global sources
Hardware
Auto & Machinery

SOURCE SAMPLES FROM Global Sources



Deep-groove ball bearing

See more info on page 16

GlobalSources.com


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The Global Sources Buyer gets the #BestSourcing experience

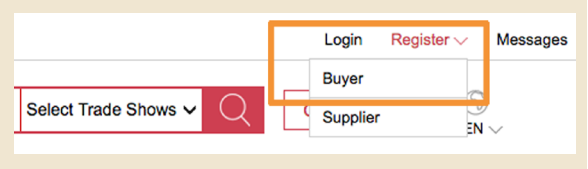
Global Sources has become the go-to sourcing platform for B2B buyers searching for Verified Suppliers in China and the rest of the world. With independently verified suppliers and manufacturing, finding a reliable partner is made easy.

To facilitate your sourcing journey, Global Sources offers a range of online and offline services. And when you register as a buyer, you gain exclusive access to many of these benefits.

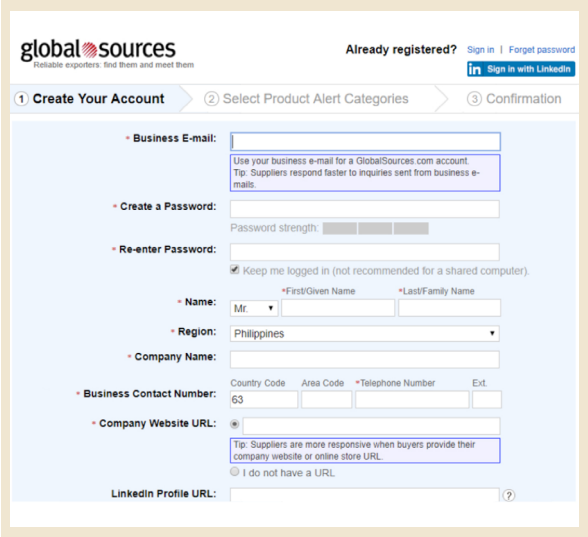
These include “Product Alerts” e-mail where you can receive daily or weekly updates on newly launched products under the categories of your choice, and contact suppliers directly for questions about specs and pricing using the Inquire Now button.

There is also Business Matching at our April and October shows in Hong Kong where Global Sources can pair you with Verified Suppliers that match your specific needs.

Signing-up is a breeze. Just follow these simple steps.
1. Go to GlobalSources.com and create your own account by clicking on the Register button on the upper right portion and selecting Buyer.

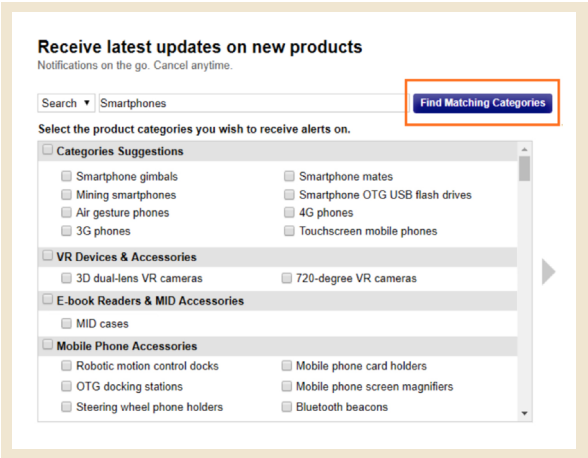


2. Fill out the online form then click the Register Now button at the bottom.



3. Type in the product you are most interested in and tick on the related categories below.

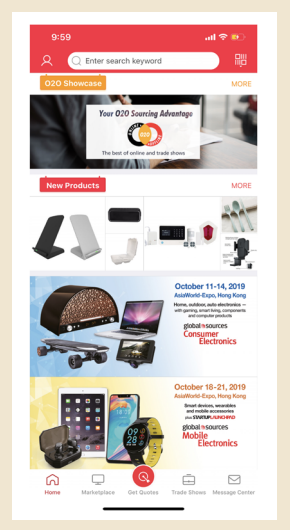
If you’re having a hard time deciding on the products, just click the Find Matching Categories button and Global Sources will select relevant categories for you.



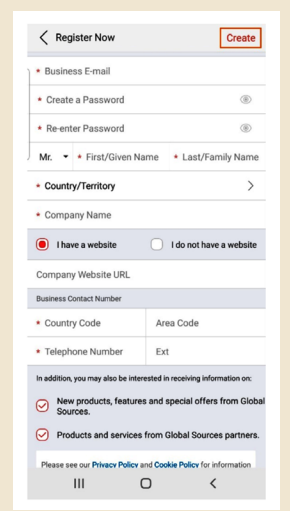
4. After settling with your choices, click on Go to Confirmation. An activation link will then be sent to your e-mail address.

Buyer App: Global Sources in your pocket

Always on the go? Download the Global Sources Buyer App. Available in App Store and Google Play, it's like having Global Sources in your pocket.



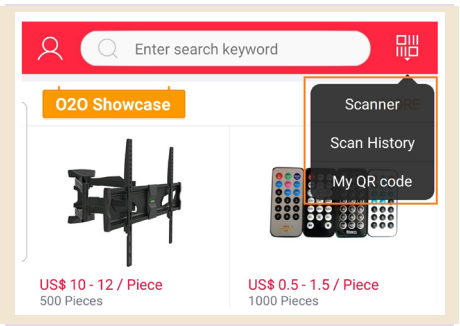
Signing-up is just as simple. Just complete the registration form and tap Create. As an added security feature, you will be asked to draw an unlock pattern. Follow this step and you're all set.



You can use the Buyer App to search for products and suppliers, and send and manage inquiries via the message center.

The app is also a handy tool when you're attending Global Sources trade shows. You can use it to register and retrieve your badge, get notifications on the latest events, and watch live trade show videos.

Use the Buyer App to scan exhibitors' QR codes and create an organized supplier list. It can also keep a record of your scanning history and recommends exhibitors based on past activity.



