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Auto Parts & Accessories

December 2015

Vehicle emergency kits

Buyer's Guide
Ten new models,
10 suppliers profiles and
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How to navigate the magazine

Focus on industry segments that you're interested in.

<h1>Vehicles & Parts</h1>	
<p> Aerospace parts & supplies Automotive lighting Automotive parts & supplies Marine parts & supplies Motorcycle parts & supplies Motor vehicles </p>	
<p>Aerospace parts & supplies</p>	
<p>Automotive lighting</p>	
<p>Automotive parts & supplies</p>	
<p>Marine parts & supplies</p>	
<p>Motorcycle parts & supplies</p>	
<p>Motor vehicles</p>	
<p>New products</p>	
<p> New vehicles, automotive parts and components, including - Alternative that conforms to EMC requirements - Battery output cable fitted with alligator clip </p>	
<p>Ropes</p>	
<p>Many manufacturers are adapting more fuel efficient engines and hybrid drivetrains.</p>	
<p>The latest models</p>	
<p>The latest models target off-road and engineering vehicles such as those used in mining and agriculture.</p>	
<p>Car wheel covers</p>	
<p>Suppliers are offering more universal designs sized 12 to 16 in various colors.</p>	
<p>Global Sources online markets</p>	
<p> Wheels & tires Online www.globalsources.com/spe Find thousands of products and suppliers in an easy to compare format—updated daily </p>	
<ul style="list-style-type: none"> Product Alert: receive e-mails when new products go online Inventory Basket: send inquiries quickly to multiple suppliers 	
<p>More new products - www.globalsources.com</p>	
<p>July 2012 Auto Parts & Accessories 19</p>	

How to spot new suppliers & new products fast

- View additional company info
& products from this supplier.

GET PRICING
VISIT WEBSITE

NEW

We source raw materials from 30 trusted suppliers





Rear parking systems (MP-YC217C-43)

- Vivid multiview parking distance display
- Multilingual options
- Adjustable TFT screen

- In-car head-up display with CAN bus support (MP-250HUD-B)
- Built-in overspeeding alarm and GPS speed calculator
- Easy to install and operate
- Large digital display with touch button

- 5 automated production lines
- 40 QC technicians check products to ensure quality
- OEM/ODM orders welcome



Fuzhou Minpn Electronic Technology Co. Ltd

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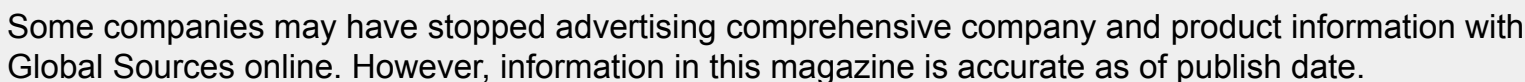
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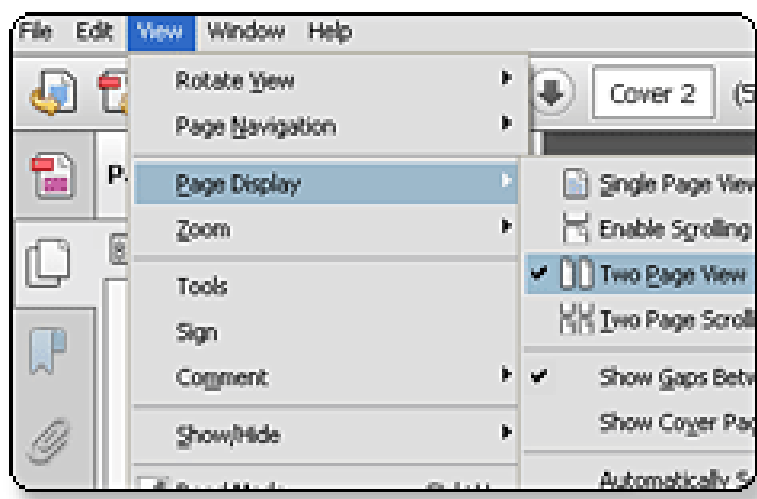
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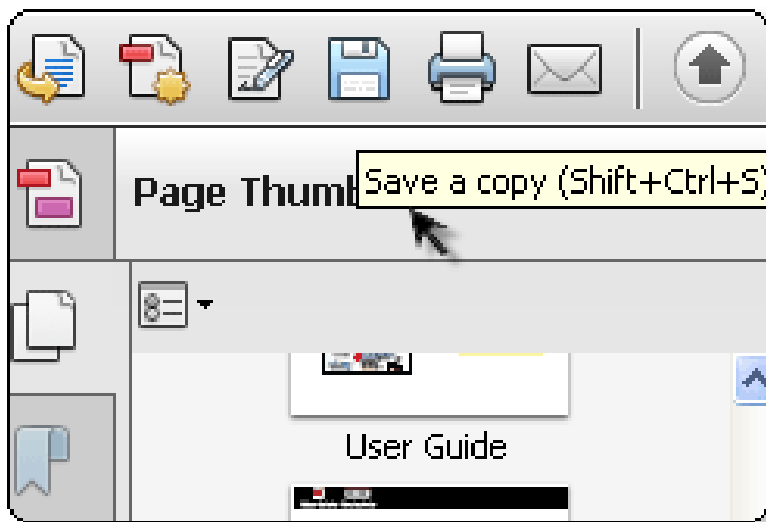
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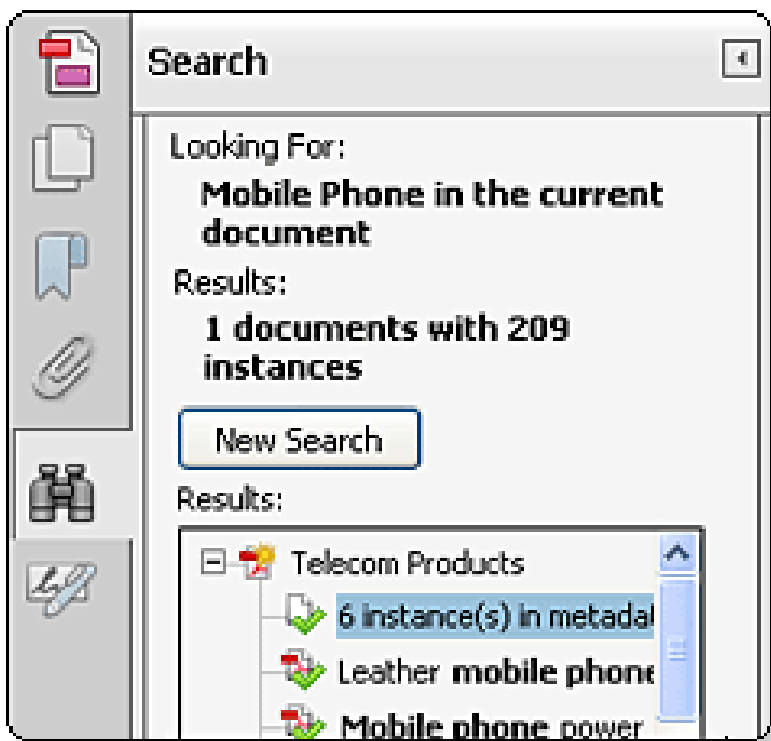
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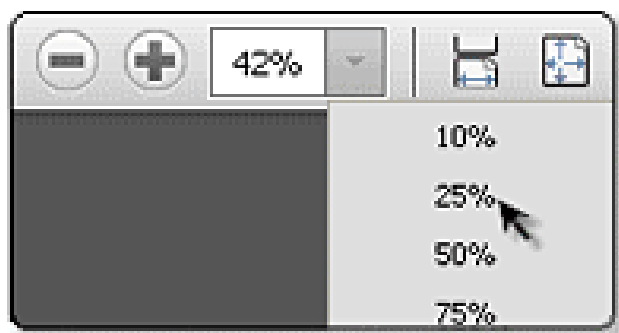
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Click on either icon   to zoom out of or zoom in on the page.



“Hand Tool” – to help move around an enlarged page.

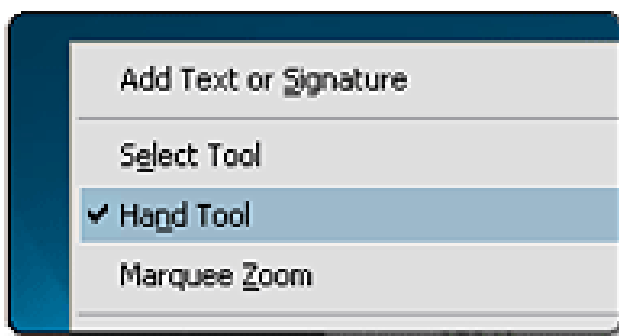


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NEW

We manufacture high-quality DC and DC geared motors



PMDC carbon brushed motor for automotive gear shifters



PMDC carbon brushed motor with Hall Effect sensor



PMDC geared motor with planetary gearbox



PMDC geared motor



DC motor for automotive door lock actuators

- ISO 9001:2008- and ISO/TS 16949:2009-certified production
- Our own 30,000m² factory
- Products widely used in automotive accessories, and office electronic and medical equipment
- Advanced manufacturing equipment and QC systems
- Competitively priced items
- OEM/ODM projects welcome

Contact us today for more information.



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ISO 9001:2008 ISO/TS 16949:2009



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NEW

Brand-new lightweight designs from R&D engineers who once worked for Ford and Toyota

Our trucks utilize Cummins engines




Compression garbage truck

- With over 51 years of experience, we have become one of the key manufacturers of trucks and agricultural vehicles and equipment in China
- Total assets of \$960 million
- Our 500 R&D experts and 14,000 skilled workers develop parts and accessories in-house
- Assembly, coating, welding and machining are completed in-house with OKK machines
- We sold 600,000 vehicles in 2014
- Delivery within 30 days
- Exporting to more than 50 countries for 14 years

For more information, contact us today.

 **五征集团** **Shandong Wuzheng Group Co. Ltd**

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Garbage truck with detachable compartment



Sprinkler truck with 10m³ capacity

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Your one-stop solution for automotive devices and accessories

- 5-in-1 emergency car jump starter and power bank**
- LED light, SOS signal and tire pressure gauge functions
 - 12V DC outlet and 6V USB port • Relay switch
 - Battery level, voltage and current indicators
 - Polarity alarm • 1m copper cable included



- More than two decades of experience
- Annual turnover of \$60 million
- Walmart-, Carrefour- and BSCI-audited factories
- Partnering with a licensed supplier of Duracell, Goodyear and Michelin
- Our patented ATR-brand products are sourced by Walmart and Metro
- More than 10,000 items available
- Offering most car accessory products

For more information, contact us today.



