CHINA SUPPLIER RISK INTELLIGENCE

China Supplier Risk Toolkit

One guided pre-payment evidence workflow for small importers buying from China.

Version 1 · Price: USD $49.

Boundary. Educational material only. Not legal advice, official verification, supplier certification, inspection, customs advice, financial advice, or a guarantee that any supplier is safe.

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1. Start Here

Outcome

Define the order, the money at risk, the evidence you already have, and the conditions that would make you pause.

Open These Files

- Read next: **Complete Worked Example** in this PDF.
- Fill now: workbook sheet **Summary**.
- Keep nearby: `templates/copy-paste-supplier-templates.txt`.

Artifact Map

Need	Open
Understand the complete process	This PDF, starting with the Complete Worked Example
Record a live order	XLSX sheet `Summary`
Compare names and payment parties	XLSX sheets `Identity Comparison` and `Payment Consistency`
Score visible concerns	XLSX sheet `Risk Scorecard`
Keep a final decision record	XLSX sheet `Decision Log`
Send supplier questions	`templates/copy-paste-supplier-templates.txt`
Import one table elsewhere	Matching file in `csv/`

First 15 Minutes

1. Read the complete worked example.
2. Open the workbook Summary sheet.
3. Record the supplier, product, order value, deposit, balance trigger, and payment method.
4. Write down the loss level that would materially hurt your business.

Stop Condition

Do not let a deadline or discount replace missing company identity, unclear payment responsibility, or incomplete written specifications.

Worked Example: A Complete Check On A Real-Shaped Order

This chapter walks one fictional order through every tool in this toolkit, so you can see what "done" looks like before you fill anything in yourself. Every company, name, and number below is invented; the mismatch pattern is one of the most common in real orders.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

The Order

> Buyer: Small US Shopify seller, first production order
> Product: Silicone kitchen mat set, custom logo, 500 sets
> Platform: Alibaba
> Storefront: "Yiwu Sunrise Home Products"
> Quote: $6.00/set x 500 = $3,000 (FOB Ningbo)
> Terms asked: 30% deposit ($900), 70% before shipment ($2,100)
> Sample: Approved 2 weeks ago, $45 including shipping

Step 1: Collect Evidence (Evidence Checklist)

The buyer spends one evening collecting, before asking the supplier for anything new:

> [x] Storefront link + screenshot (account age: 4 years, 620 transactions)
> [x] Sales rep name and contact (Lily, WhatsApp + Alibaba chat)
> [x] Proforma invoice PDF
> [x] Bank details (inside PI)
> [ ] Chinese legal company name -> not provided yet
> [ ] Unified social credit code -> not provided yet
> [ ] Business license copy -> not provided yet
> [x] Product spec sheet (buyer's own, confirmed in chat only)

Three identity items are missing. The buyer sends Template 1 (company information request) from the email templates chapter. Two days later Lily sends a license photo.

Step 2: The 60-Point Checklist Turns Up One Problem

Most identity and platform items pass. But while filling section E (payment), the buyer notices:

> PI issuer: Yiwu Sunrise Household Products Co., Ltd.
> Bank beneficiary: BRIGHT WIN INTERNATIONAL TRADE (HK) LIMITED
> Bank location: Hong Kong

The storefront, the license, and the PI issuer all match each other. The bank account does not.

Step 3: Payment Account Consistency Table (Filled)

Field	What you have	Source	Match?	Notes
Storefront name	Yiwu Sunrise Home Products	Platform page	Yes	Brand name of legal entity
Chinese legal company name	义乌市晨曦家居用品有限公司	Business license	Yes	Matches license
Unified social credit code	91330782MA2XXXXXXX	Business license	Yes	18 characters, starts 9133 (Zhejiang)
Business license name	Yiwu Sunrise Household Products Co., Ltd.	License translation	Yes	Consistent with storefront
PI issuer	Yiwu Sunrise Household Products Co., Ltd.	PI	Yes	Same as license
Bank beneficiary name	BRIGHT WIN INTERNATIONAL TRADE (HK) LIMITED	PI bank block	**No**	Unknown third company
Bank country / region	Hong Kong	PI bank block	**No**	Supplier is mainland
Account type	Company	PI bank block	Yes	Not a personal account

This is Pattern 2 from the Risk Pattern Library: mainland supplier, offshore beneficiary. Common and often legitimate — but only with a written explanation.

Step 4: Ask Before Scoring

The buyer sends the pattern's question:

> The PI is issued by Yiwu Sunrise Household Products but the beneficiary is Bright Win International Trade (HK) Limited. Who owns Bright Win, and what is its relationship to Yiwu Sunrise? Please add one line to the PI: "Bright Win International Trade (HK) Limited is authorized to collect payment on behalf of Yiwu Sunrise Household Products Co., Ltd., which remains fully responsible for this order."

Lily answers within a day: Bright Win is the boss's Hong Kong settlement company, used for all USD orders, and re-issues the PI with the authorization line and company stamp. This is the answer a normal supplier gives. (A supplier who becomes evasive or angry at this question just answered a different question.)

Step 5: Scorecard (Filled)

Category	Score 0-3	Notes
Legal company identity	0	License, USCC, storefront, PI all consistent
Platform consistency	0	4-year account, home products focus, real reviews
Online signals	1	Website is thin; nothing negative found
Factory/trader clarity	1	Likely factory; video call not yet done

Category	Score 0-3	Notes
Product specification clarity	2	Specs confirmed in chat only, not on PI
Sample-to-bulk control	2	No written tolerance, no golden sample line yet
Payment identity	1	HK beneficiary, now explained in writing on PI
Payment terms	0	30/70 is the standard structure
PI / quotation quality	1	Missing spec detail and defect terms
Inspection readiness	1	Supplier accepts third-party inspection "if buyer pays"
Shipping / Incoterms	0	FOB Ningbo, clear
Communication behavior	0	Fast, direct, no pressure
Total	**9**	Band 7-14: proceed only with conditions

Step 6: The Decision (Filled Decision Log)

> Decision: Proceed with conditions.
>
> Conditions before deposit:
> 1. Revised PI includes: full spec (material grade, size, weight, logo position), approved sample referenced by ID and date, tolerance lines, and the Bright Win authorization sentence. [Received - condition met]
> 2. Defect/rework wording added to PI. [Received]
>
> Conditions before final balance:
> 3. Production photos of our actual order (logo visible) before balance.
> 4. Third-party inspection (~$120 for one man-day in Zhejiang) before balance; balance releases only after report review.
>
> Deposit paid: $900 to Bright Win account exactly as stated on stamped PI.

What This Example Shows

1. **The tools found a real issue in minutes** — not by intuition but because the consistency table forces every name to be written next to every other name.
2. **The issue did not kill the order.** Most mismatches have normal explanations; the difference between a safe buyer and an unlucky one is whether the explanation was requested in writing before payment.
3. **The score, 9, did not mean "safe".** It meant "proceed only with conditions" — and the conditions became PI text, not chat messages.
4. **Total spent on checking: about two hours and $0.** The inspection before balance costs ~$120, roughly 4% of the order value, to protect $2,100 still unpaid.

Now do the same for your order: start with the Evidence Checklist on the next page.

2. Collect Evidence

Outcome

Create one evidence file before you interpret the supplier story.

Open These Files

- Read: **Pre-Payment Evidence Checklist** in this PDF.
- Fill: workbook sheets **Summary** and **Decision Log**.
- Send: the general evidence request in `templates/copy-paste-supplier-templates.txt`.

Collect:

- supplier profile and website;
- Chinese legal name and unified social credit code;
- business license;
- PI issuer and payment beneficiary;
- written product specifications;
- sample, inspection, shipping, and defect terms;
- key chat screenshots.

Use the Pre-Payment Evidence Checklist and the supplier request templates. Redact full account numbers and unnecessary personal information.

Stop Condition

Pause when the supplier refuses normal identity questions or asks for meaningful payment before identifying the legal company and payment party.

3. Check Company Identity

Outcome

Compare the Chinese legal name, unified social credit code, business-license fields, and any visible public registration information.

Open These Files

- Read: **Ask For The Chinese Legal Name And Unified Social Credit Code**, **How To Read A Chinese Business License**, and **Public Business-Information Lookup Workflow** in this PDF.
- Fill: workbook sheets **Identity Comparison**, **License Field Review**, and **Public Lookup Notes**.
- Optional import: `csv/company-identity-comparison.csv`, `csv/business-license-field-review.csv`, and `csv/public-lookup-notes.csv`.