No business card? No problem. The app generates a personal QR code that contains your personal information, which you can swap with suppliers.

After the show, the app lets you to stay up-to-date with the exhibitors you've met. You can also use it to find new and innovative releases, and scout for other Verified Suppliers as well as send inquiries.

Product sourcing is best done with the right tools and the proper channel, and Global Sources provides just that. So start your sourcing journey right by registering as a buyer today and enjoy the full benefits Global Sources offers.

How do you spell sourcing success? SAMPLES

If the shoe fits, wear it, as the saying goes, but first you have to find the shoe to try it on.

It is no different when it comes to sourcing the right product for your market from suppliers overseas. It will take more than a few cracks at it before you hit the mark and feel confident enough to order in bulk. And what better way to do it than to buy product samples.

As sourcing practitioner John Niggl tells Global Sources, "It's one thing to browse a supplier's product listing page and view specifications and photos online. It's another thing altogether to hold a physical product sample in your hands."

In this article, Global Sources takes it straight from the horse's mouth. Here's what companies say about buying samples.

"If you don't know your supplier and quality of goods, it is a good way to begin one's business," says Guillermo Balcazar Cortes of GBC Representaciones Ltda, a Colombia-based company sourcing gifts and home products, garments, footwear, textiles and accessories. "The other things come together."

Daniel Barale, which buys consumer and mobile electronics for Dynacom SRL Argentina, agrees. The proof of the pudding is in the eating, so to speak. "It is important so you can disassemble and see each detail of the product and how it is finished and if it works."

Or, does not work. For some companies, this is a cut-and-dried situation. "We have to make sure that items placed in our catalog have a very good quality. Nestler-matho is a well-known company in Germany and [the rest of] Europe," says Karin Pfrommer. "If the sample does not have good quality, we do not place an order."

But vet well

"Due to distance, we can't lose time asking for second or third samples. It means money," says Cortes of GBC.

Scheuing Sport AG of Switzerland sees it differently. Mauro Compagnoni says the company, which is in the market for garments, footwear, textiles and accessories, catches low quality mostly in zippers but does not stop there. Depending on the case, it requests for up to a third batch before giving up on a supplier.

Eden Unlimited Concept US, Inc. asks for a second sample and considers a third "if the supplier is cooperative," explains Jackie Tang, who scouts for gifts, home and fashion products. "If not, I will look for another one."

Hans-Jürgen Becker of IES Import-Electronic-Service GmbH from Germany tries to find out the problem if a second batch of consumer electronics samples still do not meet expectations.

> **" Samples are essential because we can take them to trade shows and key client meetings to gain feedback."**

"It depends on the mistake or errors we found," confirms Dynacom's Barale. "I think if two times the product does not meet expectations, it is better to look for another supplier with a better working one."

"If we really want the product, then yes, we work with the factory to improve it," confirms Richard Lambert, who sources consumer and mobile electronic products for UK-based PSA Parts Ltd. "Samples are essential because we can take them to trade shows and key

client meetings to gain feedback. If there is interest, then we usually buy the product. No samples make the process take so much longer."

Good or bait?

Now, is buying product samples a sure win? Yes, because it's the only opportunity you have for success, so exercise due diligence, as sourcing experts emphasize.

As buyers themselves share from what they have experienced, they usually tick off product design, color and size, while those sourcing electronics add material and components checking and function and stress tests for good measure.

PSA's Lambert recommends a thorough evaluation. "Check if the sample is hand-finished or from mass production – big difference in quality. Check if the sample has already passed safety standards. If none of these have been done, it adds a big amount in US dollars to the cost of bringing the product to market."

Some companies include the packaging to see the care in making sure samples arrive in good condition, which will tell how likely larger shipments will fare.

Others also note the lead time to gauge the dispatch with which the samples were sent and get an idea on how a supplier will handle a bigger delivery. In short, samples provide the chance to ensure what you see is also what you will get when it's time for bulk orders.



"Purchasing samples comes down to how a serious buyer challenges an anxious seller to prove its products have integrity."

Lawrence Poon of US company LPDFJ sums it up: "Purchasing samples comes down to how a serious buyer challenges an anxious seller to prove its products have integrity."

"It is always safe for a buyer to pay a small amount upfront on samples and have them tested," he added.

Smart importer's checklist to buying product samples

A few weeks ago, we wrote about how buying product samples is a must in your sourcing journey.

Product samples are critical when selecting the right supplier. Any buyer who's ever gotten a bad product shipment will attest to this.

Samples are important for these let you evaluate not only products but also how your potential supplier delivers.

If a supplier has sold and shipped you samples, it is making or supplying the product for real.

How a supplier sells you the sample gives you an idea on how it will handle your bulk orders. If the shipped sample matches what was advertised, it shows you supplier dedication to quality. If delivery is timely, the supplier values your time.

If the supplier is easy to communicate with and willing to provide you additional information you need even as early as the samples stage, then talking to them for future orders might be a breeze.

Got you convinced? Here are helpful tips and reminders to start you off on the right foot.

Visit online sourcing marketplaces
Start your search with your go-to sites for sourcing. Check if any of them have listings of companies that offer ready-made samples. Global Sources' Buy Product Samples page, for instance, shows plenty of suppliers selling instant samples, which you can filter easily by product and industry.

Background-check your potential supplier
Is the company a registered business and verified supplier? Does it comply with product standards? Has it participated in trade shows? Are there major clients that trust it? It's easy to find answers to these. Visit the company website and its online sourcing platform. Call the supplier to confirm those, too. If you're searching via Global Sources, look for the "Verified Suppliers" and "Verified Manufacturers" marks, which indicate the company has been confirmed a legitimate business by independent third parties.

Have backup suppliers
Collect and select. It is given that some suppliers will fail to meet your standards. Having alternative suppliers beforehand or a well-trimmed down supplier list helps you save time.