Shenzhen A.T.R. Industry Co. Ltd

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- Super high-power LED headlights**
- 3 times longer life span than HID alternatives
 - 30% lower power consumption than traditional halogen headlights
 - State-of-the-art technology
 - Patent nos. ZL201420164614.9 and ZL201430079495.2



Our showroom

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Drive sales in your market with our fully tested vehicles

Our products undergo 500-hour engine and 15,000km road tests



1,000cc UTV (HS1000UTV Crew Cab)

- 4-stroke liquid-cooled, V-twin, 8-valve EFI engine
- 50kw (68hp)/7,000 rpm maximum power; 27.5L fuel capacity
- CVT transmission with axle drive train
- 2- and 4-wheel drive models available
- 2,850mm wheelbase and 320mm ground clearance

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Great for all types of terrain

If you’re in the market for sports and recreational vehicles that will propel sales for you, then source from us. Our ATVs, utility vehicles and motorcycles are subjected to 500-hour engine tests. And unlike competing models, which undergo road tests for only 6,000 kilometers, our new releases are tested for a total of 15,000 kilometers. We not only check each part using exhaust emission analyzers from Japan, but we also put our vehicles through a 5- to 10-kilometer test drive on rugged terrain, as well as on paved roads.

Large production capacity

As a conglomerate with nine subsidiaries, we have the resources to fill your large-

volume orders. At our facilities, more than 2,500 employees help us provide an annual capacity of 500,000 ATVs and UTVs, 1 million motorcycles, 1.5 million engines and related key body parts, and 1.5 million chassis, fuel tanks, plastic injection-molded parts and painted parts. We’re an ISO 9001:2008- and BV-certified supplier and our products boast numerous domestic and international certifications, including E13, TÜV, EPA, US DOT, EEC, CE and CCC.

Popular overseas

Our vehicles are driven on the streets and off roads in the US. To introduce our goods to your market and put your order into gear, contact us today.



- 1,000cc UTV (HS1000UTV Utility)**
- 4-stroke liquid-cooled, V-twin, 8-valve EFI engine
 - 70N·m/6,000 rpm maximum torque; 28L fuel capacity
 - CVT transmission with axle drive train
 - 2- and 4-wheel drive models available
 - 2,160mm wheelbase and 318mm ground clearance



- 1,000cc UTV (HS1000UTV Sport)**
- 4-stroke liquid-cooled, V-twin, 8-valve EFI engine,
 - 50kw (68hp)/7,000 rpm maximum power; 27.5L fuel capacity
 - CVT transmission with axle drive train
 - 2- and 4-wheel drive models available
 - 2,160mm wheelbase and 325mm ground clearance



- 800cc UTV (HS800UTV)**
- 4-stroke liquid-cooled, V-twin, 8-valve EFI engine
 - 90N·m/4,500 rpm maximum torque; 30L fuel capacity
 - CVT transmission with axle drive train
 - 2- and 4-wheel drive models available
 - 1,895mm wheelbase and 320mm ground clearance



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Supplier Capability Assessment Report Online

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NEW



Supplying high-performance industrial tires since 1994



Loader tire (E3L3)



Mine truck tire (H669)



Giant OTR tire (L5)



Port machinery tire (E4H538-S)



- 10 production lines
- 15-day lead times
- New R4, R2 and E4 port tires also available
- We respond to inquiries within 2 working days
- 20 new products annually; OEM orders welcome
- 120,000m² factory with over 400 workers
- Exporting to Europe, the Americas, the Middle East, Southeast Asia and Africa

Contact us today.



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NEW



LED lightbar

Top-notch products trusted by nearly 3,000 clients worldwide

Items carry CE, UL, ECE R65 and RoHS marks

- Serving buyers in Europe, the Americas, Africa and Southeast Asia
- More than 70 patents obtained in mainland China
- Plastic molding, punching, spray painting and PCB welding done in-house
- Equipped with 15 production lines
- Samples finished in 10 days, orders ready in 3 weeks
- Operating since 1990; annual sales of \$50 million
- OEM/ODM requests welcome

To get started, call us today.

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LED lights



LED beacons



Innovation

“

For us, innovation is the key to success in an ever-changing market. Recent years have seen major transformations in global trade, but Global Sources has always kept us ahead of the curve. That was true when they pioneered the use of internet for marketing and it is true today as they help us explore emerging markets. One thing has remained unchanged: our joint determination to create win-win results over 17 years of cooperation.

”

MIKE

Regional Manager
International Marketing Center,
Zhongshan Camry Electronic Co. Ltd
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TPMS with telematic integration and real-time monitoring systems

- Our ST@SL TPMS supports automatic drop-and-hook recognition
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- 12 years' experience in the TPMS field
- Holding over 50 patents

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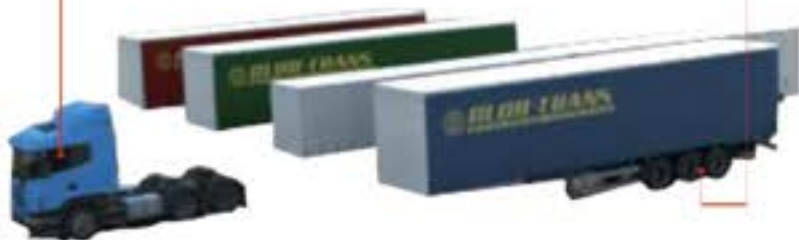
Installed monitor



TPMS



Installed sensors



Tire pressure monitoring system (ST@SL)

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Auto Parts & Accessories

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Ten new models, 10 supplier profiles and buyer demand trends from GlobalSources.com

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▶ Comparison table: Profiles of 10 export-ready suppliers

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- H/L headlight yields white, amber beam

– LED headlight emits up to 2,200 lumens

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When a supplier cannot provide certificates

Buyer Demand Trends



Track buyer and supplier trends for high-demand products

Buyer demand trends are taken from buyer and supplier activity in hundreds of high-demand product groups on GlobalSources.com.

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- Wi-Fi car DVR camera syncs with smartphone
- TPMS fits cigarette lighter port
- Jump starter has temperature voice alarm
- Four-button keyfob for Nissan Altima Maxima
- Car rearview system has 260-degree FOV
- Backup alarm housed in reinforced nylon

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Global Sources supplier rankings

★★★★★

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages. Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online. The rankings are correct at the time of publication and may be subject to change.

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Exporting up to 800 HQ containers worth monthly

- Mud-terrain tire
- 16.8mm tread depth
 - Outstanding traction on various road conditions
 - High durability and reliability

- Mud-terrain, ATV, car, truck and snow tires available
- Meeting REACH, GCC, ECE, SONCAP, Inmetro and S Mark requirements
- 500,000m² facility with 4,000 employees and world-class equipment
- Clients in the EU, the Americas, Africa, the Middle East and Southeast Asia
- MOQ: one 20ft container worth
- 15-day lead times
- Flexible payment terms include 30% T/T deposit and 100% L/C

Call us now.

Shandong Wideway Tire Co. Ltd

Rm. 403, Mizhou Buidling, Baoshuigang, Huangdao, Qingdao, Shandong 266600, China
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 E-mail: nick@widewaytire.com
www.globalsources.com/widewaytire.co
www.widewaytire.com

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- High-performance SUV tire
- 15-24"
 - 8mm tread depth
 - Low rolling resistance for increased fuel economy



- Snow tire
- 13-17"
 - 8, 8.5 and 9mm tread depths
 - Excellent water and snow dispersion properties
 - Skid-resistance



Table of Contents	Product Index	Advertiser Index	Vehicles & Parts	Auto Accessories	Vehicle Security & Electronics
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A 17-year tire supplier implementing a strict quality management system



OTR tires

- Exporting to over 100 countries and regions worldwide
- Natural rubber from Malaysia and Thailand used
- Offering solutions to customer claims within 3 days
- 10-30 new products yearly
- 1,000 staff members
- Manufacturing OTR, LTR and PCR tires, as well as industrial and agricultural tires and wheels
- OEM orders welcome

Contact us today.



Qingdao Aonuo Tyre Co. Ltd

Rm. A1201, Xinyuanlidu Building, 159 Fuzhou North Rd., Qingdao, Shandong 266034, China
 Tel: (86-532) 8592 3709 • Fax: (86-532) 8592 1502
 E-mail: sales@honourgroup.cn
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ISO 9001:2008 ISO/TS 16949:2009

DOT GCC E-MARK CCC



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OTR tire



Forklift tire



Skid steer industrial tires



Commercial radial car tires

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A 66-year supplier of tricycles, two-wheeled vehicles and aviation electronics



Hybrid electric tricycle

- Our Jincheng brand is valued at over \$800 million
- \$340 million in revenue for 2014
- Factory built in 1979
- Annual production capacity of 1 million sets
- Power trowels, concrete cutters and plate compactors also available
- Exporting to Europe, Asia, South America, Africa and the Middle East

Contact us today to benefit from our rich industry experience.



Nanjing Jincheng Electric Vehicle Industry Co. Ltd

518 Ruize Rd., Hushu Industrial District, Jiangning, Nanjing, Jiangsu 210000, China
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 E-mail: xuy@jincheng.com
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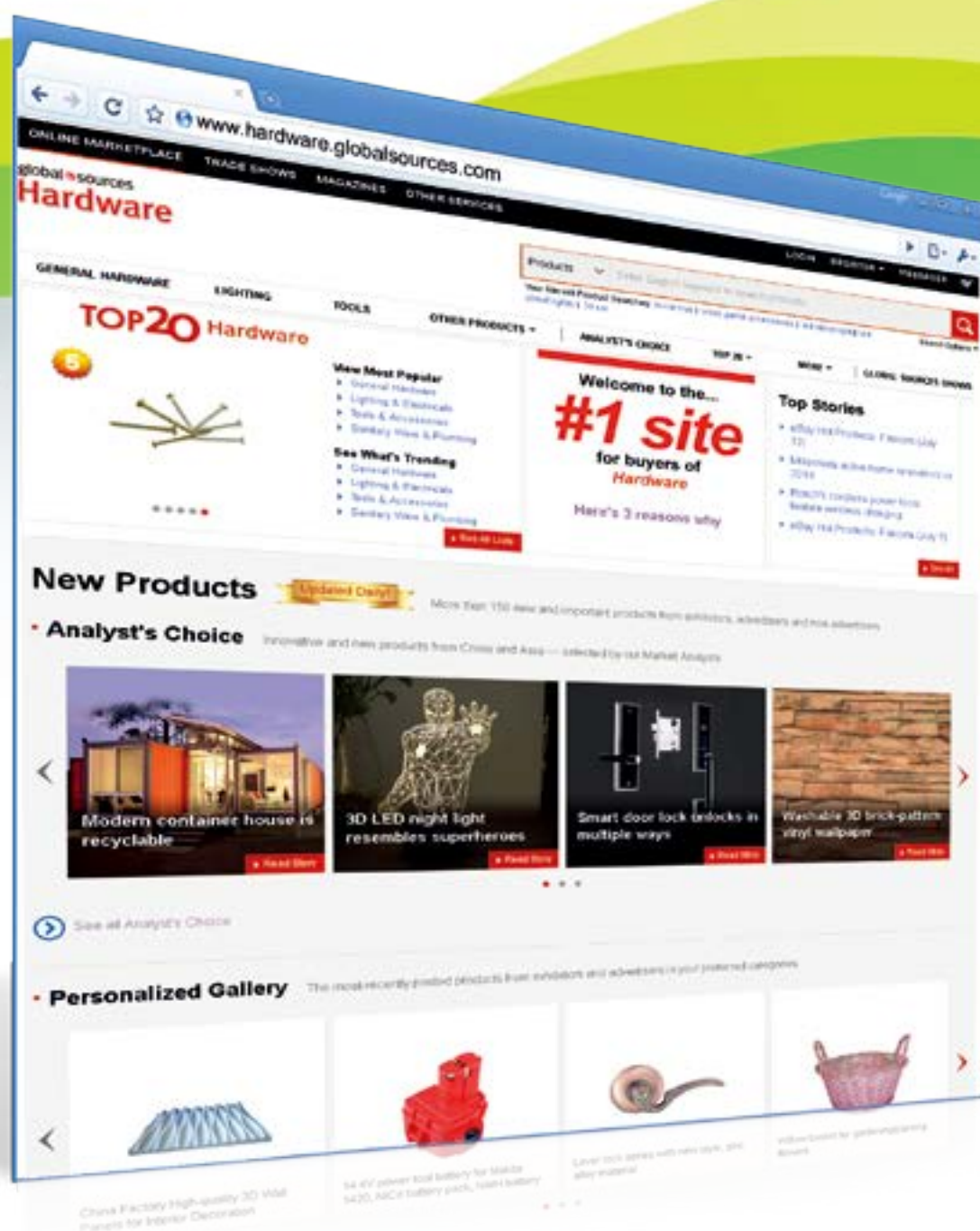
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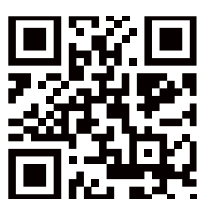
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The **No. 1 site** for buyers of Hardware