Use:

- the fictional annotated license;
- the public lookup workflow;
- the License Field Review sheet;
- the Identity Comparison sheet.

Public access may be blocked by login, CAPTCHA, IP, region, or network controls. Record the source, access date, and limitation. A failed lookup is not a negative fact about the company.

When The $99 Review May Help

If you cannot identify one company, cannot access the sources, or find unexplained differences, the `$99 China Company Identity Review` provides a fixed-scope English PDF for one mainland China company.

Stop Condition

Do not describe a company as verified or safe because one name appears in a database.

4. Check Transaction Consistency

Outcome

Determine whether the storefront, legal company, PI issuer, contract party, and payment beneficiary tell one understandable story.

Open These Files

- Read: **Payment Account Consistency Checklist**, **PI / Quotation Red Flag Checklist**, and **Factory vs Trading Company Worksheet** in this PDF.
- Fill: workbook sheets **Payment Consistency**, **Identity Comparison**, and **Factory vs Trader**.
- Optional import: the matching files in `csv/`.

Use:

- Payment Consistency sheet;
- Company Identity Comparison sheet;
- PI / Quotation Red Flag Checklist;
- Factory vs Trader worksheet.

A difference is a question, not automatic proof of fraud. Ask for the relationship and responsibility in writing.

Stop Condition

Pause meaningful payment when the beneficiary is personal, newly changed, unrelated, or unexplained.

5. Score Evidence Gaps

Outcome

Turn the evidence file into a structured list of visible concerns and missing information.

Open These Files

- Read: **60-Point Supplier Risk Checklist**, **Supplier Risk Scorecard**, and **12 Supplier Risk Patterns** in this PDF.
- Fill: workbook sheets **Risk Scorecard**, **Reference Lines**, and **Decision Tree**.
- Optional import: `csv/supplier-risk-scorecard.csv`, `csv/reference-lines.csv`, and `csv/decision-tree.csv`.

Use the Risk Scorecard and automatic-pause triggers. The score organizes attention; it does not calculate fraud probability or certify safety.

Record:

- evidence supporting each score;
- missing documents;
- unresolved entity relationships;
- safer payment or inspection conditions.

Stop Condition

Do not average away an automatic-pause trigger such as an unexplained beneficiary or refusal to identify the legal company.

6. Ask Follow-up Questions

Outcome

Request only the evidence needed to resolve the specific gap.

Open These Files

- Read: **What Mismatches Mean And What To Ask Next** in this PDF.
- Fill: workbook sheet **Mismatch Questions**.
- Send: the relevant message in `templates/copy-paste-supplier-templates.txt`.

Use the general supplier templates for order terms and the identity templates for:

- Chinese legal name and code;
- current business license;
- PI issuer relationship;
- payment beneficiary relationship;
- address or public-record difference.

Keep answers in writing and add them to the evidence file.

Stop Condition

Do not accept “trust us” as a substitute for the company or transaction relationship.

7. Decide Before Payment

Outcome

Record one decision:

- proceed;
- proceed only with written conditions;
- pause and request evidence;
- use qualified professional help;
- do not pay yet.

Open These Files

- Fill: workbook sheet **Decision Log**.
- Recheck: workbook sheets **Risk Scorecard**, **Payment Consistency**, and **Identity Comparison**.
- Read: the final decision lines in the worked example before recording your own decision.

The decision must name the evidence, missing information, payment condition, and next review point.

Identity Escalation

If the final decision remains blocked by company identity rather than transaction or product questions, the `$99 China Company Identity Review` can research and document one mainland China company. It does not review the PI, beneficiary, contract, product, factory, or shipment.

Final Boundary

No worksheet removes commercial risk. Use qualified legal, inspection, compliance, customs, freight, or financial professionals when the order requires them.

Pre-Payment Evidence Checklist

Collect these items before paying a deposit, sample fee, mold fee, bank transfer, or final balance.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

1. Supplier Identity Evidence

> Supplier profile link:
> Marketplace: Alibaba / Made-in-China / 1688 / Direct website / Agent / Other
> Storefront name:
> English company name:
> Chinese legal company name:
> Unified social credit code:
> Business license screenshot:
> Supplier website:
> Contact person's name:
> Email:
> WhatsApp / WeChat:

Check:

- Does the storefront name match the company name?
- Did the supplier provide a Chinese legal name, not only an English trade name?
- Does the business license name match the company claiming to sell to you?
- Does the product category roughly match the business scope?

2. Payment Identity Evidence

> Proforma invoice:
> Contract or purchase order:
> Payment account name:
> Bank beneficiary name:
> Bank country / region:
> Corporate or personal account:
> Requested payment method:
> Deposit percentage:
> Balance payment trigger:

Check:

- Does the PI issuer match the payment beneficiary?
- Does the bank account belong to the same company you think you are buying from?
- Are they asking for a personal account?
- Are they pushing you to pay outside the platform too early?
- Are they asking for full payment before production?

3. Platform And Storefront Evidence

> Alibaba / Made-in-China / 1688 supplier page:
> Account age:
> Verified / Gold / Trade Assurance / other badges:
> Transaction history if visible:
> Reviews and disputes if visible:
> Main product categories:
> Product page link:

Check:

- Do not rely on badges alone.
- Does the store focus on a clear product category?
- Are they selling many unrelated products?
- Are product images generic or copied across many listings?
- Does the platform company name match the PI and payment details?

4. Product And Order Evidence

> Quotation:
> Product specification sheet:
> Material:
> Size / model:
> Color:
> Logo / customization:
> Packaging:
> Labeling:
> Carton size and gross weight:
> MOQ:
> Sample terms:
> Mass production lead time:
> Warranty terms:
> Defect standard:

Check:

- Are specs written clearly enough to prevent a dispute?
- Does the quote include packaging and labeling?
- Does the sample match mass production terms?
- Are certification claims relevant to the exact product?
- Are branded goods or IP-sensitive products involved?

5. Shipping And Incoterms Evidence

> Incoterm: EXW / FOB / CIF / DDP / Other
> Shipping quote:
> What the price includes:
> Export fees:
> Import duty / tax responsibility:
> Destination port / address:
> Shipping timeline:
> Freight forwarder details:

Check:

- Is the quote product-only or delivered price?
- Does DDP sound too cheap or vague?
- Who handles customs and taxes?
- Is the supplier making logistics promises they cannot explain?

6. Inspection And Final Payment Evidence

> Inspection allowed before final payment? Yes / No
> Inspection location:
> Inspection date trigger:
> What happens if defects are found:
> Balance payment timing:
> Pre-shipment photos / videos:
> Packing list:
> Commercial invoice:

Check:

- Discuss inspection before paying the deposit.
- Refusal of third-party inspection is a serious warning sign.
- Final balance should ideally be tied to evidence, inspection, or agreed milestones.
- A good sample does not guarantee mass production quality.

7. Communication Evidence

> Chat screenshots:
> Email thread:
> Voice notes summary:
> Important promises:
> Price changes:
> Delivery promises:
> Certificate claims:
> Pressure to pay:
> Request to move off-platform:

Check:

- Are answers clear and consistent?
- Does the supplier avoid written confirmation?
- Are they rushing payment before answering basic questions?
- Did the price change after you showed buying intent?
- Did they promise certificates, branded goods, or compliance without evidence?

60-Point Supplier Risk Checklist

Use this checklist before paying a China supplier through Alibaba, Made-in-China, 1688, direct website, email, WhatsApp, WeChat, or a sourcing agent.

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How To Mark Each Item

Use:

> OK = evidence looks consistent enough for now
> Missing = supplier has not provided enough evidence
> Mismatch = information conflicts across sources
> Risk = potential red flag; ask more before payment
> N/A = not relevant to this order

A. Supplier Identity

#	Check	Status	Notes / evidence
1	You have the supplier's full Chinese legal company name in Chinese characters.		
2	You have the unified social credit code if the supplier claims to be a mainland China company.		
3	You have a business license screenshot or scan.		
4	The business license name matches the company that claims to sell to you.		
5	The English company name is not the only identity evidence.		
6	The platform storefront name can be connected to the legal company name.		
7	The supplier contact uses a company email or explains why they use a personal email.		
8	The supplier website, email signature, and platform profile show consistent company details.		
9	The registered address, claimed factory address, and bank account location do not create unexplained conflicts.		
10	The supplier can explain whether they are a manufacturer, trading company, sourcing agent, or mixed model.		