Avoid counterfeit products
Is the product really owned by the supplier? Beware of certain red flags. For instance, if there are other companies offering the exact same thing, chances are, these products are counterfeit. Don't hesitate to ask your supplier for more photos or if they've patented it.

Check pricing and lead time
Is the listed price only for the sample itself or does it include delivery? How fast can the sample be sent? Talk to your supplier directly, and if these details are specified by your online marketplace then the task is a breeze. Suppliers of ready-made samples at Global Sources display their pricing which already includes shipping, and checkout is guaranteed speedy.

Complete your sample order form
All it takes are a few clicks. Fill out your online order form properly and double check it. Most forms will ask you to indicate how many samples you'd like, and the **model**, specifications or photos of the product you're interested in. If there's a section for remarks, be clear with your instructions.

Select a good payment method
PayPal, bank or wire transfers, Trade Assurance, Western



Union or Letter of Credit? You'll also need to choose from these common payment methods. Each differ in terms of security. A Cosmo Sourcing article recommends PayPal for samples for it is fast and buyer-friendly, and has verification on the supplier and buyer side. PayPal is also the payment method most ready-made sample suppliers at Global Sources offer. Only hit that "buy sample" button when you're done with background checks and good with the payment terms.

Get multiple samples ship in one packag

While some may want suppliers to ship the product by themselves, you can arrange it yourself in a way that multiple samples from various suppliers are sent in one package. Sourcing experts at ChinaImportal say that this is a good strategy that can help you trim down delivery cost and time.

Check and test the samples thoroughly

Compare the received sample with the advertised product. Check beyond appearance if applicable – durability, working time, efficacy and more. Don't forget the packaging. Shopify reminds buyers in a sampling guide that how the packaging looks may also reflect how your supplier or freight partner will ship large quantities of your future final order.

Send feedback to supplier

Satisfied with the sample? Then let your supplier know you're ready for serious business, and that's the sample where to base your bulk order on. If not, it's time to move on to a new supplier.

Now that you've got the essentials in mind, you're ready to purchase samples. Find easily the right suppliers and profitable products at the Buy Product Samples page. Start your successful sourcing journey with Global Sources today.

- **Find ready samples**
  Go to GlobalSources.com to buy samples instantly
- **Verify suppliers**
  Check business registration details and clients
- **Have back up suppliers**
  List and verify additional potential partners
- **Avoid counterfeit products**
  Beware of red flags and inquire about patents
- **Select a good payment method**
  Choose from PayPal, bank transfer and more
- **Complete your sample order form**
  Indicate clearly specifications, quantity and remarks
- **Check pricing and lead time**
  See if cost includes shipping and delivery is fast
- **Get multiple samples ship in one package**
  Save delivery costs when buying from various suppliers
- **Check and test the samples thoroughly**
  Inspect beyond appearance
- **Send feedback to supplier**
  Tell them that sample is ok and you're ready for bulk orders

Start your sourcing journey at

GlobalSources.com



HA_AAU_658

BUY THESE READY-MADE SAMPLES



Product Checkout



Price Includes Shipping



Secure Transactions

Helps reduce tire wear

Shandong Shunanda Automobile Technology Co. Ltd (mainland China)

★★★☆☆

Model 4S/2M
Sample price $250

This ABS brake assembly suits trailer and semi-trailer trucks. It helps reduce tire wear.

www.globalsources.com/lssad.co



For automotives, materials polishing

Yi Li Abrasive Co. Ltd (mainland China)

★★★★☆☆

Model YL20190512-02
Sample price $60

This aluminum oxide grinding sphere polishes plastic, wood and car tire materials using proprietary technology. Hardness level is J.

www.globalsources.com/yiliabrasive.co



-0.01mm tolerance

Yi Li Abrasive Co. Ltd (mainland China)

★★★★☆☆

Model YL-19-0506-06
Sample price $70

Featuring high abrasive resistance, this grinding shank has a tolerance of -0.01mm. It is used on carbon steel, super, and hardened steel.

www.globalsources.com/yiliabrasive.co



For car molds

Yi Li Abrasive Co. Ltd (mainland China)

★★★★☆☆

Model YL20190515-05
Sample price $35

Made of 92A grade material, this grinding wheel is designed for car molds. Hardness level is M.

www.globalsources.com/yiliabrasive.co





IP69K-rated

Veise Electronics Co. Ltd (mainland China)

★★★★☆☆

Model DF-L-B45A

Sample price $73

The LED worklight has a rating of IP69K. The 45W model fits trucks and lasts 30,000 hours.

www.globalsources.com/veise.co



Fiberglass-carbon fiber hybrid

Reeshine Carbon Fiber Tech (Dongguan) Co. Ltd (mainland China)

★★★☆☆☆

Model RM-B03

Sample price $400

Patented fiberglass and carbon-fiber hybrid tubes make up this bicycle frame. It supports disk brakes.

www.globalsources.com/reeshinecarbon.co



1,200W inverter with LCD display

Hangzhou Tonny Electric & Tools Co. Ltd (mainland China)

★★★★☆☆

Model TE6-1625P1200D

Sample price $140

This 1,200W modified sine wave power inverter has dual AC outlets and two USB ports. The LCD displays input DC voltage, battery capacity level and output AC voltage.

www.globalsources.com/tonnytool.co



Interference-free

Shenzhen Yolpha Technology Co. Ltd (mainland China)

★★★☆☆☆

Model F103

Sample price $73

This car rearview system uses 2.4GHz FHSS digital radio frequency technology to avoid interference from other 2.4GHz devices. It has a 7in full-color monitor.

www.globalsources.com/yolpha.co

Streams to smartphone, tablet

Shenzhen Yolpha Technology Co. Ltd (mainland China)

★★★☆☆

Model W010
Sample price $60

This car rearview system streams the video signal from the backup camera to a smartphone or tablet. An app shows allows image browsing and video recording.

www.globalsources.com/yolpha.co



Works with app

Shenzhen Yolpha Technology Co. Ltd (mainland China)