- ✓ 3 sections of extensive new product coverage — updated daily
- ✓ Most qualified supplier community — exporters, exhibitors, audited
- ✓ Exclusive reports, research and analysis



HW_No.1 print ad_200715

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Hardware

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Comprehensive OEM services for motorcycle and car parts and accessories

Choose from over 5,000 motorcycle and car parts in steel, aluminum, bronze and plastic



Various motorcycle and car parts

Minimize the risks of incompatibility by having us customize your motorcycle, car and truck parts and accessories. With over 20 years of industry experience, we can develop units that fit together perfectly. Send us your specifications, and our 30 R&D technicians will create a sample out of steel, aluminum, bronze or plastic. Our OEM capabilities include CNC machining, laser cutting, powder coating, injection molding and TIG welding according to AWS standards.

Our over 5,000-item catalog includes aluminum extrusions and casts, as well as car, truck, trailer and motorcycle parts. In addition, we offer industrial transmissions and can customize machinery components according to your requirements.

With a network of 200 suppliers, we have the resources to handle large projects. Our factory is ISO 9001:2000-certified and our automotive parts are manufactured according to PPAP standards. Take advantage of our extensive customization services as General Motors and SKF do.

Inquire today.



Fujian Hua Min Group Trantek Industries Co. Ltd

Rms. 921-922, 17/F, Fujian Economics Trade Building,
166 Hualin Rd., Fuzhou, Fujian 350003, China
Tel: (86-591) 8767 0471, 8753 3173 • Fax: (86-591) 8767 0472
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12 years' cooperation
with Global Sources



Supplier Capability
Assessment Report Online



Helmet



Headlight



Mirror with LED light

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ISO/TS 16949:2009–certified spring manufacturer with 30 years’ experience

Springs with 0.03 to 12mm wire diameters



Power spring



Wave springs

Spring manufacturing is our main business. This focus has led to the creation of an extra-wide range of models for any automotive use. Wire diameters range from 0.03 to 12mm. Besides this large selection, you get the following benefits when you work with us:

- Products made in ISO/TS 16949:2009- and ISO 14001:2004-certified facilities
- Computerized management, production and quality control
- Experience handling exports to the US, Europe, Japan and other countries and regions
- OEM/ODM services



Constant force spring

Many renowned brands value these advantages, and now it's your turn. Contact us today.



Guangzhou Auto Spring Co. Ltd

Xiaojing East Rd., Canglian, Eastern Section, Economic and Technological Development District, Guangzhou, Guangdong, China
 Tel: (86-20) 8226 9190 ext. 185 • Fax: (86-20) 8226 9280
 E-mail: marketing@autospring.cn • autospg@globalsources.com
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Verified supplier
 ★★★★★



Our ISO/TS 16949:2009- and ISO 14001:2004-certified facilities

ISO/TS 16949:2009 ISO 14001:2004



Power springs and constant force springs



Assembly parts



Garage door spring

Vehicles & Parts

Aerospace parts & supplies
 Automotive lighting
 Automotive parts & supplies
 Marine parts & supplies
 Motorcycle parts & supplies
 Motor vehicles



Analyst’s Choice 21

- H/L headlight yields white, amber beam
- LED headlight emits up to 2,200 lumens

Buyer Demand Trends

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Smart Sourcing

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Online

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Source our squeal-free clutch and brake parts with ultra low dust and stable friction coefficients



Clutch facings, brake pads and friction products

- Over 20 years’ industry experience
- ISO/TS 16949:2009-certified supplier
- Monthly capacity of 1.5 million clutch facings
- Items covered by 40,000-60,000km warranties
- 30-day lead times
- Custom packaging options offered
- OEM orders welcome

Get in touch with us today.

CATIC Fujian Co. Ltd

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18th year



Analyst's Choice

Innovative and newly launched products from the entire Asian supply market

H/L LED headlight yields white, amber beam

CONTACT SUPPLIER

Fitaco Electronic Co. Ltd (mainland China)



Product details

Model:	FTK-LH50
Launched / upgraded:	September 2015
MOQ:	2 units
Lead time:	3 to 5 days
Certifications:	CE
FOB price:	\$33

Fitaco Electronic Co. Ltd launched recently the FTK-LH50 model, a 7in 50W high/low LED headlight with a white LED DRL and amber turning light. The DRL ring trim is comprised of 36 0.2W LED chips.

High beam comes in 50W, with 5,000 raw and 3,850 effective lumens generated. Low beam consumes 30W, with 3,000 raw and 2,400 effective lumens produced.

The product incorporates six 5W and two 10W Cree LEDs. Its lens is made of PC that withstands harsh environment conditions. The housing is in die-cast aluminum.

Supplier profile

Year established:	2014
Export markets:	US (45%), Ecuador (35%), Guatemala (20%)
Export products:	LED lightbars (50%), LED headlights (30%), LED work lights (20%)
Annual sales:	\$10 million
Total staff:	40
Orders:	MOQ of \$100 accepted

LED headlight emits up to 2,200 lumens

CONTACT SUPPLIER

Guangzhou FUCHW Industrial Co. Ltd (mainland China)



Product details

Model:	Automotive LED Headlights
Certifications:	CE, E-Mark

The Automotive LED Headlights model from Guangzhou FUCHW Industrial Co. Ltd is a 50W 9006 (HB4) automotive bulb that generates 1,800 to 2,200 lumens. It has a color temperature of 5,500K. Working voltage is 12 to 30V. Lifespan exceeds 30,000 hours.

Suitable for cars and trucks, the LED headlight is also available in H4, H7, H8, H9, H11 and 9005 variants.

Guangzhou FUCHW manufactures HID, automotive halogen bulbs and LED headlights, side cameras, parking sensors, and car alarms and accessories.

Supplier profile

Year established:	2005
Certification:	ISO 9001

NEW



CNC-machined parts from a 30-year OEM/ODM

- Comprehensive die-casting, molding and tooling services
- ISO 9001:2008-certified facilities house CNC equipment
- Micrographic and metallurgical analysis during R&D stage
- In-house testing machines from the US, Japan and Switzerland
- Up to 300,000 pieces monthly and completed orders in 30 days

Die-cast parts for precision metal molds/tooling

Contact our English- and Japanese-speaking staff today.

CRAFTECH

Craftech Industry Co. Ltd

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CNC-machined parts

NEW

Source from a 40-year tire manufacturer

- Our featured 3-star-series tires adopt TSR 9710 natural rubber, steel cords from Bekaert and carbon black from Cabot and Blackcat
- 3 million truck and bus tires, 80,000 OTR tires, 12,000 giant mining OTR tires, and 600,000 agricultural and industrial tires annually
- OEM partnerships with more than 10 world-famous tire dealers
- Experienced R&D team cooperates with top global manufacturers
- 25-day lead times

Call us today and experience our customer-oriented service.

SUPERHAWK

MARVEMAX

Shandong Hawk International Rubber Industry Co. Ltd

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3-star-series truck tires

- Strong bead structure ensures longer life span
- 10% wider tread than regular designs

Special tread compound provides high wear resistance

SmartWay-compliant truck tires

- Popular in the US
- Available sizes: 11R22.5, 11R24.5, 295/75R22.5, and 285/75R24.5,

Truck tires in various sizes, including 295/80R22.5, 315/80R22.5, 385/65R22.5, 12R22.5, 12.00R24 and 11.00R20

NEW

Cooperating with over 500 partner factories to meet your bulk orders



Hydraulic steering gear for Toyota Land Cruiser

- OEM no.: 44200-35061
- 27kg
- LHD



Car DVD player

- RK3066 Cortex A9 dual-core 1.6GHz CPU
- Scratch-proof and high hardness
- 8" 5-point capacitive touch screen
- 800 x 480 or 1024 x 600 resolutions available
- 1GB DDR3 RAM, 8GB ROM
- Android 4.4 OS



Industrial spark plug

- 18 x 1.5mm
- 20.6mm reach
- 22.2mm hex
- 0.3mm gap
- 77 heat range



Gear shift knob for BMW

- OEM nos.: 25111434494/25111434495/2511122280/25111221290/25111434117/25117529251
- In 5- or 6-gear variants
- 13mm/23mm diameter

- ISO 9001:2008 and ISO/TS 16949:2009 certifications
- Items meet ABS, BV, CCS, DNV GL, LR, RINA and RoHS standards
- 1-year warranties offered
- More than 100 buyers in various countries
- Orders in 15 days

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NEW

Source from an industry giant with 20 years of expertise



Intelligent motorcycle battery with digital display



Motorcycle batteries



- Over 600 items to choose from
- 3 factories spanning 360,000m² roll out 900,000 units monthly
- 60 QC inspectors ensure all items are fit to bear CE and UL marks



Jinjiang Huawei Power Source Co. Ltd

Wuli Industry District, Jinjiang, Fujian 362000, China
Tel: (86-595) 3630 6668 • Fax: (86-595) 3630 6728
E-mail: huawei-battery@vip.163.com
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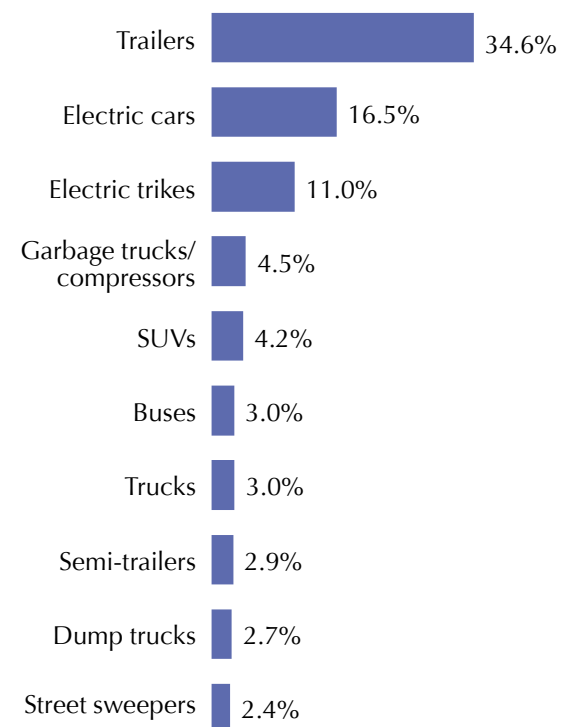



