

# How to Import Lights from China: A Comprehensive Guide

Importing lights from China is not as difficult as before. If you are deciding on buying lights for your home hotel office or for business, you need to seriously take a look at lights that are made in China.

Same as other building materials we mentioned in past articles, the lighting industry of China has been experiencing rapid growth in the last 20 years. China today is the world's leading consumer and producer of lighting products. Most of our [sourcing lights](#) mainly include below:

- 1.Chandeliers/pendant lights
- 2.Table/Floor/Wall lamps
- 3.Outdoor/garden lights
- 4.Tube lights
- 5.Pin-up lamp
- 6.Spotlights
- 7.LED lighting
- 8.Neon lighting
- 9.Night Lights
- 10..Lighting engineering customization
- 11.Lighting accessories: switch, socket, lighting wire

## I .Why buy Lights from China?

There are numerous lighting manufacturers in China. Their products are exquisite and consistent in quality but they come with relatively low prices. As to our past experience, the price in China is not more than 30% of the other countries' local price. These factors make importing lights from China a highly attractive option for most international buyers.

It is not that simple to import lights from China but if you have done your research you will discover that it is a highly profitable business decision if done right.



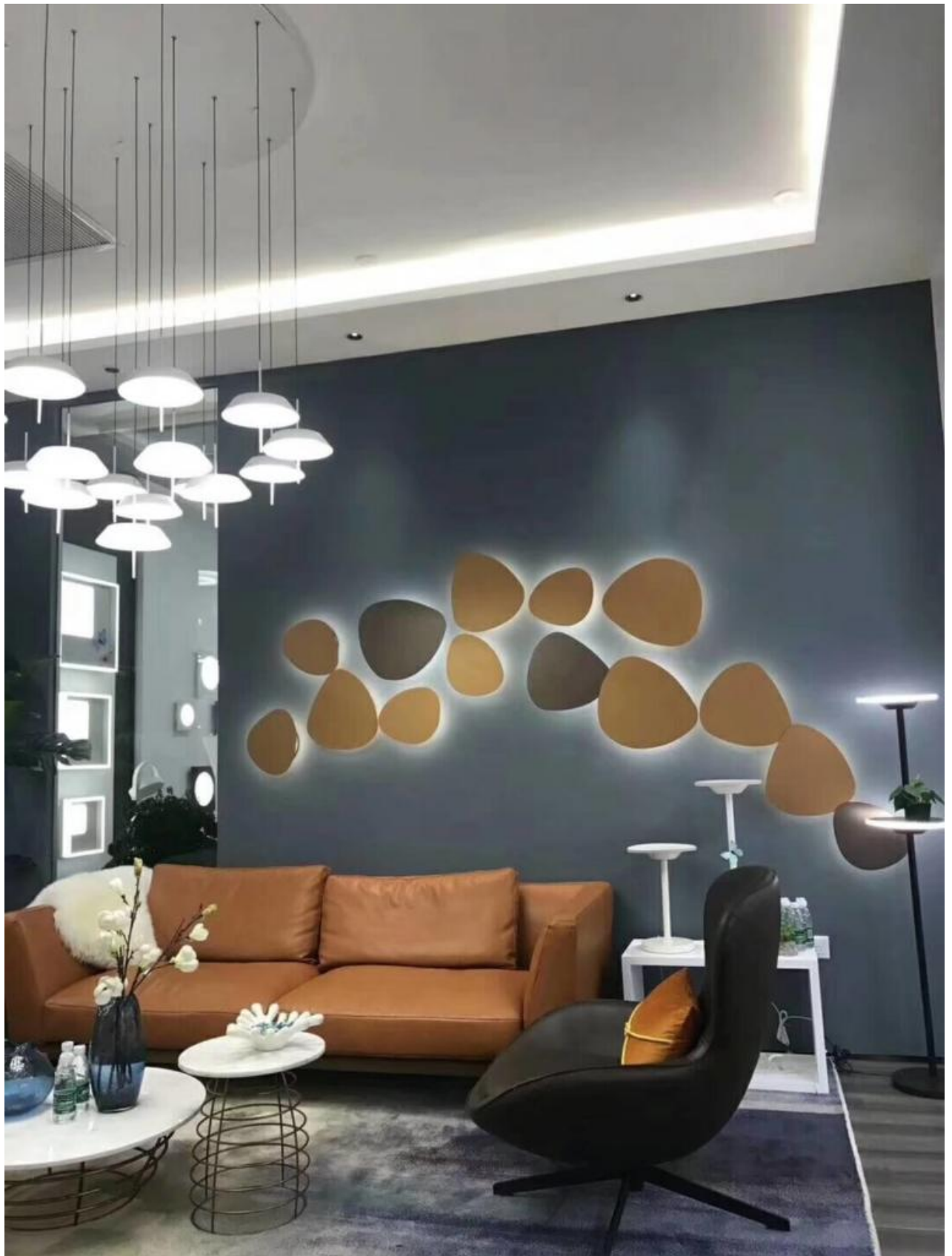
## Reasons to Buy Chinese Lights

### 1. Cheaper price

The Chinese have mastered the art of mass production. The production lines in China are more organized than in most parts of the world. More importantly, Chinese manufacturers are able to sell their products cheaper than most of their competitors around the world.

## Chinese lights are relatively cheaper in China for these reasons:

- China has a large population and therefore sufficient human resource for manufacturing resulting in cheaper labor costs. They have a productive workforce, too which means cheaper prices.
- Mass production lowers production costs.
- E-Commerce Technology. China has probably the best e-commerce technology in the world. This easily allows lighting manufacturers to search for customers and for potential customers to easily find them bring down marketing costs.