★★★☆☆

Model W103
Sample price $70

Parking guide lines, video recording and playback, and image browsing on this car rearview system are possible on an app. It has night vision and is easy-to-install.

www.globalsources.com/yolpha.co



Encrypted video

Shenzhen Yolpha Technology Co. Ltd (mainland China)

★★★☆☆

Model F201
Sample price $70

Videos transmitted using this car rearview system are encrypted. It uses 2.4GHz FHSS digital radio frequency to avoid interference from other 24GHz devices.

www.globalsources.com/yolpha.co



With night vision

Veise Electronics Co. Ltd (mainland China)

★★★★☆

Model DF-723H20531-#0088
Sample price $400

This rearview system with night vision suits forklifts. It operates on 2.4GHz and uses a wireless camera.

www.globalsources.com/veise.co





10,000 lbs gross towing weight

Xian Huan-Tai Technology & Development Corp. Ltd (mainland China)

★★★★☆☆

Model HT-WD-6541

Sample price $209

The gross towing weight of this hitch is 10,000 lbs. Hitch ball diameter is 2-5/16in.

www.globalsources.com/huan-tai.co



For 2x2in trailer hitch receiver

Xian Huan-Tai Technology & Development Corp. Ltd (mainland China)

★★★★☆☆

Model HT-WD-29485

Sample price $179

The weight distributing hitch fits 2x2in trailer hitch receivers. Gross towing weight is 10,000 lbs.

www.globalsources.com/huan-tai.co



0.5% water absorption

Foshan Boli Ceramics Co. Ltd (mainland China)

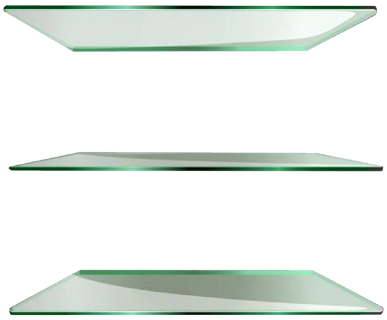
★★★★☆☆

Model F96A12

Sample price $30

This glazed tile has a water absorption rate below 0.5 percent. It comes in red, green, ice and black, and in 15 patterns.

www.globalsources.com/bmceramics.co



For kitchens & bathrooms

Qingdao Linghai Glass Co. Ltd (mainland China)

★★★☆☆☆

Model SK01

Sample price $50

This decorative glass can be used on kitchen and bathroom cabinets, drawers, shower cabins, table- and countertops and walls.

www.globalsources.com/qdlinghai.co

Chrome, carbon & stainless steel

Shaanxi U'Luck Industries Co. Ltd (mainland China)

★★★★☆☆

Model 6203 ZZ

Sample price $36

Made of chrome, carbon and stainless steel, this deep-groove ball bearing is high-precision and low-noise. It is designed for various machinery.

www.globalsources.com/uluck.co



≥20N/cm tensile strength

Lixin Adhesive Technology (Shanghai) Co. Ltd (mainland China)

★★★★☆☆

Model LX-21A76

Sample price $30

This electrical insulation tape has a tensile strength of ≥20N/cm. Thickness is 0.13 or 0.18mm.

www.globalsources.com/lixinadhesive.co



Amber LEDs

Veise Electronics Co. Ltd (mainland China)

★★★★☆☆

Model DF-J-BY24#001

Sample price $70

Housed in PC, 24W this emergency warning light uses 24 amber LEDs. It has an IP69K rating and ECE R65 approval.

www.globalsources.com/veise.co



Rated IP69K

Veise Electronics Co. Ltd (mainland China)

★★★★☆☆

Model DF-J-GY24#22

Sample price $63

This beacon warning light is rated IP69K. It uses 24 1W high-intensity LEDs and consumes 28W.

www.globalsources.com/veise.co





Precision-etched

Geeia Metal Products Co. Ltd (mainland China)

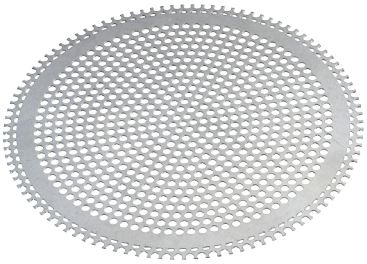
★★★★★★

Model JY-A19070202

Sample price $160

This precision-etched filter media ranges in thickness from 0.04 to 1mm. It is made of imported materials, and is burr-free.

www.globalsources.com/geeia.co



Photochemical-etched

Geeia Metal Products Co. Ltd (mainland China)

★★★★★★

Model JY-A190710

Sample price $160

Ranging from 0.04 to 1mm in thickness, this stainless steel grill speaker mesh uses photochemical etching. Size is buyer-specified.

www.globalsources.com/geeia.co



PET film

Lixin Adhesive Technology (Shanghai) Co. Ltd (mainland China)

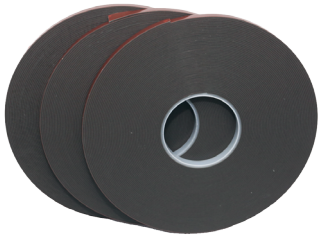
★★★★☆☆

Model lixin-8965

Sample price $30

This double-sided PET film industrial tape can be used on ABS car parts, furniture trims and lenses.

www.globalsources.com/lixinadhesive.co



Corrosion-resistant

Lixin Adhesive Technology (Shanghai) Co. Ltd (mainland China)

★★★★☆☆

Model LX-6612

Sample price $30

Resistant to corrosion, this acrylic foam tape is for construction, industrial and automotive uses.

www.globalsources.com/shanghai-yiyi.co

Heat-reflecting covering

Lixin Adhesive Technology (Shanghai) Co. Ltd (mainland China)

★★★★☆☆

Model lixin-3108

Sample price $30

With heat-reflecting covering, this industrial tape protects equipment against vapor, dust and moisture.