B. Platform And Online Signals

#	Check	Status	Notes / evidence
11	The supplier page is saved as a link and screenshot.		
12	Platform badges are treated as signals, not proof of safety.		

#	Check	Status	Notes / evidence
13	Account age and visible transaction history are recorded.		
14	Negative reviews, disputes, or buyer complaints have been reviewed where visible.		
15	The product category is reasonably focused.		
16	The store is not selling many unrelated products without explanation.		
17	Product photos are not obviously copied from many unrelated listings.		
18	Search results for company name, email, phone, and website do not show obvious warnings.		
19	Chinese search terms were used where possible.		
20	The platform company name matches or can be explained against the PI issuer and payment beneficiary.		

C. Factory, Trader, Or Agent

#	Check	Status	Notes / evidence
21	Supplier states what they manufacture in-house.		
22	Supplier states what they outsource.		
23	Supplier can provide current product, warehouse, packing, or production evidence.		
24	Videos or photos contain current context when requested.		
25	Supplier does not rely only on "we are factory" wording.		
26	A trading company role is disclosed clearly if applicable.		
27	The supplier can explain who owns tooling, molds, and production control.		
28	The claimed production location is plausible for the product category.		
29	The supplier can describe QC steps before shipment.		
30	The supplier accepts reasonable third-party inspection when goods exist.		

D. Product And Order Details

#	Check	Status	Notes / evidence
31	Exact product specifications are written before payment.		
32	Material, size, color, model, grade, and tolerance are clear.		
33	Logo, label, barcode, manual, plug type, and packaging requirements are clear.		
34	MOQ, unit price, sample fee, mold fee, and tooling ownership are clear.		
35	Sample terms and mass-production terms are connected in writing.		
36	Lead time starts from a defined trigger, such as deposit, artwork approval, or sample approval.		

#	Check	Status	Notes / evidence
37	Warranty terms and defect handling are written.		
38	Certification claims identify the exact product, standard, and certificate holder.		
39	Regulated or safety-sensitive products are flagged for professional compliance advice.		
40	Branded, patented, or IP-sensitive products are flagged for legal/IP review.		

E. Payment And Transaction Risk

#	Check	Status	Notes / evidence
41	You have a proforma invoice before payment.		
42	PI issuer matches the company you believe you are buying from.		
43	Bank beneficiary matches the PI issuer or the mismatch is clearly documented.		
44	Payment is not going to an unexplained personal account. Reference line: personal account above roughly $500-1,000, or for any production order, is a pause trigger.		
45	Bank country or region is not unexplained or inconsistent with the transaction.		
46	Deposit percentage is reasonable for the product and order stage. Reference line: 30/70 is the standard structure; above 50% deposit with no inspection agreed is a pause trigger.		
47	Full payment before production is avoided unless the buyer accepts the risk. Reference line: 100% prepayment on a first production order is a pause trigger.		
48	Balance payment trigger is tied to evidence, inspection, or agreed milestone.		
49	Platform-off payment is treated as higher evidence and contract burden.		
50	Payment records, invoices, and communication screenshots will be saved.		

F. Shipping, Inspection, And Communication

#	Check	Status	Notes / evidence
51	Incoterm is clear: EXW, FOB, CIF, DDP, or other.		
52	Quote states whether export fees, domestic transport, freight, duty, and tax are included.		
53	DDP or door-to-door claims are specific enough to review.		
54	Freight forwarder role and shipping documents are clear.		
55	Inspection is discussed before deposit, not only before final payment.		
56	Supplier confirms what happens if inspection finds defects.		
57	Supplier gives clear written answers to normal verification questions.		
58	Supplier does not pressure payment before basic evidence is provided.		
59	Supplier does not avoid written confirmation of key promises.		

#	Check	Status	Notes / evidence
60	Final decision is written in a decision log before money moves.		

Decision Log

Supplier:
Product:
Order value:
Payment requested:

Decision:
[ ] Proceed
[ ] Proceed with conditions
[ ] Pause and request more evidence
[ ] Use inspection / lawyer / freight forwarder / compliance expert
[ ] Do not pay yet

Main evidence supporting the decision:

Main red flags:

Missing evidence:

Questions to ask before payment:

Safer payment condition:

How To Ask For Chinese Legal Company Name And Unified Social Credit Code

Many suppliers use English trade names, storefront names, brand names, or shortened company names. For a basic company identity check, ask for the Chinese legal company name in Chinese characters and the unified social credit code.

Educational material only. Not legal advice, official verification, supplier certification, inspection, or a guarantee.

What To Ask For

Item	Why it matters	Example format
Chinese legal company name	The registered company name is usually in Chinese characters	深圳市某某科技有限公司
Unified social credit code	Mainland China company identifier used on business licenses	18-character code
Business license screenshot or scan	Lets you compare company name, code, address, legal representative, business scope, and status	Image or PDF
PI issuer name	Shows which entity is invoicing you	Company name on proforma invoice
Bank beneficiary name	Shows which entity receives payment	Bank account beneficiary

Copy-Paste Request

> Hi [Name],
>
> Before we arrange payment, please help provide the company identity information for our order file:
>
> 1. Full Chinese legal company name in Chinese characters:
> 2. Unified social credit code:
> 3. Business license screenshot or scan:
> 4. Company name that will issue the proforma invoice:
> 5. Bank beneficiary name that will receive payment:
>
> Please confirm if all of these are the same legal company. If any name is different, please explain the relationship in writing.
>
> Thank you,
> [Your name]

If The Supplier Only Gives An English Name

Send:

> Thank you. Could you also send the registered Chinese company name in Chinese characters?
>
> The English name is useful, but for our before-payment file we need the Chinese legal company name and unified social credit code shown on the business license.

If The Supplier Says It Is Not Needed

Send:

> We understand. This is a standard internal check before payment. We need to match the supplier profile, legal company name, proforma invoice, and payment beneficiary before we can arrange payment.
>
> Please send the Chinese legal company name, unified social credit code, and business license screenshot.

Warning Signs

- Supplier refuses to provide a Chinese legal company name.
- Supplier provides only an English trading name.
- Supplier sends a license for a company that does not match the PI or payment account.
- Supplier says the payment must go to a different company but will not explain the relationship.
- Supplier pressures payment before giving basic company identity information.

How To Read A Chinese Business License

A Chinese business license can help you identify the registered legal entity behind a supplier. It does not prove the supplier is safe, honest, able to manufacture your product, or responsible for your order.

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Annotated Sample License

The sample below uses a real Chinese business-license layout with every identifying value replaced by unmistakably fictional training data. The company name, code, person, address, date, seal, and QR destination are examples. The owner's original license is not included in this module.

It is not an official template or a real company record. Use the visible field labels to learn what each item means, then match those labels on the license your supplier sends.



The sample QR code opens the CSRI website. It does not query a registry or verify a company.

Two practical notes when reading a real one:

- Licenses arrive as photos, screenshots, or scans. A photo or scan of the paper original may show a red registration-authority seal; a screenshot of an electronic license (电子营业执照) or registry page may not. Ask which one you are

looking at.

- Do not rely on the exact position of a field. Match fields by their Chinese labels (left column of the table below), then compare the values against the PI issuer, contract party, storefront, and bank beneficiary.
- Treat QR codes and electronic-license screens as lookup aids, not proof that the supplier, bank account, or order is safe.

Common Fields

Chinese field	English meaning	What to check
名称	Company name	Does it match the supplier's claimed Chinese legal name?
统一社会信用代码	Unified social credit code	Does the code match what the supplier provided?
类型	Company type	Limited company, individual business, branch, etc.
法定代表人	Legal representative	A registered person; not necessarily your sales contact
注册资本	Registered capital	Context only; not proof of cash, reliability, or factory strength
成立日期	Establishment date	How long the entity has existed
住所	Registered address	Compare with claimed factory address and business context
经营范围	Business scope	Does it roughly include your product category or related activities?
登记机关	Registration authority	Which local authority registered the entity
营业期限	Business term	Whether there is an end date or long-term registration
经营状态	Operating status	Should not show revoked, cancelled, or abnormal status

What A License Can Tell You

- The legal company name in Chinese.
- The unified social credit code.
- Registered address.
- Legal representative.
- Registered capital.
- Business scope.
- Establishment date.
- Basic operating status.