- Superior infrastructure. The good infrastructure of China allows manufacturers to efficiently export lights lowering time cost.
- Heavy Competition. There are numerous lighting manufacturers in China resulting in heavy competition. This, in turn, makes lighting manufacturers find alternatives to lower down the prices of their products.



- Super productivity. Without a doubt, Chinese people work really hard to make their life better and better than imagining.

## **2.Easy to Assemble**

It is very easy to assemble the lights at your home when buying from China. Simple installation makes it quite convenient.

## **3.Varied and Beautiful Designs**

Most homes today prefer stylish, energy-efficient and environment-friendly lighting to simple lighting. Most homeowners now prioritize the ambiance and mood lighting creates making them focus more on materials and style.

Chinese manufacturers have created beautifully styled lighting fixtures that could easily match the interiors of any home. Chinese lighting fixtures have become more sophisticated with more efforts focuses on the lighting's artistic effects. On the other hand, which I am not willing to say but it does exist. Many suppliers can make the totally same designs as some worldwide famous brands but sell with rather a low price. That's why many importers pursue this greatly.



## **4.Made by Advanced Manufacturing Processes**





Most Chinese lighting fixture manufacturers have been working with high technology companies to build factories with the latest state-of-the-art equipment. These equipment make the manufacturing process more efficient thereby producing more quality lighting fixtures per man hour. Normally the production time takes 7days to 15days after paying **30% to 50% deposit**. This is quite fast comparing with other products such as furniture, cabinets, sanitary wares and so on.

### **5.Perfect for Investment Properties**

Lighting fixtures from China come with the best designs and specifications and are manufactured using the latest state-of-the-art technology. As such they are able to add value to investment properties(the other soul of the house).