www.globalsources.com/lixinadhesive.co



30 jumpstarts

Shenzhen Lianfatong Technology.Co. Ltd (mainland China)

★★★☆☆☆

Model B7

Sample price $59.99

On a single charge, this jump starter can start a 7.2L gas or 6L diesel engine for more than 30 times. It is rated 1,200A and has dual smart USB charging ports.

www.globalsources.com/beatit.co



With 12,800mAh power bank

Shenzhen Lianfatong Technology.Co. Ltd (mainland China)

★★★☆☆☆

Model BT-G22

Sample price $89.99

This emergency car jump starter has a 12,800mAh power bank than can recharge both the jump starter and other devices. It has an integerated voltmeter.

www.globalsources.com/beatit.co



Overload, overvoltage protection

Dongguan Well-Lit Technology Co. Ltd (mainland China)

★★★☆☆☆

Model WL-N12-120

Sample price $22

This LED power supply is protected against short circuit, and overloading and overvoltage. Operating temperature reaches 70°C.

www.globalsources.com/welitpower.co





Natural stone

Foshan Boli Ceramics Co. Ltd (mainland China)

★★★★☆☆

Model F86B32

Sample price $30

This natural stone tile comes in four different colors. Thickness is usually 20mm, although indoor-use versions can keep the material's natural thickness.

www.globalsources.com/bmceramics.co



4G transmission

Shenzhen Yolpha Technology Co. Ltd (mainland China)

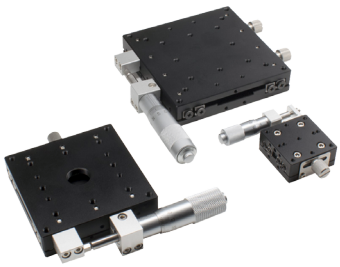
★★★☆☆☆

Model T401

Sample price $215

This mobile DVR uses 4G video transmission for real-time monitoring. It suits buses, trucks, trailers and taxis. Four-channel camera input is available.

www.globalsources.com/yolpha.co



Aluminum alloy

Xiamen Good Win Import And Export Co. Ltd (mainland China)

★★★☆☆☆

Model PLX40

Sample price $40

This aluminum alloy linear slide rail uses a cross roller for precise and smooth movements.

www.globalsources.com/lbd.co



Fast jump starting

Shenzhen Lianfatong Technology.Co. Ltd (mainland China)

★★★☆☆☆

Model BT-G18

Sample price $99.99

Even in extremely cold weather, this jump starter can jumpstart a vehicle in 1 to 3 seconds. It recharges in six hours.

www.globalsources.com/beatit.co

Compact

Shenzhen Lianfatong Technology.Co. Ltd (mainland China)

★★★☆☆

Model JP-V8

Sample price $59.99

This compact emergency car jump starter comes with a 12,800mAh power bank with dual USB output and a Type-C port.

www.globalsources.com/beatit.co



0.5s unlock

Shenzhen Walsun Digital Technology Co. Ltd (mainland China)

★★★☆☆

Model FL-S2TSA-#5761

Sample price $55

Using quick-recognition technology, this TSA luggage padlock opens in 0.5s. It stores up to 10 fingerprints.

www.globalsources.com/walsun.co



IP65 rated

Shenzhen Walsun Digital Technology Co. Ltd (mainland China)

★★★☆☆

Model FL-S5-#9509

Sample price $60

Designed for residential and warehouse doors, lockers and cabinets, this padlock is rated IP65.

www.globalsources.com/walsun.co



CE-certified

Zhongshan Unice Lighting Co. Ltd (mainland China)

★★★★☆

Model UN8803-Dia400mm-24W

Sample price $198

This LED pendant light has CE certification and complies with RoHS guidelines. The housing is corrosion-resistant.

www.globalsources.com/unicelighting.co





Contemporary

Zhongshan Unice Lighting Co. Ltd (mainland China)

★★★★☆☆

Model UN8802-Dia500mm-32W

Sample price $263

This contemporary-style pendant light uses branded LED chips. It has a two- or three-year warranty, and is CE- and RoHS-compliant.

www.globalsources.com/unicelighting.co



Modern hexagon

Zhongshan Unice Lighting Co. Ltd (mainland China)

★★★★☆☆

Model UN8806-Dia500mm-36W

Sample price $240

Featuring a hexagon design, this CE-certified LED pendant light suits modern homes, restaurants and offices. The housing is corrosion-resistant.

www.globalsources.com/unicelighting.co



For electronics manufacturing

Dongguan Temey New Materials Co. Ltd (mainland China)

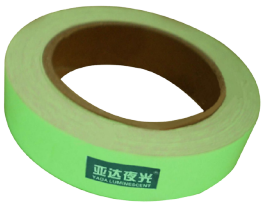
★★★☆☆☆

Model DM-TA38-200

Sample price $35

High temperature resistance makes this PET film suitable for electronics manufacturing. Length is from 30 to 5,000mm per roll.

www.globalsources.com/temey.co



For safety signs

WuXi City Yada Special Luminescent Material Co. Ltd (mainland China)

★★★★☆☆

Model YADA-PET-35C

Sample price $60

This photoluminescent tape is for marine safety signs and firefighting equipment.

www.globalsources.com/yxyada.co

Nontoxic

WuXi City Yada Special Luminescent Material Co. Ltd (mainland China)

★★★★☆☆

Model YD-#8253
Sample price $80

This nontoxic photoluminescent pigment is for screen printing, marking and brush/roller painting.

www.globalsources.com/yxyada.co



Rust-resistant

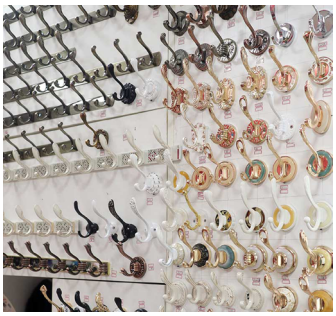
Hebei Runkuo Construction Materails Co. Ltd (mainland China)