What A License Cannot Tell You By Itself

- Whether the supplier is honest.
- Whether the supplier owns a factory.
- Whether the goods will match the sample.
- Whether the bank account is safe.

- Whether certificates are real or relevant.
- Whether the company can export your product legally.
- Whether your order terms protect you.

Business License Review Notes

> Supplier:
> Product:
> License file received:
>
> Chinese company name:
> Unified social credit code:
> Operating status:
> Registered address:
> Legal representative:
> Registered capital:
> Business scope summary:
> Establishment date:
>
> Main match:
>
> Main mismatch:
>
> Questions to ask supplier:

Public Business-Information Lookup Workflow

This workflow teaches buyers how to use public business-information pages as a basic consistency check. It does not create official verification and does not certify a supplier.

Educational material only. Not legal advice, official verification, supplier certification, inspection, or a guarantee.

Important Boundary

Public lookup results may be incomplete, delayed, unavailable, mistranslated, or difficult to interpret. Use them as one input, not as a final verdict.

Do not write "verified supplier" just because a name appears in a database.

Quick Lookup

Use this path first. The detailed source notes and field explanations below are reference material.

1. Ask for the exact Chinese legal company name, 18-character unified social credit code, and current business license.
2. Copy the code into `gsxt.gov.cn`, Aiqicha, Qichacha, or Tianyancha. If the code is unavailable, paste the Chinese legal name exactly.
3. Record the source and access date in the workbook sheet **Public Lookup Notes**.
4. Compare the Chinese name, code, operating status, legal representative, registered address, and business scope.
5. Record each match, difference, and unavailable field in **License Field Review** and **Identity Comparison**.
6. Save a dated full-page screenshot when lawful access is available.
7. Ask about differences in writing. A difference is a question; it is not automatic proof of fraud.
8. If access fails, record the limitation and continue with another permitted source or supplier-provided evidence. Do not treat access failure as a company finding.

Where To Look: The Actual Sources

China's company registration data is public. These are the entry points buyers actually use, from most authoritative to most convenient:

Source	URL	What it is	Free without an account?
National Enterprise Credit Information Publicity System (国家企业信用信息公示系统)	`gsxt.gov.cn`	Official government entry point	Access can require CAPTCHA, login, or a permitted IP/network
Aiqicha (爱企查, by Baidu)	`aiqicha.baidu.com`	Commercial aggregator	Visible fields and login requirements vary by location and session
Qichacha (企查查)	`qcc.com`	Commercial aggregator	The search entry may be public while result access can still be blocked or gated
Tianyancha (天眼查)	`tianyancha.com`	Commercial aggregator	Access and visible fields vary by region, login, and product tier

When a result is accessible, the basic layer may show:

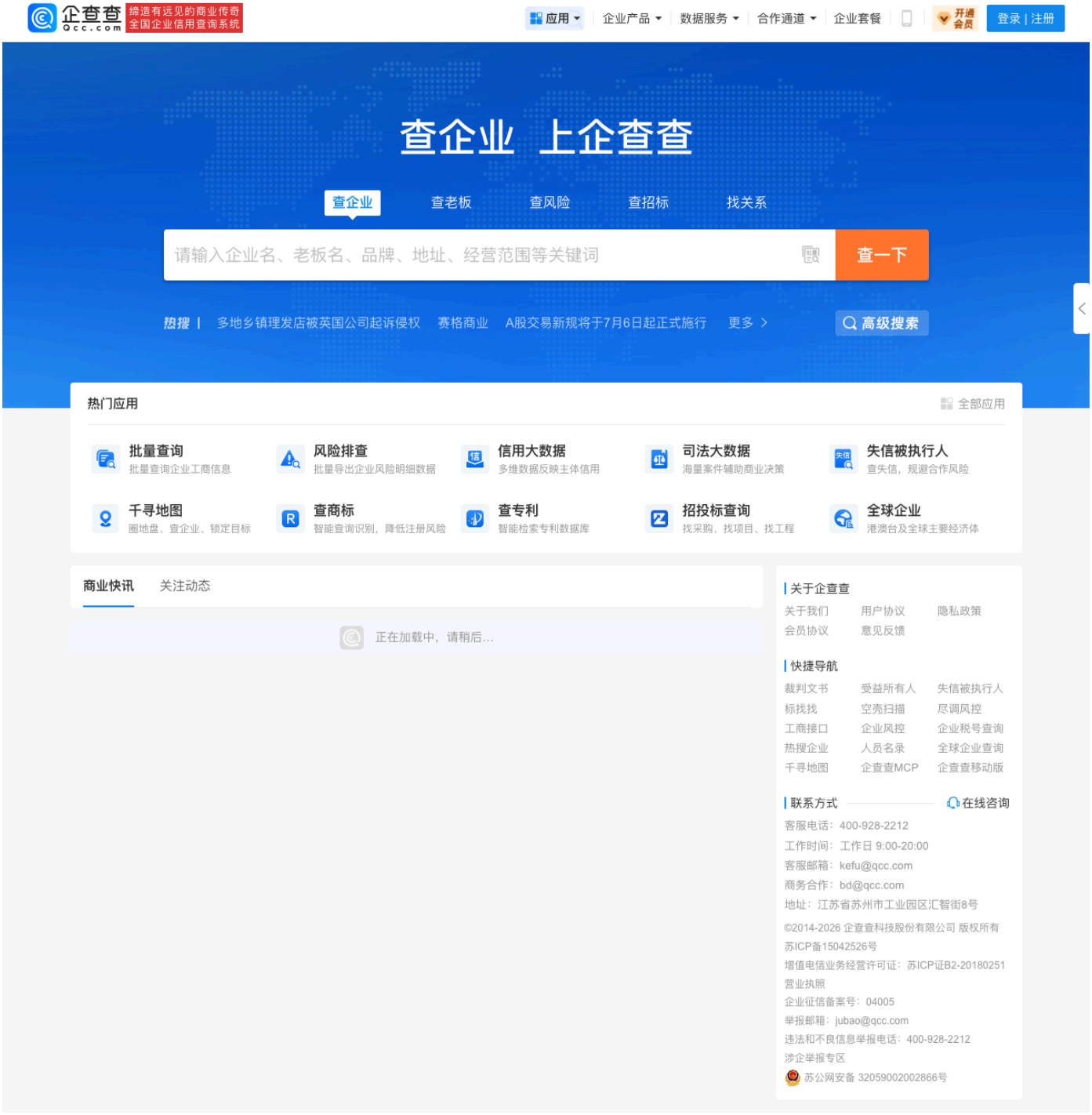
- Registered company name (Chinese) and unified social credit code
- Operating status (存续 = active; 注销 = deregistered; 吊销 = license revoked)
- Registration date, registered capital, legal representative
- Registered address and business scope (经营范围)

Login or paid layers may include:

- Full shareholder and beneficial-owner trees
- Complete court judgments, enforcement records, and detailed penalty documents
- Change history details and monitoring alerts

Do not assume the free layer will be accessible from every country or network. The objective is to compare any visible registration fields with the license and other supplied evidence, not to produce a due-diligence report.