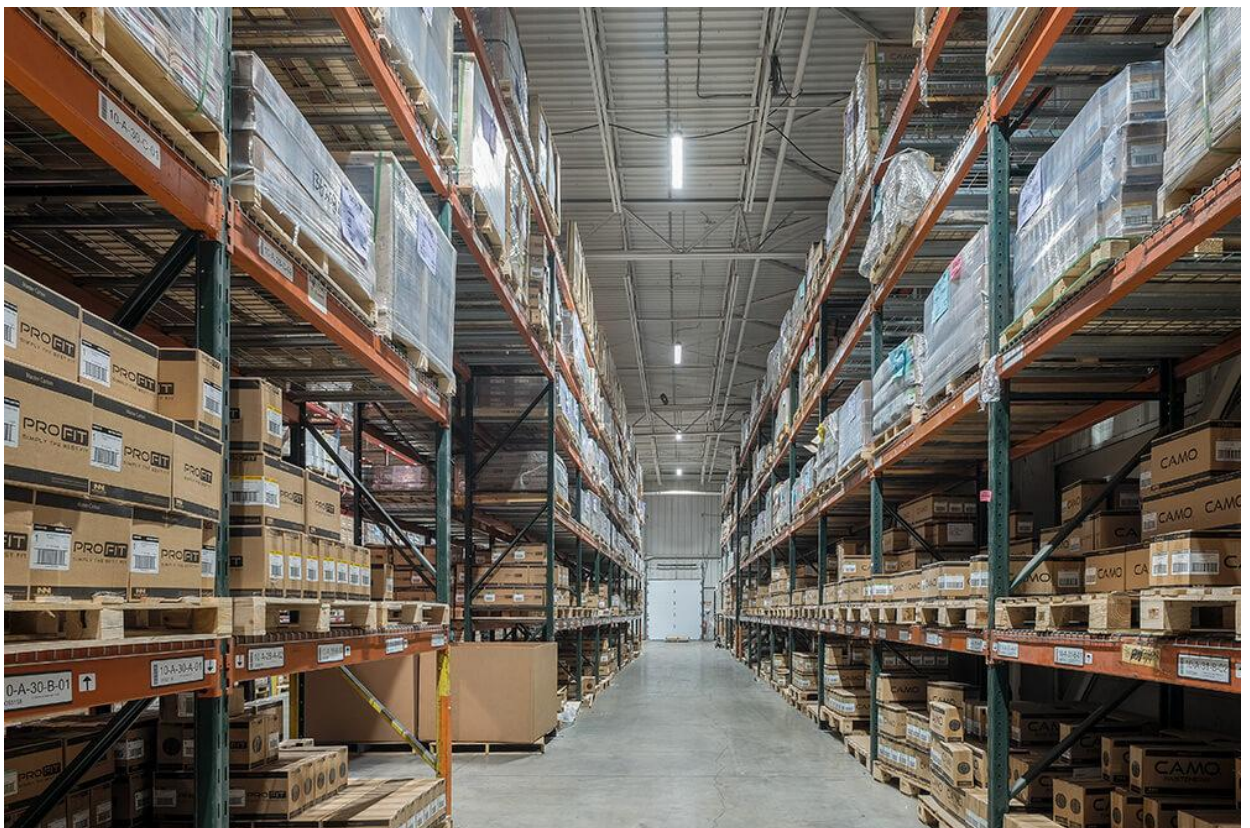
## **II .Classification of Lights Produced in China**

### **1.Urban Functional Lighting**

China is on the rise in as far as being highly urbanized is concerned. Along with this comes the high demand for projects relevant to urban public lighting. Urban functional lighting is needed by the infrastructure facilities of the transport sector including urban rail, transport systems, airports, ports, and railways. Cities of all sizes have also started to install floodlighting in buildings, city squares, roads and green areas. This, on the other hand, has led to rapid growth in lighting exportation. No wonder more and more international government buyers prefer to import from China.



## 2. Industrial and Commercial Lighting



Many industrial businesses are starting to imbibe the benefits of lighting in increasing production efficiency.

Commercial establishments, on the other hand, are investing in good lighting in shopping malls to entice more customers.



Hospitals, schools, and offices have also seen an increase in their use of lighting.

### **3.Domestic Lighting**

The real estate sector in China is booming. There is an upsurge in the development of villas and high-end residential communities. Homeowners are today placing a high premium on domestic lighting. There is now more demand for high-priced lighting fixtures such as lawn lamps and yard lamps.

In the past 10 years, lighting for home and office use are our main sourcing products. We deeply recognize how important it is to select the right designs and good quality lights. It is a wonderful feeling when receiving feedback from our customers: wow, I just love it so much. This is what I expect a long time.

## **III.How to Purchase Lights from China**

How then do you go about purchasing lights from China? **This is the biggest concern of the importers.**

### **1.Do Research**

Before searching for a lighting supplier in China, do your homework and check out the prices of your local suppliers. This will allow you to compare their products and prices with Chinese suppliers.

Your research will show that Chinese LED lights are at least 50% lower in price than that of your local LED suppliers. This is the main reason businessmen show a high interest in buying LED lights from China.

With all the information you have collected, draw up a list of the types of LED lights you are looking at importing from China.

**Before finalizing your list, check with the concerned government agencies for some products in your list that may be banned or they require special test for the lights. Make sure the suppliers you choose can match all the importing requirements.**



## 2. Online Browsing

It can be expensive and impractical to go to China to meet possible LED manufacturers. You may not also be familiar with China and will not know where to find a reliable supplier. Your best option is to go online browsing. This is the quickest and most cost effective way of finding a reliable supplier.

**Google** is your first option. All you need to do is just type a clear description of what type of lights you are searching for. Add 'China' to narrow down your search to specific suppliers in China.





how to import lights from China-Foshan Sourcing



You need to be specific in your search so you will get to the specific group of suppliers you are searching for. For example, if you are looking for Solar lights, type “solar LED China.”