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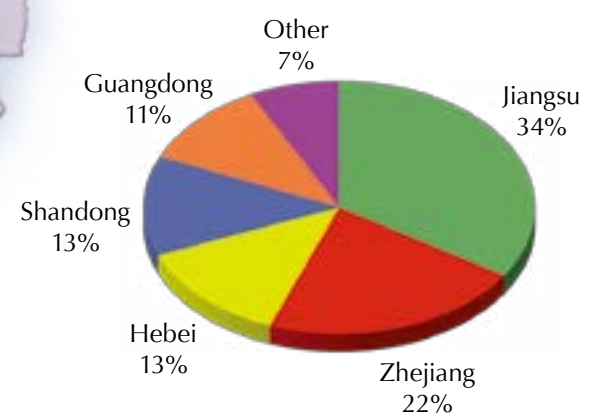
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Buyer inquiries by region





Automotive bearings and parts supplier with 18 years' export experience

- Long-term partner factories ensure stable supply and timely delivery
- Automotive, thrust, needle, water pump and tapered roller bearings
- Exporting to over 20 countries in Europe, North America, Southeast Asia, the Middle East and Africa
- Customized and trial orders welcome
- Free samples offered

Contact us now.

Automotive ball bearings



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 ISO 9001:2008



Our newly opened factory can turn out 24 million PCR and 1.2 million TBR tires annually

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- In-house brands include Three-A, Aoteli, Rapid, Yatai, Yatone and Shengtai
- Items comply with EU tire label guidelines
- 130 agents from Europe, South America, Africa, the Middle East and Southeast Asia

Visit our Global Sources online showroom or contact us today to learn more.



New C-series car tire



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Agents wanted




Opening ceremony for our new factory

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Brake Part	Percentage
Brake lining	53.5%
Brake pads	31.6%
Brake hoses	7.5%
Brake shoes	4.3%
Brake discs	2.7%
Brake valves	0.5%

Province	Percentage
Shandong	45%
Hebei	31%
Zhejiang	16%
Shanghai	3%
Other	3%
Fujian	2%
Jiangsu	1%
Henan	1%
Guangdong	1%
Beijing	1%

Releasing 2 new products monthly

- Over 200 various tires and 100+ wheel barrows and hand trolleys in our selection
- Workers with 10 years' industry experience
- More than 10-year partnerships with buyers from South America and the Middle East
- Our motorcycle tires mainly ship to Russia
- Monthly output of ten 40HQ containers from our 8,000m² factory

Mixed orders accepted.Call us today.



Light truck tire



Industrial tire



Trailer tire

Qingdao Yuntong Industry Co. Ltd
 Lingang Industry Zone, Jiaonan, Qingdao, Shandong 266400, China
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Over 30 years' expertise in wheel bolts for automobiles and construction equipment

- Specializing in standard/nonstandard bolts and other high-tensile fasteners
- Up to 500 models available, including wheel bolts, track bolts, segment bolts, track pins and bushings
- We roll out 15,000 tons annually
- Minimum tensile strength: 170,000 psi
- Complying with ISO 9001:2008 and ISO/TS 16949:2009 guidelines

Contact us today for more information.



Wheel bolt with 170,000 psi minimum tensile strength

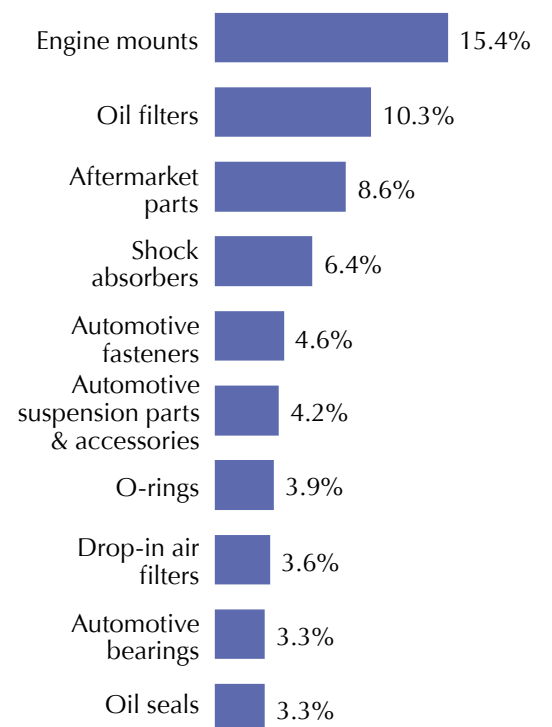


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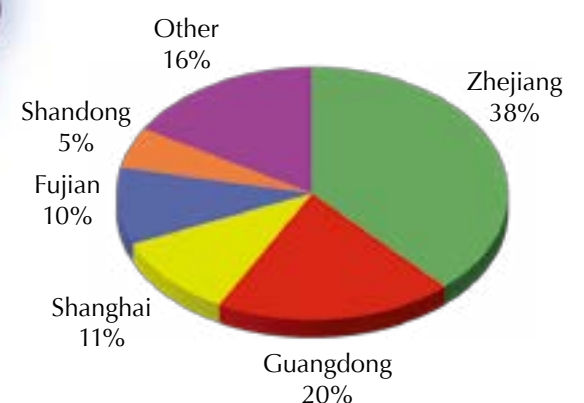
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Buyer inquiries by region



Trust a tire manufacturer with over 15 years' export experience

- OEM partnerships with more than 10 well-known tire dealers
- Producing OTR, TBR, TBB, PCR, AGR and forklift tires since 2005; mixed orders welcome
- Patented items such as port tires also offered
- Equipment from the US, Germany and Italy
- 1-piece MOQ; 20-day lead times

Contact us today.

E4 port machinery tire



Agricultural tire

11R22.5 truck tire

E3/L3 OTR tire

Shandong Yiwei Rubber Co. Ltd

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DOT INMETRO SONCAP BIS REACH

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Source from an LED lighting specialist offering no MOQ

- ISO 9001:2008-certified operations
- Samples ready in 3 days
- 20-day order lead times
- Custom orders welcome
- Items come with CE, RoHS and SGS marks

Contact us today.

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MILIPOL PARIS 2015
 17 - 20 November 2015
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Supplier Capability Assessment Report Online



21" mini light bars



12V/24V rotating light



LED traffic sign



120cm LED light bar

Smart Sourcing

Tips and strategies for effective volume-buying from China

Make it easy for your supplier to contact you

Remember, during the summer season in particular, make it easy for your China supplier to contact you.

This goes without saying, but you need to make it easy for your supplier to receive e-mail responses and confirmations from you, especially if you have open projects.

And an “ALL CAPS ESPECIALLY” if you have orders on the production line.

Probably for the majority of you that deal directly with China suppliers, your main form of communication is e-mail.

I know what you’re thinking...

“Hey, I’ve got a smartphone, they can e-mail me anytime.”

Yes, they can e-mail anytime, but if they have a question or need a confirmation, are you in a position to give them the proper response? Are you able to check back over the data and give a constructive answer to a spec question they may be asking?

Notice I said “constructive answer.”

None of this “same as we’ve already confirmed” stuff.

Do not let other folks’ vacations cause a delay:

If you are working with a team, management or your customer, have you made sure communication lines are open to get the confirmations and sign-offs that you need from your side?

Remember, one scary thing with China suppliers is that if they cannot get an answer or if some detail is missing, many times, they do not stop the show. Instead, they choose the answer for you. And more often than not, that choice is not one you would have agreed to but is usually based on getting these goods as quickly out of their door as possible and getting the payment in hand with quality being an afterthought.

I should have named the post:

“Make it easy for your supplier in China to get whatever they need from you!”

Whether it is a sign-off, a confirmation or an answer to a question about a specification.

If you are the China supplier’s main contact, be sure your other contacts are available for whatever may come up.

Be proactive and think about what stage the project is in; if there will be sample sign-offs, or when will I get the photos of the production to go over and give my go-ahead? Or when will the factory need my confirmation to ship the goods? – you get my point. That way, everyone is not caught off guard with pool parties and road trips.

Here is another one...payment! Make sure that the “summer lull” does not make everyone forget that all-important matter called “making a payment and making it on time.”

I’ve seen orders delayed because the buyer says that “Jane in accounting is on vacation” or “only the boss can sign off on payments.”

Answer e-mails promptly. If the supplier needs to have a Skype chat, then be ready for a Skype chat. When importing from China, it is wise to be available even during down time to check e-mails and give confirmations. Many factories are pushing forward on weekends.

And the supplier is thinking, “nice story, these goods are not going anywhere.”

Answer e-mails promptly. If the supplier needs to have a Skype chat, then be ready for a Skype chat. When importing from China, it is wise to be available even during down

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Smart Sourcing

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time to check e-mails and give confirmations. Many factories are pushing forward on weekends.

Think about it, how can the buying side push and push for a prompt delivery but not be available to field questions or provide insight when needed?

Do not allow your lack of availability become a possible reason for the supplier to delay or bump you off the production line.

Do not allow your lack of availability become a possible reason for the supplier to delay or bump you off the production line.

Believe me, they will take one inch of a possible slack point from your side and allow it to be the cause of a major problem.

“We tried to ask you for confirmation but you did not answer. We must delay for two weeks. Thank you for your understanding. Pay balance invoice asap.” This is the kind of news that can ruin that beach trip.

Have an awesome summer!

PS: If you need any help in your China importing endeavors, feel free to contact me directly and I will help brainstorm ideas or point you in any direction I can. I am not talking about anything where I am going to sell you something, but just providing insight so you can avoid some of the mistakes that many buyers make. It will give me an opportunity to help and share some of my 13 years of China-work experience.

Jacob Yount lived in China from 2001 to 2012, during which time he started [JLmade](#). He is now based out of North Carolina in the US and his home office is still in Suzhou, China; manufacturing and exporting branded merchandise, promotional products and retail gifts for distributors worldwide. Contact Jacob at info@jlmade.com, or find him on his [blog](#).

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Stop your supplier from becoming your competitor

Renaud Anjoran over at the Quality Inspection Tips blog recently wrote *How Your Chinese Suppliers Might Become Your Competitors*. Anjoran provides some excellent suggestions for preventing your China supplier from competing with you, based on his notes from a talk by Paul Melkebeke, vice president supply Asia for Samsonite.

Melkebeke talked of how building a brand and a distribution network is a long-term investment. No doubt about that.

He then noted how Samsonite protects its IP by all available means — patents, design registrations, copyrights and Non Disclosure Agreements (NDA), but these things are “not enough.” I completely agree. Companies must do everything they can to protect their IP from China and from elsewhere, and doing this requires more than just registrations and contracts.