This screenshot shows the Qichacha search entry observed on 3 July 2026. It contains no company query or company result:



The following image uses a real Qichacha company-profile page layout with every company, code, person, address, contact, shareholder, and date replaced by fictional training data. It is not a Qichacha query result and is not endorsed by Qichacha:

企查查 Qcc.com 构建有远见的商业传奇 全国企业信用查询系统

展示样例科技有限公司 查一下 应用 企业套餐 开通会员 登录 | 注

虚构教学样例 · 基于真实页面版式重制 · 非企查查查询结果

企查查 > 杭州企业 > 展示样例科技有限公司

DEMO

展示样例科技有限公司

存续（示例）

曾用名 0 示例企业标签

科创分：未展示 报告 笔记 关注

1234 2天前更新

统一社会信用代码： 91DEMO00000000000X

法定代表人： 示例人 关联企业 1

注册资本： 100万元（示例）

成立日期： 2020-01-01

简介： 展示样例科技有限公司成立于2020年01月01日，法定代表人为示例人。公司专注于技术研发与服务，致力于为客户提供可靠的解决方案。

电话： 000-00000000 更多 1

邮箱： sample@example.invalid 更多 1

官网： https://supplierriskcheck.com/

地址： 样例市演示区展示路88号 附近企业

企查查行业： 未展示

企业规模： 小型

员工人数： 未展示

营业收入： 未展示

所属集团：未展示 成员企业 0 重要风险 0

产品信息：未展示 当前产品 0 竞品 0

招投标 中标 0 招标 0

财产线索 线索 0 预估价值 0元

股权穿透图 挖掘深层股权结构

动态 2025-05-20 新增法定代表人：示例人

认领企业 企业 PK 发票抬头 数据纠错

基本信息 999+ | 法律诉讼 999+ | 经营风险 20 | 经营信息 999+ | 企业发展 999+ | 知识产权 670 | 历史信息 VIP

查看图谱 | 工商信息 | 股东信息 2 | 主要人员 2 | 对外投资 1 | 控制企业 0 | 变更记录 12 | 分支机构 1 | 财务数据 | 企业年报 2 | 最终受益人 | 实际控制人

协同股东 0 | 疑似关系 0 | 同业分析 | 参控股企业

企业图谱 股权结构图 股权穿透图 关系图谱 实际控制人 企业受益股东 企业股权分布 关联方认定图 债务/债权

工商信息 VIP

工商信息 历史工商信息

文字介绍 工商官网快照 导出 企查查

统一社会信用代码	91DEMO00000000000X	企业名称	展示样例科技有限公司 曾用名：无（示例）		
法定代表人	示 示例人 关联企业 1	登记状态	存续（示例）	成立日期	2020-01-01
		注册资本	100万元（示例）	实缴资本	
组织机构代码	MADEMO00-X	工商注册号	10000000DEMO000	纳税人识别号	91DEMO00000000000X
企业类型	有限责任公司（虚构样例）	营业期限	2020-01-01 至 无固定期限	纳税人识质	增值税一般纳税人
参保人数	10人（2025年报）	分支机构参保人数	2人（2025年报）	核准日期	2025-05-20 VIP
所属地区	样例市演示区	登记机关	样例市市场监督管理（示例）	进出口企业代码	00000000DEMO
国标行业	软件开发（I6510）	英文名	DEMO Example Technology Co., Ltd.（自动翻译 更新）		
注册地址	样例市演示区展示路88号 附近企业				



Use the visible fields to understand page structure. Never treat a commercial lookup page, screenshot, or status label as certification that a supplier, transaction, bank account, factory, or product is safe.

The Practical Blockers (And What To Do About Each)

Be honest about what will get in your way. Some blockers have alternatives, but no alternative is guaranteed:

Blocker	What you will see	Workaround
Chinese-only interface	Every label in Chinese	Use Chrome/Edge full-page translate (right-click → Translate). Field labels translate reliably. Keep the original Chinese company name untranslated when comparing — compare Chinese characters to Chinese characters, character by character, like matching a serial number. You do not need to read Chinese to see that two strings differ.
Typing Chinese	You cannot type the company name	You never need to type it. Copy-paste the Chinese legal name from the supplier's email or license. If the license is an image, use Google Lens or your phone camera's live-translate/copy-text to extract the characters, then paste.
Captcha on gsxt.gov.cn	Slider, image challenge, or repeated verification	Complete it normally if available. If it loops, record the access limitation and try another lawful public entry point.
IP or region restriction	403, 405, “current region not supported,” or unusual-traffic page	Do not bypass the restriction. Record the date, source, and limitation; try another permitted source or request additional evidence.
Slow or blocked access from overseas	Page times out	Try again later or use another lawful public entry point. Do not treat a timeout as a company risk finding.
Login walls asking for a Chinese phone number	A field expecting +86	Do not work around the login. Use only the fields legitimately visible to you and record what was unavailable.

Additional Evidence Request When You Cannot Access A Result

If you cannot complete the lookup yourself, reverse the burden of proof — make the supplier do the lookup in front of you:

> Please open your company's page on gsxt.gov.cn or aiqicha.baidu.com,
> and send us a full-page screenshot taken today, showing the company name,
> unified social credit code, and operating status.

Then compare that screenshot, field by field, against the business license they already sent, using the Field Review worksheet in this module. A supplier-provided screenshot can be cropped, outdated, or altered, so it is an additional evidence item rather than independent proof.

If the supplier refuses a normal identity request, record the refusal and decide whether the unresolved evidence matters for the order. Do not claim the refusal proves fraud.

Workflow

Step	Action	Output
1	Ask supplier for Chinese legal company name, unified social credit code, and business license.	Identity inputs
2	Copy the Chinese legal name exactly as provided (extract from image with Google Lens if needed).	Search term
3	Paste the name or the 18-character code into Aiqicha, Qichacha, Tianyancha, or gsxt.gov.cn. The code is the better search key — it is unique.	Candidate company page
4	With the page translated, compare: company name (in Chinese), code, status, address, legal representative, registered capital, business scope.	Field comparison
5	Save full-page screenshots with the date accessed.	Evidence record
6	Compare public information against platform page, PI issuer, payment beneficiary, email signature, and website.	Consistency worksheet
7	Ask supplier to explain any mismatch in writing.	Supplier explanation
8	Decide whether to proceed, proceed with conditions, pause, or use qualified professional help.	Decision log

What Each Status Result Means

You find	Meaning	Next move
Active company (存续/在业), fields match license	Identity is consistent so far	Continue to payment-consistency checks
Company exists but fields differ from the license sent	The license may be edited, outdated, or someone else's	Pause. Ask the supplier to explain each differing field in writing
Status shows 注销 (deregistered) or 吊销 (revoked)	The registered entity is not currently a normal operating company	Stop. Ask which legal entity is actually selling to you
Listed in abnormal operations (经营异常)	Often an address or annual-report filing issue; sometimes worse	Ask the supplier to explain and show current status evidence
No result at all for the exact name/code	Wrong characters, a very new registration, or a fake license	Re-check the characters first; then ask the supplier for their gsxt screenshot

Search Inputs To Try

Chinese legal company name:
Unified social credit code:
Chinese legal name + product keyword:
Chinese legal name + phone:
Chinese legal name + website:
Chinese legal name + risk / complaint terms:

Do Not Overclaim

Avoid:

This company is officially verified.
This supplier is safe.
This proves they are a real factory.
This proves there is no fraud risk.

Use:

The company identity appears consistent with the provided license based on the information reviewed.
The public information check did not resolve all transaction risks.
The payment beneficiary still needs to be matched to the PI issuer.
The supplier should explain the mismatch before payment.

Lookup Notes

Date checked:
Source/page checked:
Search term used:
Company page found? Yes / No / Unclear

Company name:
Unified social credit code:
Operating status:
Registered address:
Legal representative:
Registered capital:
Business scope:
Abnormal operation record:
Administrative penalties:

Does it match supplier-provided license?
Does it match platform page?
Does it match PI issuer?
Does it match payment beneficiary?

Unresolved questions:

Field-By-Field Explanation

Use this guide to understand common business-information fields when reviewing a Chinese company identity at a basic level.

Educational material only. Not legal advice, official verification, supplier certification, inspection, or a guarantee.

Field	Meaning	How to use it	Common mistake
Company name	Registered legal company name, usually in Chinese characters	Compare against license, PI, payment beneficiary, platform page, website, and email signature	Treating English trade name as the legal name
Unified social credit code	Mainland China company identifier	Compare code across business license and public information	Assuming a code alone proves transaction safety
Company status	Basic registration/operating status	Watch for cancelled, revoked, abnormal, or unclear status	Ignoring status because the supplier is responsive
Registered address	Official registered address	Compare with claimed factory, office, and bank/payment context	Assuming registered address must equal factory address
Legal representative	Person legally registered for the company	Useful for comparison and records	Assuming this person is your sales contact or owner
Registered capital	Registered capital amount	Context only; may indicate scale but not actual cash or reliability	Treating high registered capital as proof of safety
Establishment date	Date company was formed	Helps understand company age	Treating old age as proof of good performance
Business scope	Registered business activities	Check whether your product category roughly fits	Expecting exact product wording every time
Shareholders	Registered ownership information where available	Useful for deeper checks	Assuming shareholder data proves factory capability
Branches	Branch offices or subsidiaries where available	May explain name/address differences	Assuming all related names are automatically responsible
Abnormal operation	Public record flag for certain reporting/address issues	Ask supplier to explain any record before payment	Treating every abnormal record as fraud without context
Administrative penalties	Government penalty records where available	Review seriousness and relevance	Ignoring product safety or compliance-related penalties
Court / enforcement records	Legal dispute or enforcement information where available	Use as risk context; get professional help for serious cases	Making legal conclusions without professional advice
Business term	Registration duration	Check if expired or near expiry where applicable	Overweighting it when all other fields are consistent

Field Review Worksheet

Field	Value found	Matches supplier claim?	Notes / question
Company name			
Unified social credit code			
Company status			
Registered address			
Legal representative			
Registered capital			
Establishment date			
Business scope			
Abnormal operation			
Penalties			
Court/enforcement records			

Interpretation Rule

Most fields are context, not final answers. The key question is:

> Does this registered company appear to be the same entity that is selling, invoicing, receiving payment, and taking responsibility for this order?