You can also go to Alibaba.com, the largest sourcing portal for China-made products. They have the most comprehensive list of made in China products and suppliers and are able to connect you to thousands of China suppliers.

While most importers prefer Alibaba.com, many Chinese manufacturers and their products are also listed in the web directories of made-in-china.com.

### **3.Attend Trade EXPOS**

There are numerous large trade expos that showcase China made products across the world. Many lighting manufacturers in China display their products and catalogs for potential customers to be aware of their existence without having to go to China.

Attending these trade expos will give you access to reputable and reliable China suppliers. You will be able to personally meet their representatives and ask them about the buying process including sampling, payment and shipment.

In these trade expos you will also be able to see their actual products. More importantly, you will be able to meet suppliers and have a clear insight into their company to avoid being scammed.



### **Canton Fair (China Import and Export Fair)**



This is the most popular expo for China products. It the largest and longest foreign trading exhibit in China. It is held in the city of Guangzhou (formerly Canton) twice a year. This expo which has been running since 1957 attracts high-quality buyers and a highly targeted audience from all parts of the world.(held in 15th-19th April and 15th -19th October every year)

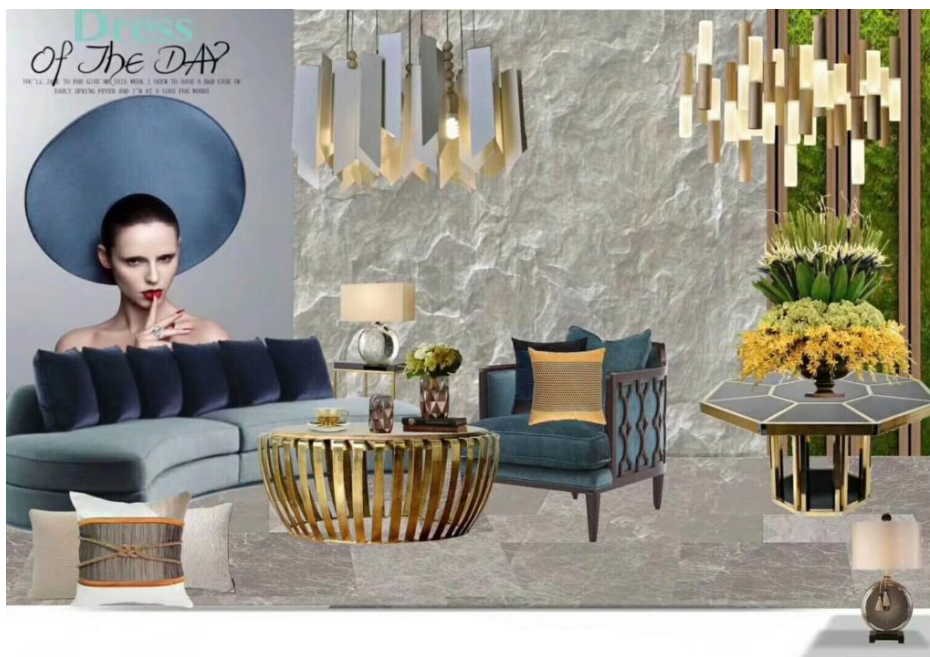
### **Hong Kong International Lighting Fair**



This is the second largest lighting trade expo in the world. It usually puts together about 2,600 exhibitors and generates about 42,700 visitors. This is lighting event attract more international buyers that those in mainland China and are participated in by almost all top Chinese manufacturers. This event is organized by the Hong Kong Trade Development Council (HKTDC).

From our point of view, if you import for sale, above ways maybe work for you but it still wastes too much time on sourcing and comparing. You still have to worry about the quality and whether the suppliers would send the right design or not. As to our past experience, coming to China is the best direct way to buy what you need and never have “big surprise” when receiving the goods.

#### 4. Visit China





Many customers contact us and ask for e-catalogs for lights. Normally we would send some for them to choose. However, I have to say, the catalogs are too limited. You never know that there are thousands of lighting shops you can visit and compare at the same time if don't visit China. Pictures and videos can never show what real quality is. As I mentioned above, a copy is very common here. Sometimes it is hard to know why prices differ greatly since both designs seem the same. The best way is to visit China. Seeing is believing.