Though there are, of course, particular protective strategies you can and should employ depending on what you are doing in China, it will almost always make sense for you to do the following.

- Do business with the right people in China. Companies with nothing to lose are far more likely to take your IP than those with established businesses and reputations, and incentives for not getting hit with an infringement suit.
- Think about what you have that needs protecting. What do you have that others want? What do you have that your competitors would love to get their hands on? Is it your technology? Your customers? Your brand?
- Figure out how you (not your lawyer) can protect what needs protecting. Can you break into subparts whatever it is that you want to protect so that nobody



Ensure your IP is protected even before sourcing.

in China gets access to the full thing? Can you get away with sending an older version to China? Can you lock it down in your building in China or on one computer such that your employees cannot leave with it? Can you keep the key portions on a server in the US? These sort of protections are usually called structural protections and they can be absolutely critical.

Melkebeke noted how Samsonite helps its suppliers improve on efficiency and quality, knowing that the supplier’s other customers (Samsonite’s competitors) will also benefit from these efforts. This is a really important issue and one that is difficult to address. One way to handle this is to become the exclusive buyer from your supplier.

If you are not Wal-Mart, however, the odds of you being able to achieve that are incredibly slim. We have had clients that have purchased equipment for their China suppliers with the proviso that equipment can be used only to make our client’s product. This too is pretty rare though.

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Smart Sourcing

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Melkebeke noted how “many suppliers compare their FOB price to Samsonite’s retail price, and think it is all profit. Many of them start their own brand and push for distribution. But retail space is not cheap in China, and these companies are not experts at this game, so they end up losing money. So far, none has been successful.” This is something we often discuss with our manufacturing clients that outsource product to China, especially when they claim that “there is no chance our China manufacturer will ever be able to compete with us.” I often give the following example:

We had an outdoor equipment manufacturer (“US Company”) come to us after its China manufacturer (“China Manufacturer”) had stopped making outdoor equipment for it. China Manufacturer had not only stopped making outdoor equipment for US Company but had also registered US Company’s brand name as a China trademark in more than a dozen different categories/classes (this was before China prohibited this sort of thing by agents). China Manufacturer’s plans were to sell the outdoor equipment to the two large hardware store chains to whom US Company had been making the overwhelming bulk of its sales.

China Manufacturer completely struck out in its efforts to sell its own products to the two large hardware store chains. China Manufacturer went to those chains and offered to sell its product for about half the price of what US Company had been selling them, but both hardware chains basically threw it out because China Manufacturer had no plans and no ability to maintain constant stocking of the products and no plans and no ability to repair the products and no plan and no ability to handle returns and other customer service needs. China Manufacturer’s plans to sell directly into the US market were essentially a joke.

Nonetheless, China Manufacturer had done huge harm to US Company’s business. US Company had to scramble to find a new supplier. US Company succeeded but it also had to figure out how to get products manufactured and shipped out of China without violating China Manufacturer’s trademarks.

US Company did this securing a trademark for small engines and then prominently plastering its name on the small engines of all of its outdoor products. The moral of the above story is that you cannot count on your China manufacturer not trying to compete with you even if doing so makes no sense at all.

Melkebeke went on to note how the Internet has broken down selling barriers and OEMs can sell their products online, but only at “a very low price” and “this is not the way to build a brand.”

You cannot count on your China manufacturer not trying to compete with you even if doing so makes no sense at all.

China is Samsonite’s second-largest market after the US and according to Melkebeke, Chinese consumers are willing to pay a premium price for Samsonite products and are “as picky as Japanese consumers.” Because of this, despite helping its manufacturers improve, Samsonite is not really hurt by suppliers that try to compete with it because Samsonite prevails because of its quality and brand recognition. But, Melkebeke rightly notes that companies with a weak brand, and in certain categories such as electronics where components and specifications are easily compared are at much higher risk of losing business to a China supplier that seeks to compete with them. I completely agree.

Anjoran then wrote about how Melkebeke advocated for employing legal methods to keep suppliers in their place, “even if they are not 100 percent effective.”

The first comment to Anjoran’s post stated that “legal contracts are next to useless in most cases unless you are a Samsonite or an Apple. For SMEs, the only sustainable strategy is relentless innovation.” I completely disagree.

From the legal side, there is a lot that can be done to protect yourself from your China supplier, even though, [continued on page 38 »](#)

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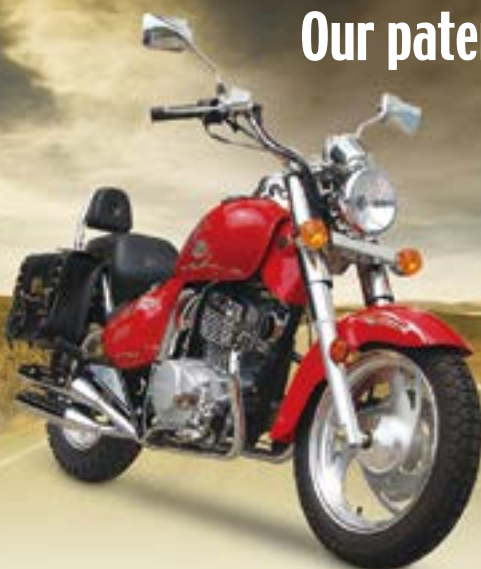
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like anything else, these things will not work 100 percent of the time. But really, legal protections are probably more important for small and midsize companies than for a massive corporation such as Apple.

Let me explain. First, I would urge everyone to read a post we did titled *The New Role Of Written Contracts For Product Purchases In China*, in which we talked about how the importance of having real contracts with China suppliers has increased and how US companies are reacting to that:

This approach is changing and more and more foreign buyers are entering into long-term purchase contracts with their suppliers (typically called OEM Agreements, Manufacturing Agreements, Product Supply Agreements, or Product Sourcing Agreements). There are several reasons for this trend. Probably the most important reason is the drive for standardization on the part of buyers. China product is just one part of a worldwide supply chain. Major retailers have diverse sources of product. All products have to meet a basic standard to fit smoothly into the chain. A product that is delivered late or that does not meet specifications fouls up the chain. A product that is subject to an intellectual property infringement challenge or that contains pirated, nonstandard parts or that contains a nonstandard component that raises safety issues disrupts the supply chain.

In the early days of buying product from China, the price was so cheap that these noncompliance issues and their resulting costs were simply absorbed by the foreign buyers at each stage of the purchase chain.

However, in the current environment of tight supply chain management, the disruption is normally quite costly and cannot be tolerated by retailers already financially stressed by the current economic environment. As a result, retailers are imposing strict standards on their direct suppliers. The strictness of the controls and the magnitude of potential losses mean that foreign buyers can no longer simply absorb the costs of nonconformance by the China manufacturers.

Foreign buyers now have no choice but to impose the same standards on their China suppliers. Thus, foreign buyers must enter into written contracts for product purchases from their China suppliers that mirror their own obligations to their major retailer customers. These contracts must be supplemented with detailed supplier manuals and codes of conduct that seek to regulate the day-to-day business operations of the China manufacturers.

None of this is unusual in North America and Europe, but the approach is very new to most China export-oriented manufacturers. The purpose of these agreements is quite simple. It is not to make the situation better but rather to impose liability for nonperformance directly on the China manufacturer. That is, the foreign buyer is saying: “I no longer will simply absorb the costs caused by your lack of compliance with the conditions of sale. If you (China manufacturer) do not perform, I will suffer a loss and I am going to pass that loss on to you.”

Second, check out our post from 2011 titled *Getting Started On Manufacturing In China. The Legal Basics*. In that post we set out the legal basics for manufacturing product in China, in the form of a response to a typical e-mail from a US company seeking to have its products manufactured in China:

The first two things you will likely need are a Non Disclosure Agreement (NDA) and a registered trademark in China. We prefer to do what we call an NNN Agreement — nondisclosure, non-use and noncircumvention. This is an agreement that you use when you are trying to find manufacturers for a product. You have the manufacturer sign the agreement before you show them the product. It prevents manufacturers from stealing your design for themselves and from going around you to sell the product to your US customers.

The one thing you will almost certainly need to do (but maybe not right away) is to register your trademark in China. Before you use any of your trade names (think

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brands or product names) or trademarks in China (think logos), you absolutely must register them in China or someone else almost certainly will and then you will not be able to use your name in China, even if all you are doing is exporting your product from China.

Depending on your situation, you may also want or need a Product Development Agreement. If you are going to work extensively with a China manufacturer to develop a new product, you need a specific product development agreement. These agreements cover the cost and procedure for development and ownership of the developed product. Many companies fail to enter into this kind of agreement and then discover the China side owns “their” product and/or molds at the end of the process.

Once you have chosen the manufacturer for your widget, the next thing you will need is a Manufacturing Agreement. These are also called supplier agreements and OEM Agreements. Many US companies do all their manufacturing in China based on purchase orders. This is very bad for the US side. A good manufacturing agreement covers IP, QC, NNN issues, warranty, ownership of molds, tooling, supplies, diversion, dispute resolution, and all the other various issues that arise in a manufacturing relationship.

But what is a small company to do? The above. But what about the idea that contracts are “useless” for small companies? I am not sure why this commenter said this, but I do know that small companies often ask me whether it is worth having a contract if they cannot afford to sue to enforce it. I often respond by saying that if they cannot afford to sue on a breached contract, they also cannot afford bad product and that is all the more reason they need a contract. There are many reasons to have a good contract with your China supplier, and suing on a breach is but one of them.

As anyone who has been involved in litigation anywhere in the world will tell you, it is a horrible thing. It is expensive, time consuming and imperfect. Litigation signifies the end of discussion between parties and, as such, it should only be undertaken after all other avenues have been exhausted. As

I am constantly telling clients, “if you have to sue, you have already lost. You can win the litigation, but even so, you will have lost.”

Litigation virtually never brings anyone a complete remedy. If you are owed \$250,000 and you sue and the court awards you \$250,000 and the other side pays you in fairly prompt order, you still have not achieved a complete remedy. What about the time you spent trying to settle the case before suing? What about what you might have done with the \$250,000 had you received it sooner? What about your attorneys’ fees in dealing with the problem? What about all the time you and your employees had to spend on the case? Litigation is not a complete remedy, which just underscores point number 1 on how it should always be a last resort.

There is huge value in having a contract with your China counterpart that has little to nothing to do with winning a lawsuit. Even if you never intend to sue anyone in China, it makes sense to have a good contract, preferably in Chinese. There are three main reasons to have a good contract, and suing and winning on it is only one of them.

One of the main reasons for having a good contract with your China product supplier is to make sure that the two of you are on the same page. We wrote about this reason in Chinese Manufacturing. Delivery Date? What Delivery Date?:

One of the most common problems we see between US companies and their China manufacturers is “late” delivery. I put late in quotes because many times I think the problem is not so much that the China manufacturer was late, but rather that the contract and the American buyer were unclear on the actual delivery date requirements.