Company Identity Comparison Worksheet

Use this worksheet to compare the supplier identity across the platform, Chinese legal name, business license, PI issuer, payment beneficiary, email signature, and website.

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How this extends the core payment table. The Toolkit's Payment Account Consistency Checklist compares the names on your transaction documents against each other. This worksheet adds the Chinese-registry dimension: the business license fields and the public business-information lookup result become two more rows to reconcile. If you already filled the payment table, carry those rows over and add the license and lookup rows here - do not redo the work.

Identity Comparison Table

Source	Name shown	Chinese name?	Unified social credit code?	Address	Notes
Alibaba / Made-in-China / 1688 storefront					
Supplier profile company name					
Business license					
Public business-information lookup					
Proforma invoice issuer					
Contract / purchase order party					
Bank beneficiary					
Email signature					
Supplier website					
Shipping documents, if available					

Relationship Map

Storefront name:
|
Legal company on license:
|
PI issuer:
|
Payment beneficiary:
|
Inspection / shipment location:

Questions To Answer

Question	Answer
Which legal company is selling the goods?	
Which company issues the PI?	
Which company receives payment?	
Which company is responsible for defects, rework, refund, and shipment?	
Which company name appears on platform/storefront?	
Which company name appears on the business license?	
Are there unexplained third parties?	
Is there a written explanation for every mismatch?	

Decision

> Company identity status:
> [ ] Consistent enough for current order size
> [ ] Minor mismatch; written explanation received
> [ ] Meaningful mismatch; pause before payment
> [ ] Serious mismatch; do not pay yet
>
> Main mismatch:
>
> Supplier explanation:
>
> Evidence still missing:
>
> Next question to ask:

What Mismatches Mean And What To Ask Next

A mismatch does not always mean fraud. It means the buyer needs a clearer transaction story before payment.

Educational material only. Not legal advice, official verification, supplier certification, inspection, or a guarantee.

Common Mismatches

Mismatch	Possible explanation	Risk	Ask next
Storefront name differs from legal company name	Brand/store name differs from registered company	Low to medium	What is the legal company behind this storefront?
English name differs from Chinese legal name	Translation or trade name	Low to medium	Please provide Chinese legal name and USCC.
Business license differs from PI issuer	Group company, export company, trader, agent, or wrong document	Medium to high	What is the relationship between these companies?
PI issuer differs from payment beneficiary	Export agent, offshore account, group account, or unrelated third party	Medium to high	Can PI and payment account use the same company?
Payment to personal account	Small sample payment, employee account, or risky workaround	High for meaningful orders	Can we pay a company account or platform-protected method?
Registered address differs from factory address	Normal if office/register/factory differ	Medium	Where will production and inspection take place?
Business scope seems unrelated	Broad scope, trading activity, or unrelated entity	Medium	How does this company handle this product category?
Public status shows abnormal/cancelled/revoked	Reporting/address issue or serious registration problem	High if unresolved	Please explain and provide current status evidence.
Contact email uses another domain	Sales agent, group company, or impersonation risk	Medium	Which company employs this contact?
Website company differs from bank beneficiary	Marketing company, group entity, or unrelated account	Medium to high	Which entity is responsible for the order?

Follow-Up Template

> Hi [Name],
>
> We noticed that the company names are different across the documents:
>
> - Platform/storefront: [Name A]
> - Business license: [Name B]
> - Proforma invoice: [Name C]
> - Payment beneficiary: [Name D]
>
> Before payment, please explain the relationship between these companies in writing.
>
> Please also confirm which company is legally responsible for product quality, shipment, defect handling, refund/rework, and after-sales issues for this order.
>
> If possible, please issue the PI and payment account under the same company name.
>
> Thank you,
> [Your name]

When To Pause

Pause before payment if:

- Supplier cannot explain why names differ.
- Supplier refuses to provide Chinese legal company name or USCC.
- Supplier asks for payment to a personal account for a meaningful order.
- Supplier says "trust us" instead of explaining documents.
- Supplier becomes aggressive when asked normal identity questions.
- Product or order value is large enough that losing the payment would hurt.

Payment Account Consistency Checklist

Use this before any bank transfer, Wise transfer, PayPal payment, platform-off payment, sample fee, mold fee, deposit, or final balance.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

Account Identity Table

Field	What you have	Source document / screenshot	Match?	Notes
Storefront name		Platform page		
English company name		Platform / website / email		
Chinese legal company name		Supplier / license		
Unified social credit code		Business license		
Business license name		Business license		
PI issuer		Proforma invoice		
Contract / PO party		Contract / PO		
Bank beneficiary name		Bank details		
Bank country / region		Bank details		
Account type	Company / personal / unknown	Bank details		
Email signature company		Email		
Website company name		Website		

Risk Meanings

Situation	What it may mean	What to ask next
PI issuer and bank beneficiary match	Lower identity friction, but still not proof of safety	Confirm order terms, inspection, specs, and payment milestones
Storefront name differs from legal company name	Normal if brand/store name differs; risky if unexplained	Ask for Chinese legal name, license, and relationship explanation
PI issuer differs from bank beneficiary	Could be group company, export company, agent, or risk	Ask for written relationship explanation and supporting documents
Payment to personal account	Higher risk. Sometimes tolerated for sample fees under roughly $100-200; treat anything above roughly $500-1,000 as a pause trigger, and any personal account for a production order as a stop	Ask for company account or platform-protected payment

Situation	What it may mean	What to ask next
Bank country differs from supplier country	Could be normal for offshore trading entity; could be risky	Ask why, who owns the account, and which entity is responsible
Third-party company receives money	Could be export agent or unrelated party	Ask for authorization letter and contract responsibility wording

Beneficiary Change Rule

If the bank details change after the PI was issued — even in the same email thread, even with the same signature — verify the change by voice on a phone/WeChat number you already used before, never by replying to the email that announced the change. Hijacked-mailbox payment diversion is one of the most expensive fraud patterns in international trade, and it works precisely because everything else in the email looks normal. Then require a re-issued, stamped PI showing the new account.

Before-Payment Questions

1. Why is the payment beneficiary different from the company on the PI?
2. What is the relationship between [Company A] and [Company B]?
3. Which company is legally responsible for product quality, shipment, and refund/rework if there is a problem?
4. Can the PI be issued by the same company that receives payment?
5. Can we pay through the platform or a company account instead?
6. Can this relationship be stated in the contract or PI?

Decision

Payment identity status:
[ ] Consistent enough based on current evidence
[ ] Minor mismatch; written explanation received
[ ] Meaningful mismatch; pause before payment
[ ] Serious mismatch; do not pay yet

Main mismatch:

Evidence requested:

Supplier response:

Safer payment condition:

Supplier Risk Scorecard

Use this scorecard after collecting supplier evidence. It is a decision-support worksheet, not a verdict.