## IV. Where to Buy Lights in China?

The lighting industry of China is centered on **Shanghai, Jiangsu and Zhejiang; Guangdong and Fujian**. These localities account for about 80% of the total number of lighting manufacturers in China. Each of these localities specializes on specific types of lighting fixtures.

### 1. Shanghai, Jiangsu and Zhejiang – light sources and outdoor lighting fixtures.

- Ningbo region – decorative fixtures.
- Changzhou in Jiangsu and Shanghai – electrical accessories and floodlights
- Gaoyou in Jiangsu and Yuyao in Zhejiang – streetlights.
- Shangyu, Jinyun and Lin'an – round tubes and CFLs; car lights

### 2. Fujian

The production of lighting fixtures is mostly concentrated in Xiamen which specializes in CFLs.

### 3. Guangdong – interior lighting fixtures

- Dongguan, Guzhen in Zhongshan- decorative luminaries

There are approximately 8,960 lighting manufacturers in **Guzhen** making this town the largest producers of decorative lighting in mainland China. Most of the manufacturing enterprises in Dongguan are dominated by Hong Kong and Taiwan investors and supply products mostly to the international market. They have of recent years also been supplying the domestic market.

Other cities in the province of Guangdong such as Huizhou and Foshan are also leading producers of lighting fixtures for the domestic market.



Today we mainly talk about lights in Guzhen and Foshan.

Guzhen is famous for decorative lights production while Foshan produces more functional lightings such as downlight, track light, ceiling light and so on. If you buy for big projects or for sale, you can visit the right products clusters and go directly to the factories. However, if you buy for home use or for small projects such as office, restaurant, event hall, below are our suggestions:

### 1) Guzhen

There are 3 main lighting shopping malls in Guzhen town. As below:

#### A. Galaxy Lighting Plaza

Price: low, medium

The 3<sup>rd</sup> big light building in Guzhen. It has about 150 shops. Most of the shops are small but with variety of products for you to choose. If your budget is limited, here may be a good choice.

Most of sellers on this building can't speak English. You may need an interpreter when plan visit to buy from here.



## B. Guzhen Lighting Times Plaza

Price: low, medium

The 2<sup>nd</sup> big light building in Guzhen. Most of the lights are for decorative purpose. The price is low or medium, there are 5 floors for you to choose from. Shops are not very big. If you don't have strict requirements for some special designs, here is a good choice.



## C. Star Alliance Lighting Center

Price: Medium, high

The biggest light building in Guzhen. The total construction area of Star Alliance is about 300,000 square meters, there are totally 11 floors in this building and 10 floors



are for lights(11th floor is a restaurant).There are many kinds of lights with modern and classic designs for you to choose such as chandelier lamp outdoor lights and so on. If you can't find what you need here, then you no need to source in other lighting shopping malls.



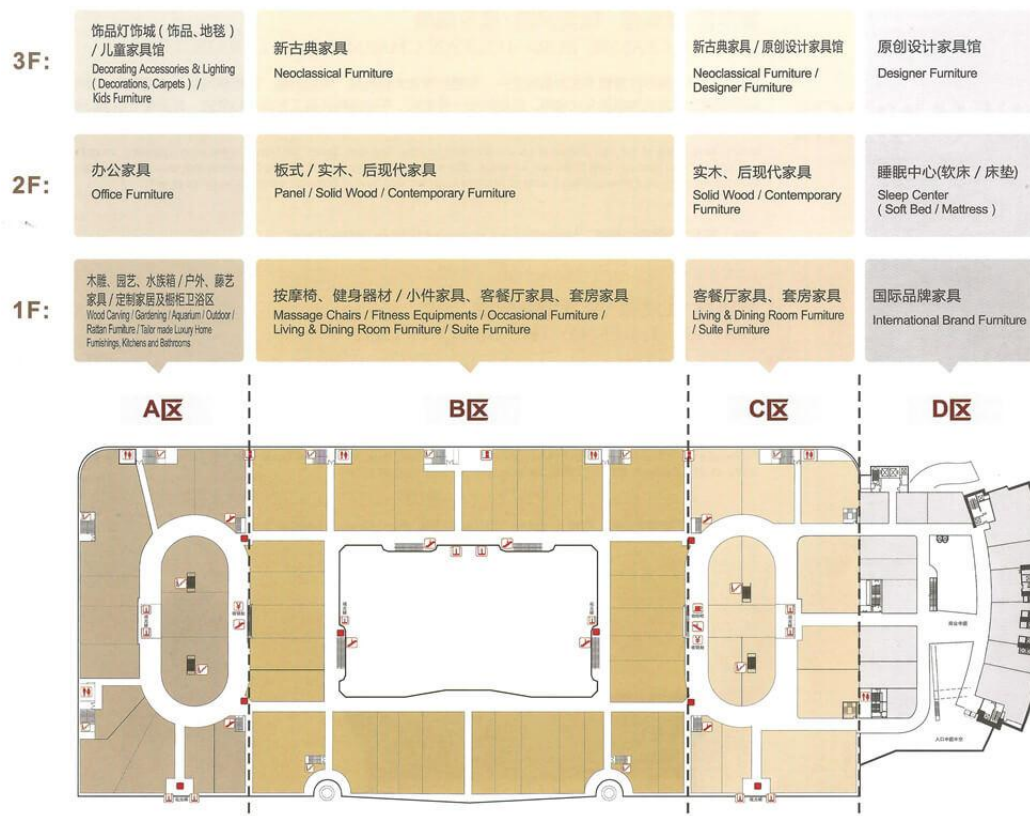
**PS: Above 3 lighting centers are very close to each other. It takes about 10 minutes if you walk around them.**