★★★☆☆☆

Model B101
Sample price $47

Made of iron wire then powder-coated, this decorative wall hook and bracket set is rust-resistant.

www.globalsources.com/hebeirunkuo.co



Waterproof coating

Hebei Runkuo Construction Materails Co. Ltd (mainland China)

★★★☆☆☆

Model C105
Sample price $44

This wall bracket for hanging plant baskets is powder-coated to make it waterproof.

www.globalsources.com/hebeirunkuo.co



Works with 12 to 18V solar panel

Dongguan Well-Lit Technology Co. Ltd (mainland China)

★★★☆☆☆

Model Welit-CN300
Sample price $210

This portable power generator is compatible with any 12 to 18V solar panel that is up to 120 watts. An internal MPPT controller system ensures efficient charging.

www.globalsources.com/welitpower.co



Medium viscosity

Dongguan Temey New Materials Co. Ltd (mainland China)

★★★☆☆

Model 6CA-10N

Sample price $33



The medium viscosity of this blue PE film makes it suitable for many manufacturing industries. Size is from 0.03 to 0.15mm.

www.globalsources.com/temey.co

Universal shell design

Shenzhen Yolpha Technology Co. Ltd (mainland China)

★★★☆☆

Model W201

Sample price $60



Its universal shell design makes this rearview camera system easy to install on any vehicle. It has a night vision Wi-Fi camera compatible with Apple and Android devices.

www.globalsources.com/yolpha.co

For machining

Torich International Co. Ltd (mainland China)

★★★★☆☆

Model ASTM A519

Sample price $200



This seamless cold-drawn steel tube is designed for mechanical and general engineering purposes. Diameter reaches 420mm.

www.globalsources.com/torichsteeltube.co

Smart charger

Hangzhou Tonny Electric & Tools Co. Ltd (mainland China)

★★★★☆☆

Model TE4-0275

Sample price $50



This unit is a 6/12V 0.75A smart battery charger and maintainer. It features digital scrolling messaging and auto-voltage detection.

www.globalsources.com/tonnytoo.co

Various shapes

Torich International Co. Ltd (mainland China)

★★★★☆☆

Model GB/T 3639-2000

Sample price $200

This seamless omega pipe comes in different shapes, including square, rectangle, triangle and hexagon. Wall thickness reaches 50mm.

www.globalsources.com/torichsteeltube.co



1,282x468x908mm

Ceramega Industry Co. Ltd (mainland China)

★★★☆☆☆

Model D6002BT

Sample price $460

This tool cabinet measures 1,282x468x908mm and is fitted with 5x2in casters. The drawers are made of 1.2mm-thick iron sheets and there are 14 slides.

www.globalsources.com/ceramega.co



When Quality matters

A Sample Order is a worthwhile investment



Expert talk, John Niggl: Skip samples, miss out on valuable insights



Buy product samples. We can't stress that enough.

But enough of us. Time to hear from the experts.

To do this, we asked sourcing experts and practitioners for their take on product samples and how these can make or break your reputation as a legitimate and reliable supplier.

First up in the series is John Niggl, Marketing & Communications Manager at InTouch Services Ltd.

John has been working with ecommerce sellers, and their suppliers, in a QC capacity since 2013. He helps importers find and vet the right suppliers for their products, communicate clearly their requirements and verify product quality before shipping.

He and his team collaborate with other authorities in the ecommerce space to regularly write about topics that affect ecommerce sellers. They give sellers actionable advice for succeeding in ecommerce, from meeting FBA packaging standards to lowering their cost of product returns.

GS: Let's get straight to it. What are the advantages of buying product samples?
JN: Product samples help buyers understand whether a potential supplier can meet their product expectations. It's one thing to browse a supplier's product listing page and view specifications and photos online. It's another thing altogether to hold a physical product sample in your hands.

In the former case, you're putting a lot of trust in what the supplier claims they can deliver. And in the latter case, you're actually able to objectively verify what they're capable of through visual inspection, measuring and even quantitatively testing the sample. This leaves you with much more reliable insight to qualify a supplier before paying a deposit and placing an order with them.

GS: Talking specifically about China, is it easy to buy product samples there?
JN: It's generally not hard to buy product samples from China. Many suppliers are willing to provide a sample to most anyone who's willing to pay the cost to manufacture and ship one.

The exception is buyers who want their supplier to develop a new product or make significant design changes to an existing product. These buyers will often find potential suppliers unwilling to invest in developing the necessary tooling or other costs related to producing samples unless they feel the buyer is committed to bringing them a certain minimum volume of business.

GS: But can buyers skip this stage in the sourcing process?
JN: Buyers who skip the product sampling stage do so at their own peril. The benefit that comes from being able to "try before you buy"—review and approve a sample before committing to an order—is simply too great.

The alternative, saving a bit of time and money upfront by forgoing this step, comes at a comparatively massive cost of higher supplier risk. You may face issues in turn that render your product unsellable several months and tens or hundreds of thousands of dollars later that product sampling could have helped you avoid.