Let me explain. When we draft an OEM Agreement (Manufacturing Agreement or Supplier Agreement), we are always very careful regarding delivery times. Most of the time, our clients come to us with a term sheet or an oral agreement with their China manufacturer dictating something like 30 days for delivery. We like strictly tying the China manufacturer to the “agreed-upon” delivery
[continued on page 42 »](#)

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time and we usually do that with a liquidated damages provision tied to late delivery. Just by way of example, we might put into the OEM Agreement a provision saying something along the lines of delivery shall be within 30 days and for every day beyond thirty the China manufacturer shall be required to pay US Company 1 percent of the purchase order price within 10 days.

Perhaps more than any other contract provision, we tend to get blow-back on the delivery time provision from the China manufacturer. Oftentimes when faced with the reality of having to pay a set amount for late delivery, the China manufacturer gets really serious about delivery times and tells us that they simply cannot promise delivery within the previously “agreed” time frame. Our client usually realizes it is better to get real agreement (even if longer than originally anticipated) before ordering, rather than getting late delivery after ordering.

The other, somewhat related, issue we face on delivery times is that when our client comes to us and says it has agreed with its China manufacturer to a 30-day delivery schedule, we then have to figure out 30 days from what. We typically go with 30 days from the issuance of the purchase order, but oftentimes the China company pushes for it to be 30 days from its receipt of payment or 30 days from its receiving proof of payment.

Bottom Line: Certainty is important with respect to delivery dates and, without a doubt, the best way to achieve that certainty is a written contract, in Chinese (so that there is no doubt the manufacturer understands what is on the paper) clearing setting forth the delivery date.

In my view though, the main reason to have a good contract is to prevent problems on which you might need to sue. We wrote about this in China OEM The Smart Way:

The best solution for this is to prevent it from happening in the first place, and the best way to do that is to choose the right supplier and use a good OEM contract. When we draft OEM contracts for our clients, we always put in a provision precluding the China manufacturer from

subcontracting out production. Without exception, the China manufacturers have agreed to this provision and, again without exception (at least as far as we know), they have always abided by it. The reason for this is simple. The manufacturer may have twenty some companies for whom it produces goods, but probably less than half of them forbid subcontracting. When the China manufacturer is so busy as to require subcontracting, it makes sense for it to first subcontract work for those foreign companies for whom it is NOT prohibited by contract from doing so. I am always analogizing this to bike locks. Even the best bike lock cannot prevent all thefts, but its efficacy comes from the fact that bike thieves generally find it easier to steal a bike with a poor-quality lock or none at all than one that is difficult to break.

Any contract that makes your China counterparty think twice about messing with you has some value. My law firm has settled a number of matters with China companies based on well-written contracts, but we decline to take on cases without contracts. Having a well-written contract does not mean you will always win your lawsuit if you are forced to sue on it. But it does mean you will have some leverage if things go wrong and it does mean you will at least have a chance. Having no contract means no chance.

How do you stop your China supplier from becoming your competitor?

- Choose the right China supplier. A company that is thriving has a lot more to lose than one that is tanking.
- Register your intellectual property (trademarks, copyrights and patents).
- Make sure your supplier signs well-written (preferably in Chinese) contracts that forbid it from competing with you or improperly using your IP.

Dan Harris is founder of the Harris & Moure law firm, a boutique international law firm focusing on small and medium-sized businesses that operate internationally. China is the fastest growing area for the firm. Dan writes [ChinaLawBlog.com](#) as a source of China legal and business information.

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Smart Sourcing

Tips and strategies for effective volume-buying from China

Doing business in China safely

The discussion below comes from an article I wrote a couple years ago for a manufacturing magazine. I am reprising it after having communicated with a company that could sorely have stood to have read it. The point here is that it is possible to do business in China safely, simply by following some basic due diligence rules.

Whether it is cynicism or realism, I am becoming increasingly willing to blame “the victim” of China business problems. I am convinced that, nine times out of 10, when bad things happen to good people who do business internationally, it is the “good person’s” fault.

Like all lawyers who work with China, I have a ready set of horror stories I rotate depending on the needs of the occasion, but usually include one or more of the following, which I have modified slightly to protect the guilty:

- The guy who “invested” \$500,000 in a China business because the owner of the business was allegedly the son of a five-star general. One of my law partners suggested to this investor that he instead use the money to fly himself and my law partner to Las Vegas (this was before Macau got so big) and put the money on red. As my partner put it, the chances of the client recovering his money there were much greater and it would be a lot more enjoyable. This guy went ahead and invested the \$500,000 and lost every bit of it. He wanted us to sue the “son of the general” on a contingency-fee basis, but we would not have taken on that case for a 150 percent contingency.
- The guy who bought a million-dollar condo in Shanghai under his girlfriend’s name because he believed that foreigners were not allowed to own real property in China. His girlfriend then left him and claimed he had given her the condo as a gift. The guy wanted us to sue the girlfriend but we demurred, saying that we just did not like a case where our client would need to stand in front of a Chinese judge and explain that he had put the condo in his girlfriend’s name so as to avoid (what he believed was) China law. And here’s the kicker. When he bought



Made in China image courtesy of Stuart Miles at FreeDigitalPhotos.net

this condo for his girlfriend, he could have purchased it in his own name, no problem! His girlfriend had lied to him about China real property ownership laws.

- The countless people who call my firm after having sent tens of thousands of dollars (sometimes hundreds of thousands of dollars) to someone in China for a product that never arrives. Eventually the person and “company” to whom they sent the money disappear. We have never taken one of these cases because we deem them pretty much hopeless.
- The US company that used its joint-venture partner’s local Chinese lawyer (what was this company thinking?). The Chinese lawyer drafted up agreements that involved the US company giving its critical technology to the joint venture permanently, without getting any real influence or control in the venture. This is an amalgamation of probably half a dozen poorly formed joint ventures in which we have been called in. You can find out more regarding this sort of China joint-venture deal in When in China Trust Everyone (www.chinalawblog.com). I could easily go on and on. So what can a foreign investor do? A lot.

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Smart Sourcing

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In *Seven Rules Of China Due Diligence* (www.chinalawblog.com) we set out the following seven rules to analyze a China company with which you are doing business, taking the first six from an article by Muddy Waters titled “The Six Rules of China Due Diligence:”

- Approach the company as a potential customer does.** “You want to see what the China side customers see. Fraudulent companies have far less confidence that they can fool a China company in their industry than they do about fooling a starched shirt analyst. Moreover, they are usually less willing to take legal risks in their home market (China) than they are in the US.” In other words, look to see how the China company with which you are interested is treated by other China companies.
- Take all company-provided introductions with a grain of salt.** “When companies set up meetings or conversations between you and their suppliers or customers, take them with a grain of salt. In a country where a lot of managers earn less than \$500 per month, it is not hard for an unscrupulous company to buy someone’s loyalty for the duration of a meeting or phone call. You should instead rely on your own networks to help you understand the company and industry. If you do not have those networks, you unfortunately should not be making investment decisions in China by yourself.” I completely agree.
- Try to construct your own fraud scenario.** “At some point in evaluating every investment, you should stop and ask yourself how you could have staged everything you have been shown or done with the company. It is good for US investors to practice this mentality because it makes us less credulous. More importantly, this kind of thinking makes clear how surprisingly simple measures (e.g., switching factory signs before you arrive, painting old machinery) can be so effective in fooling the credulous investor.” I absolutely love this advice and I urge everyone to follow it.
- Forget about the paper.** Focus on the operations. “In today’s world where you can buy a competent color printer for less than \$200, it is hard to understand why investors place so much faith in bank statements, invoices and contracts. China’s deal-making world abounds with stories of forged bank statements and other documents leading to disastrous deals. Unfortunately, most auditors apply the US audit playbook in China – reviewing and taking documents at face value. Instead, you have to look at the operation itself. How much does the output seem to be, how much material is moving into and out of the factory, does the office seem to be a hive of activity, how many employees can you count, what is the square footage of the facilities? These are all basic

- questions one should concern themselves with during site visits. And it pays to visit two to three (or more) times — a good fraudster can put on a show, but they are unlikely to be able to do it the same way each time. Watch for the subtle differences. Ultimately if you cannot find a good way to measure the company’s sales or productivity (as in the case of a service company), you should think carefully about proceeding with the investment.” I completely agree with the advice to put the China company’s operations under a microscope, but I completely disagree with the advice to ignore the paper, as I discuss more fully below. I advocate putting the paper under a microscope as well.
- Speak with competitors.** “Competitors with real businesses can usually tell you one of two things about a fraudulent competitor — either that it is obscure (sometimes the “competitor” is hearing about the company for the first time) or that they know it is a fraud. Many competitors will be reluctant to speak openly at first about a fraudulent competitor if they know you are a potential investor in the fraudulent company. However, if you are a potential customer who is shopping around for a vendor, it can be a different story.” This is excellent advice, but one should also take the views of competitors with at least a bit of salt.
 - Do not delegate.** “A lot of experienced China investors have stories about subordinates who colluded with a target company to attempt (and sometimes succeed) to defraud the investor. Be attuned to the dichotomy between the investment funds at stake and the income or wealth of the people on whom you rely for judgment.” Very true.
- At least half the time when my firm has been brought into a fraud situation, we have to ask ourselves whether the “trusted subordinate” was incredibly stupid or in on the fraud.
- The seventh rule (my addition) is to put the documents you receive under a microscope because the fraudulent company will nearly always make some mistake in its documents. In my career, I have caught the following, all of which threw up massive red flags:
- Company claimed to have a multimillion dollar account at a nonexistent bank
 - Company documents showed a subsidiary in the Marshall Islands, yet always spelled the country as Marshal Island. It had no such subsidiary.
 - Company claimed to have a branch office in a particular city, yet its documents on that branch office put that city in the wrong province

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Smart Sourcing

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- Company claimed to be bringing in twice as much product as physically possible on a particular ship
- Company claimed to have been shipping out product on a particular ship that did not exist during the first few years when the product was allegedly being shipped
- Company claimed to have won an IP lawsuit in a country’s Supreme Court (they produced the Supreme Court’s decision and everything), but there had never been such a case

Bill Bishop at the DigiCha blog did a great post titled “Do You Know Where Your China Stock CFO Lives?” setting out China company (mostly publicly traded) warning signs.

The post talks about two China companies, Longtop Financial and Sino-Forest, which publicly trade in the US and have been under scrutiny for alleged improprieties.

Both have Canada-based CFOs even though the bulk of their operations are in China. Bishop posits that these companies may have hired foreign-based CFOs as “China fraud beards.”

Bishop then goes on to quote from an iChinaStock post titled “5 Warning Signs That A Chinese Stock May Be a Fraud,” listing out the following warning signs:

1. Company went public through an OTCBB Transfer or other ways of back-door listing
2. Company name starts with “China” [unless they are state-owned they cannot register a company in China starting the word China]
3. The products are sold in China, but there is minimal Chinese-language information about those products.
4. The business defies common sense.
5. The underwriter, audit firm and accounting firm are second tier and/or have a track record of missing frauds (like Deloitte China).

Bishop adds a sixth item to the list, that “the CFO does not live in the same city as corporate HQ and is not a regular presence there.”