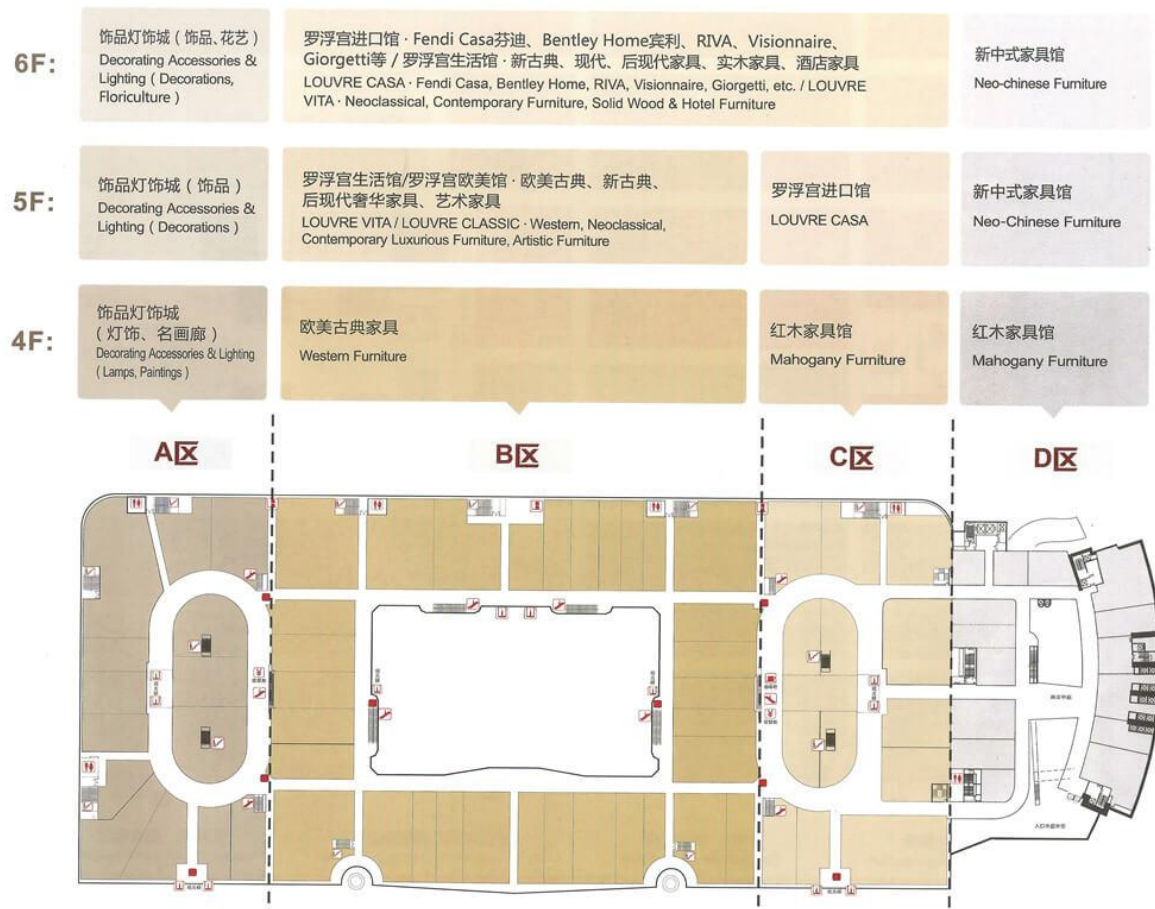
## 2) Foshan

There is one big lighting center locates on the opposite road of Sunlink North Furniture Malls, which is called **Shunde International Lighting City (Lecong)**. There are 3 floors for lights with different styles and designs. Prices here have different levels and some of them are factories directly from Guzhen. Comparing with price in Guzhen, there is not big difference cause the rent in Foshan is cheaper than Star Alliance Lighting Center.