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Scoring Method

For each category, choose a score:

> 0 = no visible concern based on current evidence
> 1 = minor concern or missing context
> 2 = meaningful concern; ask more before payment
> 3 = serious concern; pause until resolved

Scorecard

Category	What to check	Score 0-3	Notes / evidence
Legal company identity	Chinese legal name, unified social credit code, business license, consistent company identity		
Platform consistency	Storefront name, platform company name, badges, transaction history, category focus		
Online signals	Search results, duplicate images, negative reviews, website/email consistency		
Factory/trader clarity	Manufacturer vs trader vs agent, in-house/outsourced steps, production evidence		
Product specification clarity	Written specs, material, size, customization, packaging, quality standard		
Sample-to-bulk control	Sample approval, golden sample, tolerance, QC steps, defect handling		
Payment identity	PI issuer, bank beneficiary, personal account, third-party account, bank location		
Payment terms	Deposit %, full payment request, balance trigger, platform-off pressure		
PI / quotation quality	Clear parties, line items, Incoterms, lead time, warranty, exclusions		
Inspection readiness	Third-party inspection acceptance, timing, location, defect remedy		
Shipping / Incoterms	EXW/FOB/CIF/DDP clarity, freight scope, duty/tax responsibility		
Communication behavior	Clear answers, written confirmations, pressure, evasiveness, anger		

Total

> Total score:
> Highest-scoring categories:
> Most important missing evidence:

Suggested Interpretation

Total score	Suggested action
0-6	Continue only if evidence is documented and payment terms are reasonable.
7-14	Proceed only with conditions. Ask for missing evidence and improve payment terms.
15-24	Pause. Do not pay until the major issues are resolved or checked by a qualified professional.
25+	High visible risk. Consider changing supplier, using professional help, or not paying.

Automatic Pause Triggers

Pause even if the total score is low when any of these appear:

- Supplier refuses to provide Chinese legal company name.
- PI issuer and payment beneficiary mismatch without a clear written explanation.
- Payment goes to a personal account for a meaningful order.
- Supplier refuses third-party inspection for a production order.
- Supplier pressures immediate payment before answering basic questions.
- Supplier avoids written confirmation of specs, payment terms, or defect handling.
- Product is regulated or safety-sensitive and no qualified compliance review has been done.

Reference Numbers

These are common-sense reference lines, not rules. They reflect what is typical in small-importer orders; your product and risk tolerance may justify different lines.

Topic	Common practice	Pause line
Deposit structure	30% deposit / 70% before shipment is the standard for production orders	Deposit above 50% with no inspection agreed; 100% prepayment for a first production order
Personal account	Sometimes used for sample fees under roughly $100-200	Any personal account above roughly $500-1,000, or any personal account for a production order
Sample fee	Often $20-80 plus courier, frequently refundable against the bulk order	Sample fee far above product cost with refusal to credit it
Mold / tooling fee	Real for custom products; ownership should be written	Mold fee demanded with no written statement of who owns the mold
Third-party inspection	Roughly $100-300 per man-day in coastal provinces	Orders above roughly $2,000-3,000 with no inspection and full balance before evidence

Topic	Common practice	Pause line
When inspection is worth it	Inspection at ~$150 is about 5% of a $3,000 order protecting the 70% balance	Below roughly $1,000 order value, photos/video evidence may be the practical substitute
Balance trigger	Balance after inspection report or production evidence	Balance due "before" any evidence is available

Factory vs Trading Company Worksheet

A trading company is not automatically bad. The risk is when a supplier hides its role, cannot explain the supply chain, or has no control over quality, specs, timeline, or payment responsibility.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

Supplier Role

Question	Supplier answer	Evidence requested	Notes
Are you the manufacturer, trading company, sourcing agent, or a mixed model for this product?		Written answer	
Which production steps are done in-house?		Process list / video / photos	
Which steps are outsourced?		Supplier explanation	
Who owns the mold/tooling if custom?		PI / contract wording	
Who is responsible if bulk goods fail inspection?		Written remedy terms	
Who issues the proforma invoice?		PI	
Who receives payment?		Bank details	
Where will goods be inspected?		Factory or warehouse address	

Evidence To Request

> Please help confirm your role for this product:
>
> 1. Are you the manufacturer, trading company, sourcing agent, or a mix?
> 2. Which steps are made in-house?
> 3. Which steps are outsourced?
> 4. Can you send a short current video of this product, similar products, packing area, warehouse, or production line?
> 5. Can you show today's date and our product name in one photo or video?
> 6. Where would third-party inspection take place before final payment?
> 7. If inspection finds defects, who is responsible for rework or replacement?

Factory Signals

Signal	Stronger when	Weaker when
Product focus	Supplier specializes in related products	Supplier sells many unrelated products
Production explanation	Can explain machines, steps, capacity, QC	Gives vague "we are factory" answer
Current evidence	Provides current photos/videos with context	Sends generic catalog images only

Signal	Stronger when	Weaker when
Inspection acceptance	Accepts inspection at production site	Refuses inspection or changes location
Technical answers	Can answer material/spec/process questions	Only answers price and shipping

Trading Company Signals

Signal	Healthy version	Riskier version
Role disclosure	"We are a trading company and work with these factories"	Claims factory but cannot explain production
Supplier management	Explains factory selection, QC, inspection	Says "do not worry" without detail
Product range	Related categories with clear sourcing logic	Random unrelated products
Payment responsibility	PI and payment entity are clear	Third-party beneficiary without explanation
Communication	Transparent about what they control	Hides outsourced steps

Decision

> Most likely role:
> [ ] Factory
> [ ] Trading company
> [ ] Sourcing agent
> [ ] Mixed model
> [ ] Unclear
>
> Is this acceptable for this order?
> [ ] Yes
> [ ] Yes, if inspection and payment terms improve
> [ ] Need more evidence
> [ ] No, supplier role is too unclear
>
> Key condition before payment:

Alibaba / Made-in-China / 1688 Comparison Table

Use this table to understand what each platform signal can and cannot tell you. Platform signals are useful inputs, not proof that a supplier is safe.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

Topic	Alibaba	Made-in-China	1688	Direct website / email	Sourcing agent
Typical buyer	International buyers	International B2B buyers	Domestic China buyers, some cross-border buyers via agents	Any buyer	Buyers who want help finding or managing suppliers
Language	English-first	English-first	Chinese-first	Varies	Varies
Useful signals	Supplier page, badges, Trade Assurance, reviews, transaction signals	Supplier profile, audit/verification labels, product focus	Chinese company/store info, domestic pricing, domestic product range	Domain age, company info, contact consistency	Agent transparency, supplier disclosure, fee model
Main limitation	Badges are not full independent due diligence	Profile signals still need evidence comparison	Harder for non-Chinese buyers; payment/logistics often need intermediaries	Easy to fake or copy content	Agent may have commission or conflict of interest
Payment risk	Safer if using platform protections correctly; risk increases off-platform	Similar platform vs off-platform concerns	Often requires China-side payment/logistics setup	Higher evidence burden	Depends on who receives money and who is responsible
Identity checks	Compare storefront, legal entity, PI issuer, bank beneficiary	Same	Need Chinese name and business license details	Need company docs and payment consistency	Need agent company plus underlying supplier clarity
Product risk	Listing may not equal production capability	Listing may not equal production capability	Domestic listing may not include export compliance	Claims need stronger proof	Agent must document specs and factory responsibility
Best use	Finding suppliers, initial quote comparison, platform-protected orders	Supplier discovery and quote comparison	Price discovery and domestic supplier research	Existing referral or niche supplier	Managing complexity if agent is transparent
Watch for	Moving payment outside platform too early; badge overconfidence	Profile overconfidence; vague company details	Translation mistakes; agent opacity; domestic-only assumptions	Generic site, mismatched names, personal accounts	Hidden markup, unclear supplier identity, payment to unrelated party

Practical Rule

Do not ask, "Which platform is safe?"

Ask:

> Can I connect the supplier page, Chinese legal company name, business license, PI issuer, payment beneficiary, product specs, and inspection/payment terms into one consistent transaction story?

Using Chinese-Language Signals (No Chinese Required)

Two checks that most foreign buyers never run, because they happen on the Chinese-language internet. Both work with copy-paste and browser translation only.

Chinese Reputation Search

English search results for a Chinese supplier are usually written by the supplier. Chinese search results are written by their domestic customers, employees, and counterparties. Copy the supplier's Chinese legal name (from the license) and search it on Baidu or Google together with these terms:

Paste after the company name	Meaning	What a hit may indicate
骗子	scammer	Complaint posts naming the company
诈骗	fraud	Stronger fraud allegations, sometimes news or case reports
跑路	ran away / absconded	Reports of the company disappearing with money
投诉	complaint	Consumer or business complaints
拖欠	in arrears / unpaid debts	Unpaid wages or supplier bills — a distress signal
假货	counterfeit goods	Product authenticity complaints

How to read the results: a company with zero Chinese-web footprint is not automatically safe (small factories can be genuinely quiet), and one angry forum post is not a verdict. What you are looking for is a repeated pattern across independent sources. Translate hits with the browser; save screenshots of anything meaningful with the date.