I like Bishop’s admonition not to invest in a business that defies common sense. Yes, that is pretty basic, but in many ways it is the key. It is not too dissimilar from the advice I gave in the When in China Trust Everyone post mentioned above:

First off, THINK. That’s right, think. Secondly, do not do anything you would not do in any other country. Just because your Chinese partner and/or your Chinese partner’s lawyer tell you this is how things are in China does not mean you have to believe them and it certainly does not mean you have to abandon your common sense.

One more thing to do before you invest or, in some cases, even do business with a China company: get their official corporate records from the official Chinese government sources. We have of late been doing this rather frequently for our clients and though it is neither inexpensive nor easy, it can be incredibly enlightening in that it usually goes far beyond the information provided by the basic company search firms.

The China company search firms typically provide only a fairly basic list of information such as the names and addresses of those involved with the company and its registered capital.

In addition to not being terribly complete, the information from these search firms is of dubious provenance. How did they get the information? Can we be sure they looked at the entire file? We know the files are only supposed to be open to lawyers. How did they obtain access? When did they review the documents? Last year’s documents may be of no help at all.

We strongly suggest that you seek out the full State Administration for Industry and Commerce or SAIC file on the China company about which you are seeking information. In our experience, the SAIC only opens its file to licensed Chinese attorneys. Everyone else is turned down.

The Chinese licensed attorney must go in person to the SAIC office, review the file and make copies in the office. It is our understanding that China companies investigated through the SAIC will know they are being investigated.

These SAIC forays usually give us massive amounts of documents in Chinese, which we then either translate for our clients or, more typically, summarize. They usually contain all sorts of key economic data on the company as well.

Dan Harris is founder of the Harris & Moure law firm, a boutique international law firm concentrating on small and medium-sized businesses that operate internationally. China is the fastest-growing area for the firm. Dan writes [ChinaLawBlog.com](#) as a source of China legal and business information.



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HA_GSTJ_1.4b_130903E

When a supplier cannot provide certificates

A “fake” certificate is often a real certificate that was issued regularly by an accredited testing laboratory and later “photoshopped” to show another product and/or supplier name.

Another popular method is that of obtaining a “real” certificate that does not correspond to actual tests (in other words, the result is always a “pass”). The most savvy China suppliers know the exact price for this service.

I guess 10 to 30 percent of the certificates given by China suppliers to their customers are fake.

So the question for the serious importer is: How to get a REAL and LEGITIMATE certificate, in case the supplier has not already obtained it?

If the supplier ACCEPTS to get it at their cost
As an importer, you are 100 percent responsible if the products are sold in your country, and are found dangerous and illegal. So I advise to micromanage this process if you have enough time:

- Give your supplier a few names of testing labs you “strongly prefer.” Avoid local China labs if possible.
- Ask to see the application before it is sent by your supplier to the lab. Make sure you get the report directly, at the same time as your supplier. This way, if the product fails the tests, you will know about it.

I realize that your relationship with the supplier might not be good enough to request what I suggest above. But it is certainly worth asking for!

If the supplier REFUSES to get it at their cost
I guess some purchasers who read this article think, “The

– In preproduction, the manufacturer is supposed to pay for the certification of his product in case it is subject to regulations such as RoHS and CE.
– In production, the importer is supposed to pay and have samples from the batch to be tested. Suppliers often use good components for preproduction samples and cheap inputs for production. That is a huge source of risk.

factories I work with will never pay for it.” That is very probable, unfortunately.

And, if they do pay for it, are not they including that cost in the product unit price?

For these reasons, some very sophisticated importers pay for certificates and what they get in exchange is full control of the situation:

- They get to work with the laboratory they want.
- They receive reports and know when the result is failed.
- The report is issued in their company’s name and the supplier does not even get to see the report.

This last point is more important than it seems. It means the supplier cannot easily use the certificate to sell the same product to other customers.

Any other tips in this case?

Renaud Anjoran has been managing his quality assurance agency (Sofeast Ltd) since 2006. In addition, a passion for improving the way people work has pushed him to launch a consultancy to improve factories and a web application to manage the purchasing process. He writes advice for importers on qualityinspection.org.

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Vehicle Security & Electronics

Automotive security parts & accessories
 Car alarms & electronic security systems
 Car door locks
 Car central locking systems
 Steering wheel/pedal/gearshift locks



Buyer’s Guide to sourcing vehicle emergency kits

Ten new models, 10 supplier profiles and buyer demand trends from GlobalSources.com

– Product gallery: Gadget-charging emergency kits rise	62
– Comparison table: Profiles of 10 export-ready suppliers	66
– Buyer demand trends	69

Analyst’s Choice

70

- Wi-Fi car DVR camera syncs with smartphone
- TPMS fits cigarette lighter port
- Jump starter has temperature voice alarm
- Four-button keyfob for Nissan Altima Maxima
- Car rearview system has 260-degree FOV
- Backup alarm housed in reinforced nylon

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December 2015 Auto Parts & Accessories 61

Gadget-charging vehicle emergency kits rise

Models that supply power to personal electronics are becoming mainstream.

Vehicle emergency kits from China feature assorted contents, including automotive tools and roadside safety equipment. In addition to car recovery items, many kits now pack the necessities for supplying power to personal electronics or gadgets. Jump starters that work as power banks, and charging cables for mobile phones, laptops and other devices are becoming common inclusions.

All-in-one compact models are also emerging.

Examples are power stations with built-in compressors and vehicle gauges that incorporate safety tools.

Driver and passenger safety is addressed by other releases. Basic first-aid supplies such as bandages and dressing are typical inclusions. Some kits even come with blankets.

The products in this gallery represent current trends in vehicle emergency kits.



6-in-1 life hammer

The Mjolnir model from Dongguan City Xingyi Industrial Co. Ltd is a 1,000mAh 6-in-1 life hammer. It can be used as hand-crank generator, car window breaker or seatbelt cutter during emergencies. The model also doubles as a power bank for mobile phones, GPS and portable devices. It is also an SOS warning light with its high-illumination LED flashlight. The life hammer weighs 300g and measures 20x3.5x3.5cm. MOQ is 2,000 sets.



Jump starter with accessories

Dongguan Juxing Power Co. Ltd's X5 Jump Starter-7202 model is bundled with jump starter cables and connectors. It is capable of starting 12V gasoline cars and supplying power to mobile phones, laptops, PSPs, MP3/MP4/MP5 players, tablet PCs, PDAs and cameras. The 8,000mAh jump starter also works as a lamp or SOS/warning light. Start and peak current are 200 and 400A. MOQ is 10 units.

CONTACT SUPPLIER



4-in-1 kit with copper booster cables

Dongguan Shilong Lianfa Hardware & Electric Co. Ltd offers the model LF64IN129-7433 car emergency kit that contains a pair of 200A booster cables, a pair of gloves, a torch light and 2,000kg tow rope. The booster cable is made of 100 percent PVC-coated copper. FOB price is \$3 to \$30. The supplier requires an MOQ of 1,200 sets.

[CONTACT SUPPLIER](#)



Includes first-aid supplies

Besides car emergency indicators and repair tools, the TE4-0031-1 model from Hangzhou Tonny Electric & Tools Co. Ltd also includes first-aid supplies. A set is comprised of a torch light, tow rope, fabric blanket, SOS banner, 2.5m 200A booster cable, single torch cone, emergency water bag, first-aid kit and soft bag. MOQ is 3,000 sets.

[CONTACT SUPPLIER](#)



Packs adapters for various gadgets

The HW-020 emergency kit model from Hongwei International Ltd features a compact car jump starter that starts vehicles up to 20 times on a full charge. Paired with various battery-charging adaptors, it can provide power for many types of personal electronics. The jump starter also works as an LED flashlight, strobe or SOS signal light that lasts 120 hours. It has surge, short-circuit, and overload and -charge protection. The kit is priced \$40 to \$60.

[CONTACT SUPPLIER](#)



Comes with reflective vest

The model HXCEK201402 car emergency kit from Huaxin Industry Group Co. Ltd comes with a reflective safety vest, emergency card, 210x160cm blanket, a disposable poncho, PH#3 and slotted screwdrivers, tire gauge, LED flashlight, two safety gloves, jumper cable and a storage kit. First-aid kit supplies included are 40x60cm dressing for burns, 136x96x96cm triangular and 6cm elastic bandages, and 8x10cm wound dressing.

[CONTACT SUPPLIER](#)

[continued on page 64 »](#)

Buyer's Guide

[continued from page 63 »](#)



Tire gauge-cum-multitool

Shenzhen ATR Industry Co. Ltd released the model 97126-1 multifunction tire gauge. It detects 5 to 99psi tire pressure and displays data on its LCD. The model also doubles as a safety hammer with a foldable head on its side. Swiss army knife tools swivel out from one end. The gauge’s shell is in rugged ABS. Product dimensions are 16.5x7x2.5cm and weight is 12kg. MOQ is 500 sets.

CONTACT SUPPLIER



3-in-1 jump starter

The HP1501 model from Shenzhen Habeier Power Co. Ltd is a 12V car jump starter that doubles as a power bank, providing three standard power outputs for different devices including mobile phones, tablets and laptops. It also has LED lights on one side for emergency lighting. The working temperature is between -20 and 60 C. FOB price ranges from \$10 to \$20.

CONTACT SUPPLIER



59 tools

Tunemout Auto Parts Co. Ltd’s model TMTM-RPK002 car emergency kit contains 59 tools. A set includes a 16m booster cable, towing rope, metal air pump, 30 cylinder, gloves, an 8in wrench, pressure gauge, electrical tape, compass with whistle, valve core screwdriver, 20 sockets and bits, 30 first-aid products, a head lamp and raincoat. The tools are made of nodular and chilled cast iron, and forged steel. MOQ is 10 sets.

CONTACT SUPPLIER



Portable power station, air compressor

The EL-010-7353 model released by Zhejiang NAC Auto Parts Dept. is a jump starter with a 13Ah battery and two 12VDC output sockets. A 250psi 15L air compressor is built-in. The product also comes with an AC to DC adapter and cigarette cord. The maximum current is 15A. Two lights and a pressure meter on the surface indicate working status. FOB price is \$18 to \$20 while MOQ is 3,000 pieces.

CONTACT SUPPLIER

[continued on page 66 »](#)

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[continued from page 64 »](#)

Supplier comparison table

Company name	Supplier ranking	Supplier location	Year established	Business type
Dongguan City Xingyi Industrial		Mainland China	2000	Exporter, manufacturer
Dongguan Juxing	★★★★★☆☆	Mainland China	2013	Exporter, manufacturer
Dongguan Shilong Lianfa	★★★★☆☆☆☆	Mainland China	1994	Manufacturer
Hangzhou Tonny	★★★★★☆☆	Mainland China	1994	Manufacturer
Hongwei International		Mainland China	2008	Manufacturer
Huaxin		Mainland China	2000	Manufacturer, exporter, trading company
Shenzhen ATR	★★★★★★★	Mainland China	1998	Exporter, manufacturer, trading company
Shenzhen Habeier		Mainland China	2008	Exporter, manufacturer
Tunemout	★★★★☆☆☆☆	Mainland China	2006	Agent, buying office, exporter, manufacturer, trading company
Zhejiang NAC	★★★★★★★	Mainland China	1975	Exporter, importer, trading company

Global Sources supplier rankings

★★★★★★
Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages. Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online. The rankings are correct at the time of publication and may be subject to change.