Louvre Furniture Shopping mall has the lighting shops too. The designs are also nice but most of the prices are from medium to high. Here are the shopping guide for your reference:





There are some small lighting shops near Sunlink South Furniture Mall. The price is cheap but of course, the designs are not the modernist.

## Conclusion

- 1.If you buy a big quantity, we suggest that you buy from the factories directly because their price will be cheaper.
- 2.If you buy for own use like home, office, small hotel, restaurant, you can buy from Guzhen or Foshan malls.
- 3.If you buy other products from Foshan, like furniture, tiles, sanitary wares, we sincerely suggest you buy from Foshan. **Reasons are as below:**
  - 1) Foshan has many nice lighting designs for you to choose, too. You don't need to go to Guzhen even it is one-hour driving;
  - 2) Price in Foshan is almost the same as Guzhen. If your container should be loaded in Foshan, you don't need to pay extra delivery charge because Foshan lightings shops can delivery the goods to loading place free. Especially sometimes you have to



buy from several lighting suppliers, the delivery charge is not a small amount if buy from Guzhen.



## V. Problems You May Encounter When Importing Lights from China

The process of importing lights from China is relatively easy but it does come with certain problems.

### 1. Quality Issues

While you would certainly like to get the lowest possible price for the lighting fixtures you are importing from China, experts in this field will tell you that quality is more important than price.

If you find a supplier that offers wholesale LED for example at a price very much lower than most of the other suppliers, this is something to be worried about. Even if this means an increase in your profit market, there must be a catch somewhere that could ruin instead of grow your business.

**Price should not be your only concern** when importing lights from China.

The quality and safety of the lighting products should be your top concern and you should choose the right suppliers to ensure these requirements are met.

Many Chinese manufacturers produce high quality products especially if they do contract manufacturing for western companies. Sad to say there are also many factories that will produce anything based on your specifications oftentimes defaulting in quality.

Many China manufacturers are known for cutting corners in the manufacturing process.

If a raw material is too expensive, they choose a cheap alternative without taking into consideration requirements for product safety.



## 2.Note Voltage and Plug type

Most China manufacturers produce lighting fixtures compatible with the frequency and voltage requirements of the country they are exporting to. This specification needs to be made very clear prior to production. If you are selling to the US, specify a **120 V, 60 Hz**. Without specific instructions they will produce lighting fixtures with



**220V, 50HZ**, AC electrical standard. Therefore, please make sure that your suppliers know below requirements for the lights:

- **correct voltage**
- **collect frequency**
- **required certificate**

Some countries asked local standard for the lights, like SASO for Saudi Arabia, SAA for Australia, CE for European Union, etc.



### **3.Packing**

Packaging is one aspect of the manufacturing process most Chinese suppliers do not give much important. Most of their products are shipped to buyers in the factory's original packing and design.

There are also instances when the lighting fixtures you ordered will come in boxes containing the brand and information of their other customers. This often happens because they do not understand the information in the box which is often in English.

As to this point, we always ask all suppliers should make sure the package is top quality and outside the package should have the exact shipping mark for our customers. Some expensive items should be packed on wood pallet even it charges a little more.



#### 4.Accessories

As we know, many suppliers sell the lights without bulbs even the samples you see have that. They charge extra for the bulbs if you plan to buy from them. Moreover, you have to remind the suppliers to make sure all accessories complete. Otherwise, you have to pay for delivery again by the air.

#### 5.Payment

When making payment to Chinese suppliers for the lighting fixtures you ordered make sure you choose from among are reliable and payment methods. This is extremely important when you are new and just starting to develop a decent business relationship with your supplier.

**T/T** payment method is always used for orders. If you have been importing lighting fixtures from China for quite some time or planning on importing for a long time you can opt for bank transfers or L/C.