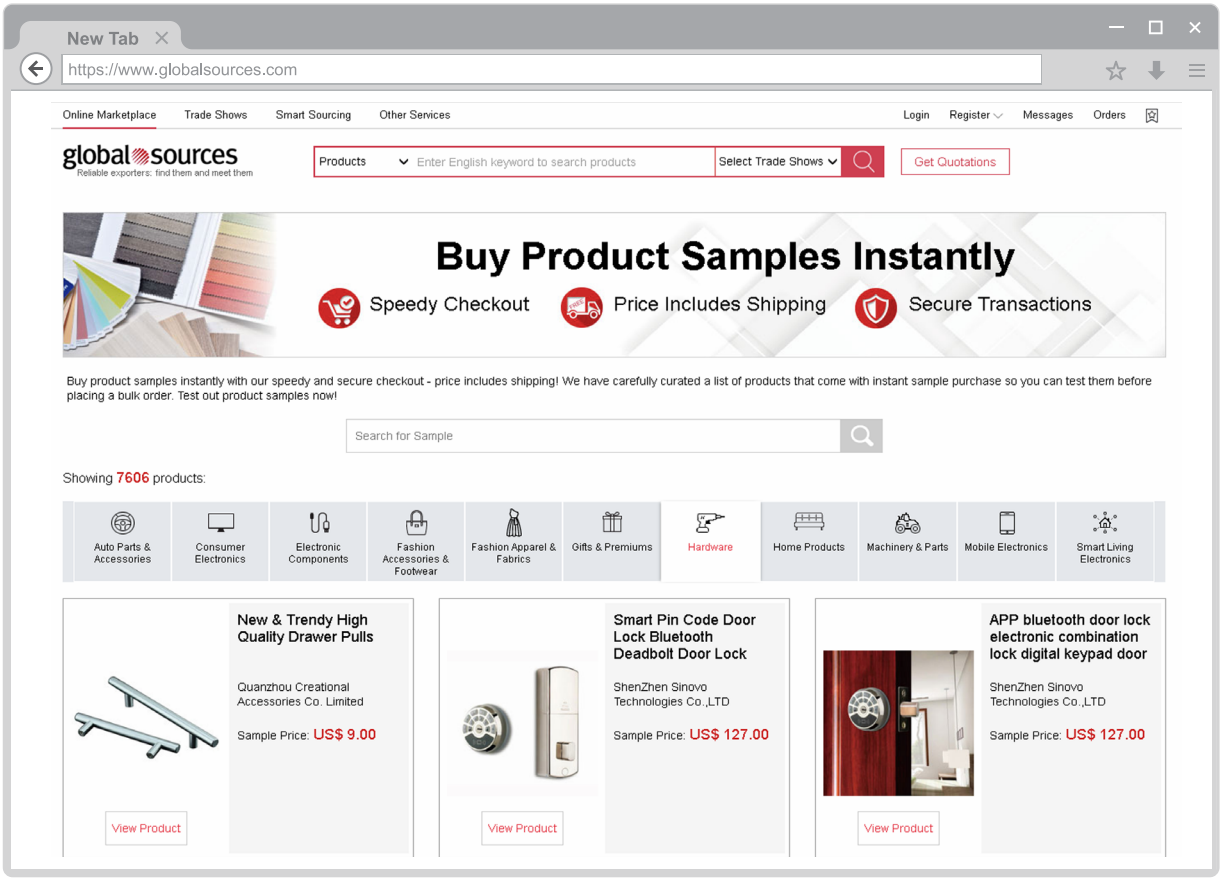
GS: Global Sources lets buyers buy product samples instantly. What's the advantage of such a service?
JN: Being able to buy product samples instantly can help buyers save time they might otherwise spend liaising with supplier contacts to request samples.

Since buyers can easily browse products by category and see product specs and sample pricing at a glance, they can order more samples in less time. This can shorten their supplier evaluation process and get them working with the right suppliers faster.

Click to buy product samples instantly and securely.

GS: Are product samples just for custom designs?
JN: Product sampling is especially helpful for custom designs because you're asking a supplier to make changes to their existing processes. And changes require change management and careful verification to minimize the risk of problems.

That's not to say that product sampling isn't necessary for existing designs or white label products. There's still



Skip samples, miss out on valuable insights

information about these products that can't be verified without obtaining a sample. For example, metal tumblers are a popular ecommerce item with plenty of features worth checking during the sampling stage such as:

Material thickness – Is the container durable, or will the tumbler dent or break if dropped from a reasonable height? Seal – Is the o ring seal sufficient, or does the tumbler leak when filled and tipped upside down? Rust resistance – Is the container treated to prevent corrosion?

These and other features are likely to be appear in a supplier's product listing. But how sure can you be of their validity without seeing the product for yourself?

GS: How can a buyer protect himself when buying samples from China?
I'm not a China legal or IP expert. But I have referred importers to legal professionals who regularly deal with issues of IP theft in China. One of the best ways a buyer can protect themselves when buying samples from China is to have clear and legally binding agreements drafted by a local lawyer in China before proceeding with mass production.

Examples like product development agreements and non-disclosure, non-use, non-circumvention (NNN) agreements help to establish ownership over IP, tooling and related designs early in a buyer's relationship with a factory. These serve to discourage suppliers from creating copycat products or otherwise infringing on the buyer's IP rights. And they can help give the buyer leverage in case there's a related dispute with their supplier.

GS: A buyer gets samples from three or more manufacturers. All samples meet his requirements and he's satisfied with quality. How does the buyer select the supplier he should partner with?
JN: A buyer that has received more or less identical samples from multiple suppliers is ready to move on to the next step of supplier evaluation. Besides cost, which



buyers more often tend to obsess over, there are a few ways most buyers tend to proceed:

1. A questionnaire
This is an essential next step for buyers that haven't already sent a questionnaire to potential suppliers before obtaining a product sample.

Most smaller ecommerce sellers, especially those just starting out, will rely on suppliers' responses to key qualifying questions as the main part of their selection process. These questions typically relate to minimum order quantities (MOQs), pricing, shipping and payment terms and other details.

Although not the most reliable way to evaluate suppliers, questionnaires cost you nothing. And a questionnaire can tell you a lot about what it will be like to work and communicate with a supplier, which is vital to consider during the selection process.

2. An informal audit / factory visit
A step beyond a simple questionnaire, visiting suppliers' facilities can be very illuminating. Visiting the supplier gives you the opportunity to actually meet the people you'll be working with.

Not sure if a supplier truly owns and operates a factory or is just a vendor operating out of an office? Visiting their facility can be a reliable way to find out. Taking a tour of the facility can also clue you in to any obvious deficiencies you might not otherwise know, such as disorganization or poor internal quality control procedures.

The main drawback to visiting suppliers is the cost to you, not only in financial terms, but also the time spent and inconvenience of having to travel overseas. It can also be hard for most buyers without a quality or auditing background to adequately assess a supplier.