Main export markets	Company certification	Number of employees	Total annual sales (US\$ million)	Brand names	
Europe, North America, East/South Asia, Middle East			1 to 2.5		
Asia, Australasia, North America, Western Europe	ISO 9001:2008	350 to 400	0.3 to 0.4	Boltpower	CONTACT SUPPLIER
Asia, Australasia, Central/South America	ISO 9001:2008	20 to 30	0.2 to 0.3		CONTACT SUPPLIER
Asia, Australasia, Central/South America, Middle East/Africa, North America, Western Europe		400 to 450	20 to 25	TN	CONTACT SUPPLIER
Asia, Australasia, Europe, North America		200 to 250	1 to 2	Honwei	CONTACT SUPPLIER
North America, Central/South America, Asia, Western Europe		100 to 150	5 to 6		CONTACT SUPPLIER
Europe, North America, Middle East/Africa, Central/South America, Asia, Australasia	Super Retail Group Team, STT	80 to 100	50 to 55	ATR, Steel-Mate, Aiteli	CONTACT SUPPLIER
Asia, Australasia, Central/South America, Europe, Middle East/Africa, North America		150 to 200	10 to 15	HHR, Hua, Hong, Rui	CONTACT SUPPLIER
Asia, Australasia, Central/South America, Europe, Middle East/Africa, North America	ISO/TS 16949, ISO 9001:2008	20 to 30	3 to 4		CONTACT SUPPLIER
Asia, Western Europe	ISO 9001:2008	250 to 300	0.5 to 1		CONTACT SUPPLIER

[continued on page 69 »](#)

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AVET100 butterfly TPMS

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b) LF remote control
c) OE TPMS
d) DIY external sensors
e) OE TFT-LCD screen



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December 2015 Auto Parts & Accessories 69

Analyst's Choice

Innovative and newly launched products from the entire Asian supply market

Wi-Fi car DVR camera syncs with smartphone

CONTACT SUPPLIER

Goopai System Technology (Shenzhen) Co. Ltd (mainland China)



Product details

Model:	HZHL-01-0544
MOQ:	10 units
Lead time:	5 to 10 days
FOB price:	\$50 to \$70

Goopai System Technology (Shenzhen) Co. Ltd's model HZHL-01-0544 hidden DVR camera suits Audi vehicles. The unit has built-in Wi-Fi and connects to a smartphone via a downloadable app. Users can control, check traffic safety records and synchronized traffic video displays on their mobile phones.

The field-of-view of the DVR camera is 170 degrees. Resolution is HD or 1920x1080p. The model supports night vision, auto-focus, parking monitoring, continuous loop and synchronous recording, and date-month-year display. It incorporates a G-sensor and six coated lens. An 8GB TF card is used for storage.

Supplier profile

Year established:	2009
Export markets:	Asia, Australasia, North America, Western Europe
Export products:	IVI systems
Certification:	ISO/TS 16949

TPMS fits cigarette lighter port

CONTACT SUPPLIER

Xiamen Highdart Electronic Information Co. Ltd (mainland China)



Product details

Model:	H9
MOQ:	100 units
Lead time:	21 days
Certifications:	CE
FOB price:	\$65

The model H9 wireless tire pressure monitoring system from Xiamen Highdart Electronic Information Co. Ltd connects to cigarette lighter ports and USB inlets.

The model includes a receiver and four sensors for the wheelbase. These components monitor pressure and temperature of the tire in real time, and communicate with each other immediately after detection of abnormal pressure and hotness or coldness.

Xiamen Highdart has 20 years' manufacturing experience in auto electronics and appliances. It has patented designs. GE and Daewoo source from the company.

Supplier profile

Year established:	1995
Export products:	TPMS (70%), car rearview mirrors (20%), driving recorder & car purifiers (10%)
Annual sales:	\$3 million to \$4 million
Total staff:	150
Orders:	Less than \$3,000 are accepted
Certification:	ISO/TS 16949:2009

Jump starter has temperature voice alarm

CONTACT SUPPLIER

Dongguan Greenway Battery Co. Ltd (mainland China)



Product details

Model:	G17-D Jump Starter
Launched / upgraded:	August 2015
MOQ:	200 sets
Lead time:	25 to 30 days
FOB price:	\$63

The model G17-D Jump starter from Dongguan Greenway Battery Co. Ltd gives off a voice alarm when its temperature exceeds 50 C. When temperature is below 15 C, it will heat itself automatically.

The 18,000mAh jump starter has a start current of 300A and peak current of 600A. Input is 15V 1A while output is 12VDC 15A. USB output is 5V 2.1DA.

Dongguan Greenway specializes in R&D, production and sales of Li-ion battery packs. The company accepts OEM and ODM orders.

Supplier profile

Year established:	2005
Export markets:	Europe (35%), US (30%), Asia (25%), Australia (10%)
Export products:	Laptop batteries (40%), motive batteries (30%), jump starters (30%)
Annual sales:	\$200 million
Certification:	ISO 9001: 2000
Orders:	Less than \$100 are accepted

Four-button keyfob for Nissan Altima Maxima

CONTACT SUPPLIER

Qinuo Electronics Co. Ltd (mainland China)



Product details

Model:	QN-RF402X
Launched / upgraded:	June 2015
MOQ:	50 units
Lead time:	7 days
Certifications:	FCC

Qinuo Electronics Co. Ltd's model QN-RF402X four-button keyfob suits the Nissan Altima Maxima KR55WK48903. The auto-remote key runs on a 3V CR2032 battery.

The blank transponder key must be cut and programmed before operation. Cutting and programming can be performed at an automotive locksmith shop or local dealership. Technical support can be provided by the supplier.

Qinuo Electronics' products carry SGS, RoHS and CE marks.

Supplier profile

Year established:	2009
Export markets:	Europe (48%), US (26%), Asia (13%)
Export products:	Remote control duplicators (45%), car keys (27%), garage door transmitter replacements (15%)
Total staff:	128
Certification:	ISO 9001:2008

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Analyst's Choice

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Car rearview system has 260-degree lens FOV

CONTACT SUPPLIER

Shenzhen Hao Tian Jun Electronics Technology Co. Ltd (mainland China)



Product details

Model:	HTJ-MS12
Launched / upgraded:	July 2015
MOQ:	200 units
Lead time:	5 to 10 days
Certifications:	CE, FCC
FOB price:	\$45 to \$56

Shenzhen Hao Tian Jun Electronics Technology Co. Ltd's HTJ-MS12 model has a 5in TFT HD LCD, and dual cameras capable of 1080p viewing and recording. The rearview system also integrates a double lens and rear mirror with 260- and 140-degree viewing angles, respectively. It supports WHD (1920x720p) 30 frames, G-sensor collision video protection and seamless loop video motion detection. The car rearviews system's shell is made of plastic and is shock- and water-resistant.

Shenzhen Hao Tian Jun sells more than 500,000 cameras and 80,000 car DVRs per year. The defect rate is less than 0.5 percent within the warranty period.

Supplier profile

Year established:	2005
Export markets:	Australia (50%), Europe (20%), Asia (30%)
Export products:	Car reversing systems (50%), car rearview cameras (30%), 360-degree surround view systems (20%)
Annual sales:	\$50 million
Orders:	Less than \$1,000 are accepted

Backup alarm housed in reinforced nylon

CONTACT SUPPLIER

Changzhou Wujin Yueda Electroacoustic Equipment Co. Ltd (mainland China)



Product details

Model:	YS-B30
MOQ:	40 units
Lead time:	14 days
Certifications:	CE
FOB price:	\$6

The YS-B30 model from Changzhou Wujin Yueda Electroacoustic Equipment Co. Ltd is a 77 to 97dB smart backup alarm with an IP68-rated epoxy-sealed reinforced nylon housing.

It supports various beep sound pressure levels. Self-adjusting, white-sound, speaking and customized-message models are also available. Product size is 103x68x44.5mm and weight is 320g.

Changzhou Wujin Yueda is a manufacturer of electroacoustic products. Its product portfolio includes Yuesen-brand speakers and Yuexin-brand backup alarms. Two of its engineers have more than 25 years of experience.

Supplier profile

Year established:	1994
Export markets:	Europe (50%), Asia (30%), US (10%)
Export products:	Speakers (70%), alarms (30%)
Annual sales:	\$8 million
Total staff:	250
Orders:	Less than \$500 are accepted
Certification:	ISO 9001

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NEW



Tire pressure monitoring system for motorcycles (TPMS-M1)

- DIY installation
- Handlebar- or dashboard-mount
- Built-in rechargeable battery
- Waterproof and dustproof
- Alerts for abnormal tire pressure and temperature, and leaks

Top-quality TPMS and car alarms from a reliable 20-year manufacturer in mainland China

- Our products comply with CE, E-Mark, RoHS and FCC standards
- 20,000m² ISO 9001:2000- and ISO/TS 16949:2008-certified factory
- Up to 100,000 units monthly using advanced SMT and ICT machines from Japan
- All systems undergo aging, temperature, anti-jamming and vibration tests
- Regular orders shipped in just 2 weeks, 1 week for urgent orders
- Buyers from the US, Europe and the Middle East

For more information, contact us today.



Guangdong LFF Technology Co. Ltd

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Tire pressure monitoring system (TPMS-V10)

- Real-time tire data monitoring
- Intelligent power-saving sleep mode
- Audio/visual alarms
- Charging via solar power or mini USB port
- Optional internal or external valve cap sensor



Tire pressure monitoring system with audio/visual alarms (TPMS-X6)

- Real-time tire data monitoring
- Intelligent power-saving sleep mode
- Color LCD screen displays low battery warning
- Gray, black or white display
- Magnetic 360° base
- Charging via mini USB port
- Optional internal or external valve cap sensor



GPS tracking system (LC668)

- Power cut-off, central locking, engine immobilization and SOS functions
- Real-time positioning via Google Maps
- Password protected
- SMS or GPRS connectivity
- Compatible with iOS, Android- and Windows-based devices

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NEW

Holding more than a dozen patents for our products

Diesel car jump starter

- 24V
- Also for trucks, buses, construction machinery and other vehicles
- Charges laptops, tablet PCs, mobile phones and digital cameras



- 5 years of export experience
- 15-step QC process
- More than 30 engineers and technicians
- Invested over \$10 million in R&D
- 23 production lines enable us to roll out more than 12,000 units monthly
- Items meet CEC, CE, FCC, UN 38.3, ECE R65 and RoHS guidelines
- MOQ: 500 units

To know more about our products, inquire today.



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ISO 9001:2008    



8,000mAh mini emergency jump starter

- 12V
- Can jumpstart gasoline and diesel cars, trucks, buses, construction machinery and other vehicles
- Charges laptops, tablet PCs, mobile phones and digital cameras
- Working temperature: -40 to 85°C
- Low-temperature start



Mini car jump starter and power bank

- 12V
- Charges mobile phones, MP3/MP4 players and tablet PCs
- Low-temperature start



16,500mAh mini power bank and car jump starter

- 12V
- Charges mobile phones, MP3/MP4 players and tablet PCs
- Multimode and high-brightness LED lighting