000	10	CONTACT SUPPLIER
Middle East (40%), India (20%), Russia (20%), others (10%)	CE, FCC, ISO 9001:2008	80			1,000	26	CONTACT SUPPLIER
Europe (50%), Asia (25%), South Africa (25%)	IECQ QC 090000, ISO 9001, ISO 14001, OHSAS 18001		99	1	10,000	50	CONTACT SUPPLIER

RoHS compliance for electronics from China

RoHS is an EU product directive that applies to electronics manufactured within the EU, or imported from other countries. RoHS compliance is never to be taken for granted when importing from China. Verifying a supplier's compliance is therefore critical before placing an order. In this article we explain what RoHS really is – and how you can ensure that your goods are compliant.

RoHS and RoHS 2

RoHS (Restriction of Hazardous Substances Directive) limits the usage of certain substances (mainly heavy metals) in electronics. The restricted substances are listed below:

- Lead (Pb)
- Mercury (Hg)
- Cadmium (Cd)
- Hexavalent chromium (Cr6+)
- Polybrominated biphenyls (PBB)
- Polybrominated diphenyl ether (PBDE)

These restricted substances are found in a variety of materials and products such as solder, PVC, paint, batteries and metallic parts. Heavy metals such as lead and mercury are toxic and have a negative impact on both humans and the environment.

For once the EU has made things a bit easier for us. Starting in 2013, RoHS (now called RoHS 2) is now part of the CE directive. This means that CE compliance equals RoHS 2 compliance. However, there's reason to be careful. CE test reports issued before 2013 do not indicate RoHS compliance. Don't forget to check the issuing date when provided with a test report from your supplier.

Products required to be RoHS compliant

Most electronic products are required to be compliant with the RoHS directive. This includes, but is not limited to, the following products:

- Large household appliances (i.e. refrigerators and air conditioners)
- Small household appliances (i.e. microwave ovens and

coffee machines)

- Computing and communications equipment (i.e. laptops and tablet computers)
- Consumer electronics (i.e. LED screens and Blu ray players)
- Lighting (i.e. LED lamps and light bulbs)
- Power tools (i.e. drills and blowers)
- Electric toys and sports equipment (i.e. fitness bikes)
- Automatic dispensers (i.e. vending machines)
- Medical devices (i.e. pulse rate monitors)
- Semiconductor devices (i.e. breathalyzers)

That's pretty much anything that can be plugged into a power socket. Always assume that an electrical product is required to be RoHS compliant with importing to the EU. As a matter of fact, the EU intends to introduce RoHS compliance as a certification requirement for all electronics by 2019.

Most China suppliers are not RoHS compliant!

A product is not RoHS-compliant by default. Ensuring RoHS compliance requires the supplier to use lead-free solder, among other things. Since this is not required for products manufactured for most other markets, including the domestic China market, far from all China suppliers are compliant with RoHS. Neither is a China supplier required by law to ensure that a shipment of electronics is RoHS compliant.

It's not as strange as it might seem. China suppliers are simply not governed by EU laws and regulations. China is a sovereign nation with its own set of product regulations. It's always the importer's responsibility to ensure that all imported products are compliant with the required product certification standard. RoHS is certainly no exception to this rule.

While most China electronics manufacturers are well aware of the RoHS standard, compliance shall never be taken for granted. RoHS is not applicable to an entire company, but only specific products. Thus, one batch may be RoHS compliant, while the other is not – even if both come from one and the same supplier. This means that you have two options:

Option #1: Selecting RoHS tested products

An RoHS-tested product is a product that is already tested by an accredited third-party such as SGS or Bureau Veritas. Most China suppliers do not have a selection of RoHS-compliant products. Instead, what they can offer to prove their compliance is a testing report from an occasional test. This results in a very limited product selection. Besides, relying on a previous testing report is shaky at best.

To begin with, you can never be sure that the supplier will deliver a product made of the same materials and components as the previously tested (and RoHS-compliant) product samples. Besides, even the best manufacturer is prone to failure. Even the best intentions of your supplier cannot guarantee RoHS compliance.

Option #2: Sending a batch sample for lab testing

Sending a sample for testing guarantees that the manufactured batch is in compliance with RoHS. However, that's a problem itself. Since a batch sample is not available until the production is completed, it means that the deposit (usually 30 percent) is paid by the time the test is made and RoHS compliance can be confirmed. A failed lab test can be

disastrous. However, if it's done before the balance payment is made, the supplier is quite likely to repair or remake the batch in order to ensure compliance.

It's important that a fully assembled product is sent for testing. Testing individual components is not an option since it doesn't guarantee that the product as a whole is compliant.

Importing electronics non RoHS-compliant is illegal and may result in a forced recall. There are plenty of such cases, Google it and see for yourself!

Fredrik Grönkvist is the co-founder of ScandinAsian Enterprise in Shanghai. Since 2010, he and his team have helped hundreds of companies worldwide, primarily in the EU and US, to develop and manufacture products in China. He is also the main contributor on www.chinainportal.com, a leading knowledge base for small- to medium-sized enterprises importing from Asia. For further questions, you can contact him on www.chinainportal.com/contact-us/



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