3. A formal audit

A formal audit performed by a professional and independent third party is generally regarded as the most reliable way to qualify potential suppliers. Though they may call them by different names, many QC companies offer general quality audits.

These audits give buyers insight into several aspects of their business, including manufacturing capacity, equipment maintenance, social compliance, financial records and more. The auditor typically submits a detailed report of their findings with photos to the buyer at the conclusion of the audit or within a few working days.

The main disadvantage of a formal audit is cost. QC firms normally charge anywhere from a few to several hundred U.S. dollars for each audit. This can be cost prohibitive for some buyers, depending on their product type and expected order quantities.

GS: Can you share a story of product sampling gone wrong? What can buyers do to avoid this?

JN: I was working with a buyer some years ago on a new type of sports shoe they had developed with a Chinese manufacturer. The buyer requested samples not only of the product, but also of the retail packaging, prior to beginning mass production. He hired our company to visit the factory at various production stages to inspect the goods.

As I was responsible for managing the requirements that would later be used during our inspections, he copied me in relevant emails to his supplier contact. They went back and forth about the samples for months. The packaging was too glossy, the sizing wasn't quite right and there was paint on some shoe samples where there shouldn't have been paint (the shoes were made from EVA, a rubber-like material).

Once the buyer received samples he was happy with, he gave the supplier the "green light" to start mass production. Everything seemed to be going smoothly from that point. But we realized there was a problem when we sent our inspectors to actually check the goods.

The buyer had supposedly approved samples for reference during production and inspection. But when we asked factory staff for the approved samples they gave us ones that didn't match the buyer's requirements. The result was quality issues and other nonconformities due to workers having **model**ed production after the wrong set of samples.

The lesson here is that all the effort to request, obtain, review, critique and approve product samples goes to waste if the samples aren't carefully handled to ensure they're in the right hands. In this case, the buyer could have avoided problems by sending two sets of samples:

One to their supplier, who could be assured production staff were referencing the right samples during production; and

One to the inspection team, who could have been assured they were comparing the actual approved samples with production samples

Signing and dating samples is also a best practice to avoid confusion on the production line and during inspection. This minimizes any chances of a supplier mistakenly using outdated samples or tampering with a sample they provide an inspector for reference.

Find your perfect supplier with a sample order



HA_AAU_659

GlobalSources.com

Buy samples the easy way with Global Sources

Always start your sourcing journey by buying product samples. Trying before you actually buy helps you gauge supplier capability and product quality.

In this article, we'll walk you through buying samples on Global Sources' Buy Product Samples page. It's fast and easy, even a sourcing novice can do it.

First off, go to the Buy Product Samples page. Already have a specific product or supplier in mind? Find it quickly by making a product or supplier search. No specific product or supplier? Search by industry, then.

See those 12 tabs? They will let you pick the perfect product from 12 hot and fast-growing industries. Just click on a tab to get thousands of products to choose from.

Buying the sample

Click "View Product" to go to the product page. There are several things you can do here, but let's stick to these two: ask and buy.

If you have questions about the product, send the supplier a direct message via the "Inquire Now" button.

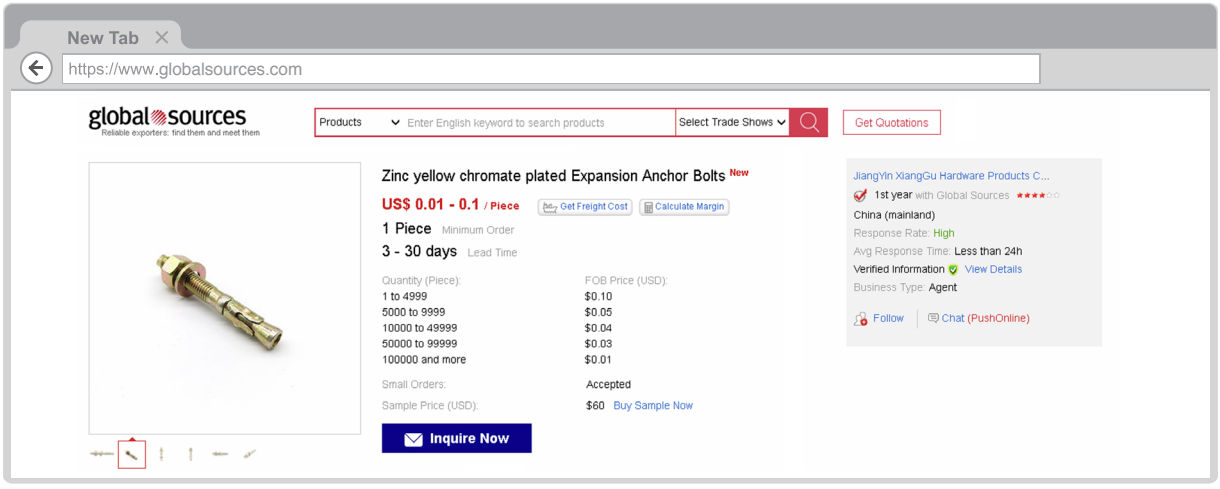
Now, buy. You'll notice that mousing over "Buy Sample Now" brings up a box with the **sample price**, quantity and payment method. Note that the **sample price** is different and usually higher than the price of a bulk order. In the case of ready-made samples on GlobalSources.com, **sample price** already includes shipping.

Price and terms okay? Hit the "Buy Sample Now" button and log in using your registered email and password.

The first form you'll need to complete asks for the basics such as your name, address and contact details.

Done? You are now ready to proceed to payment. Fill out the PayPal checkout form with your basic information, and the number of your Visa, Master Card or preferred card. Most ready-made sample suppliers on GlobalSources.com use PayPal for it verifies both parties, is fast, and payment goes directly to the supplier.

All done with the second form? Congratulations! You can now pay for your product sample. Transfer the amount needed and all that's left is to wait for the sample to be delivered.



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