On the other hand, like most of customers. They come to China to purchase directly and **pay cash deposit** when place orders. This is the most convenient way for confirming all details face to face. Moreover, suppliers would offer a better discount if you tell them that you will pay deposit right now if they accept your target price.

Of course, you have to be very careful when paying your Chinese suppliers to avoid being scammed. The normal payment method for lighting fixtures is 30% down payment upon placement of order(sometimes they ask 50% for customization). Be

extra cautious if the supplier is asking for a much higher advance payment or even full payment prior to production.



While most Chinese suppliers are trustworthy there are also some scammers in the Chinese lighting industry.

## **6.Shipping**

The shipment method you choose depends on the volume of lighting fixtures you are ordering from China. You can choose to work with a freight forwarder or take care of the logistics yourself.

If you are ordering a huge volume and are not in such a hurry to receive your shipment, you can opt for sea freight. If you want to quickly receive your products air freight is more appropriate but more expensive.

When dealing with a Chinese supplier on your own, you leave the quality control procedures up to them. There is no way for you to check if the quality and specifications of the lighting fixture is based on your approved sample. You will only get to inspect the products once you receive them which are usually a month or two via sea freight.





**What we always do for our customers is to load the lights with the other products in the same container. First to protect the goods not being damaged, second to save more costs.**

## **7.Importing Customs Clearance**

Some countries have strict requirements on lights importation. Sometimes you will get into big trouble if the paper works don't show the right things. Therefore, find a professional sourcing agent and importing agent is top important.

## **VI.Find a Sourcing Agent when Buying Lights from China**

There are three ways in which you can buy lighting fixtures from China:

- Purchase on your own direct from the manufacturer.
- Purchase from a trader.
- Work with a sourcing agent.

You can take care of the entire buying process for lighting fixtures from a Chinese supplier. You will have a bigger profit margin but it entails a lot of work and risks.



**A trader** will take charge of coordinating with the manufacturer for samples, quotations, ordering and all the way to ship. Most of them act as sales of the factories. The problem with buying from traders they will place a mark-up on every step of the buying process. Moreover, once there is something wrong with the quality, they will shift the problems to factories and don't take any responsibility. But you can't do anything cause factories don't know who you are cause they don't do business with you directly.



**A sourcing agent** is a person or company based in China that acts as your purchasing agent or representative in China. They are an invaluable partner to make sure that importing lighting fixtures is carried out in a smooth and fast manner. In short they act

as the connector between you and your Chinese supplier, like your hands and eyes to make sure everything. You can communicate with the suppliers directly, too.

Working with a China sourcing agent provides a lot of benefits such as speaking the native language and having good relationships with many reliable China suppliers. You can work with a sourcing agent who specializes and is extremely knowledgeable with the China lighting industry.

Here are the things a sourcing agent can do for you:

- Provides you with a list of reliable and trustworthy lighting fixture suppliers.
- Helps you get the best prices and quality for the products you are ordering.
- Negotiates prices, samples and deliver with the supplier on your behalf.
- Assist in paying the supplier
- Monitors the production process to ensure the supplier is conforming to the strict guidelines in the manufacture of lighting fixtures.
- Inspects products for quality control prior to shipment
- Handle documentation and shipping
- Help out should you have any concerns or complaints with your delivery.
- Make sure all things go well as you plan
- After-sale services

Working with a sourcing agent will make importing lighting fixtures from China a breeze and will ensure you more profits.

Sourcing agents are a big help. Working with them is just like having your own purchasing office in China handling the day to day rigors of buying lights from this country.

Actually, there are many sourcing agents in China. From individual to companies, the most important thing is to find a professional and reliable person to control your orders. For example, some sourcing agents know the clothes markets very well, but if you ask them to buy the lights for you, maybe they are not a good choice because they don't know anything about lights, how come they find the good suppliers and check the quality. Moreover, it is not wise to hire an agent who is far from the suppliers. Cooperating with a local agent who knows your purchasing products will be more convenient. They can know whether the suppliers are truthful or not and meet them anytime. They can check the goods easily since suppliers are near them.

Many of our blog readers sent emails and comments to ask why not update the articles recently. Firstly thanks for your kind support to our company. Actually, for the last



six month, we are crazily busy cause many importers come to us after the Chinese New Year. Moreover, we move to a bigger new office and hire more employees. That's why I don't have enough time to share the information. Please don't worry, I will keep writing more useful articles in the near future. Thanks again!

If you are interested in sourcing building materials from China and need our help. Please feel free to send us inquiry.

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