1688 Same-Product Price Check

1688 is the domestic wholesale platform where many Alibaba sellers themselves buy. A five-minute check reveals hidden-trader markup:

1. Take your product's main photo from the Alibaba listing.
2. On `1688.com`, use the camera icon in the search bar to search by image (works without an account; page is Chinese — translate it).
3. Compare the domestic wholesale price against your quote.

How to read the gap: an Alibaba price 20-50% above the 1688 price for the identical item is normal — export packaging, English service, and platform fees cost money. A 2-3x gap on the exact same photos suggests you are talking to a reseller of someone else's stock listing; that is not automatically a deal-breaker, but it means the "we are the factory" story is false, and quality control claims should be treated accordingly (see the Trader Selling As A Factory pattern in the

Risk Pattern Library). Finding your exact product photos under a different company name on 1688 is also useful identity evidence.

Platform Evidence Worksheet

Evidence	Alibaba	Made-in-China	1688	Direct / agent
Storefront link				
Storefront name				
Legal company name				
Unified social credit code				
Account age / visible history				
Main product category				
PI issuer				
Payment beneficiary				
Inspection location				
Main mismatch to resolve				

Risk Pattern Library: 12 Situations Buyers Actually Meet

These are recurring patterns, generalized from public buyer communities and trade-dispute discussions. None of them describes a specific company. A pattern appearing in your order does not prove fraud; it means the transaction story must be explained before money moves.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

How to read each pattern:

- **The situation** — what you see.
- **Innocent version vs dangerous version** — the same evidence usually has both.
- **Red flags** — what pushes it toward the dangerous version.
- **Ask this** — a copy-paste question.
- **Decision line** — where to stop.

Pattern 1: The PI Comes From A Different Company

The situation. The storefront says "Shenzhen ABC Electronics", but the proforma invoice is issued by "Shenzhen DEF Trading Co., Ltd." — a name you have never seen.

Innocent version. Many real factories bill through a group trading company or a licensed export company, because the factory itself may not hold export rights. This is common and normal in China.

Dangerous version. A sales rep is running private orders outside the employer, or a scammer copied the storefront and inserted their own billing entity. If the deal fails, the company you thought you bought from has no record of you.

Red flags.

- The supplier cannot explain the relationship in one written sentence.
- The two companies share no address, no legal representative, and no visible link.
- The PI entity appears nowhere on the storefront, website, or email domain.

Ask this.

> Your storefront shows [Company A] but the PI is issued by [Company B]. What is the relationship between them, and which company is legally responsible for quality, delivery, and refunds? Please state the relationship on the PI or contract.

Decision line. No written relationship explanation, no payment. A real group company answers this question in minutes.

Pattern 2: Payment To A Hong Kong Or Offshore Third Company

The situation. The supplier is in mainland China, but the bank beneficiary is a Hong Kong (or Singapore/BVI) company with a different name.

Innocent version. Many mainland suppliers legitimately collect USD through a Hong Kong entity for currency and settlement reasons. The HK entity is often owned by the same boss.

Dangerous version. The offshore account belongs to an unrelated party. Offshore accounts are also harder to trace or recover from if the deal collapses.

Red flags.

- The supplier refuses to state, in writing, who owns the offshore company.
- The offshore company name has no visible connection to the supplier.
- The account was "just changed" or differs from the account on the PI.

Ask this.

> The beneficiary is [HK Company]. Who owns this company, and what is its relationship to [Supplier]? Please add one line to the PI: "[HK Company] is authorized to collect payment on behalf of [Supplier], which remains responsible for this order."

Decision line. Offshore collection is acceptable only when the relationship is stated on the PI or contract in writing.

Pattern 3: Payment To A Personal Account

The situation. The "company" asks you to wire money to an individual's personal bank account, personal PayPal, or personal Wise/Alipay/WeChat account.

Innocent version. For a small sample fee (commonly under roughly $100-200), some suppliers use a staff account to skip company banking friction. Risky but common.

Dangerous version. For production orders, a personal account usually means one of: no real company behind the deal, a rep stealing orders from the employer, or a seller deliberately avoiding a paper trail.

Red flags.

- Order value is meaningful (a common-sense line: treat anything above roughly $500-1,000 to a personal account as a pause trigger).
- The account holder name does not match anyone you have been talking to.
- The supplier resists a company account "because of bank problems" or "faster this way".

Ask this.

> For an order of this size we can only pay a company account matching the PI issuer, or use platform-protected payment. Please send company account details.

Decision line. Personal account + production order = do not pay. No exceptions without platform protection.

Pattern 4: The Trader Selling As A Factory

The situation. The storefront says "manufacturer" with factory photos, but delivery answers are vague: lead times shift, technical questions get generic answers, the "factory tour" is always unavailable.

Innocent version. A good trading company can be the better partner for small orders — they consolidate, speak better English, and manage several factories. The problem is never "trader"; it is "hidden trader".

Dangerous version. A hidden trader controls neither production nor quality. When bulk goods fail, they have no ability to force rework, and your contract may be with a company that never touched the goods.

Red flags.

- Business scope on the license says only "trading / wholesale" but the storefront claims manufacturer.
- Product range is implausibly wide (power banks + yoga mats + auto parts).
- They cannot name which production steps happen in-house.
- Video call from "the factory floor" is repeatedly postponed.

Ask this.

> Are you the manufacturer of this exact product, or do you source it? Either answer is fine — we need to know who controls production and who is responsible if inspection fails.

Decision line. Buying from a trader is fine. Buying from someone lying about being a factory is not — if they lie about this, assume they will lie about defects.

Pattern 5: Great Sample, Different Bulk Goods

The situation. The approved sample was perfect. The bulk shipment uses thinner material, a different component brand, worse stitching, or lighter weight.

Innocent version. Some drift is real manufacturing tolerance — which is exactly why tolerances must be written before deposit.

Dangerous version. The classic margin recovery move: quote low to win the order, then quietly cut material cost in production. The sample was made carefully; the bulk was made cheaply.

Red flags.

- The quote was noticeably below other factories for identical specs (see Pattern 7).
- The supplier resists writing material grade, weight, or component brands into the PI.
- "Same as sample" is spoken but never written.
- No third-party inspection is "needed" according to the supplier.

Ask this.

> Please confirm in the PI: bulk production uses the same material grade, weight, components, and finish as approved sample [ID, dated]. Acceptable tolerances: [list]. We will arrange third-party inspection before final balance.

Decision line. If the supplier will not put "same as approved sample" plus tolerances in writing, price the risk as if bulk will be worse — because it will be.

Pattern 6: "Let's Do This Outside The Platform"

The situation. After friendly chat on Alibaba, the supplier suggests moving to WhatsApp/WeChat and paying by direct bank transfer — "to save the platform fee, we give you 3% discount."

Innocent version. Long-term repeat relationships do often migrate off-platform to cut fees. For a first order, however, the platform's payment protection is the main thing protecting you.

Dangerous version. Off-platform payment removes Trade Assurance / platform dispute rights entirely. A meaningful share of "supplier disappeared after payment" stories start exactly here.

Red flags.

- First order, no history, and the discount is the supplier's idea.
- Bank account name differs from the platform company name.
- The supplier wants the platform order canceled "after" you pay directly.

Ask this.

> For our first order we will pay through the platform so both sides have dispute protection. After a successful first order we can discuss direct terms.

Decision line. First order stays on-platform, full stop. The 3% "discount" is you selling your dispute rights for 3%.

Pattern 7: The Quote That Is Too Good

The situation. Five factories quote $4.20-4.60 for your product. One quotes $3.10, good English, fast answers, beautiful storefront.

Innocent version. Occasionally real — a factory with excess capacity, or one that owns the mold already. Verifiable by asking how the price is possible.

Dangerous version. Three standard endings: (a) quality is cut to reach the price (Pattern 5); (b) after your deposit, "raw material price increased" and the real price appears; (c) there is no factory at all.

Red flags.

- Price 15-25%+ below the cluster of other quotes with no explained reason.
- The supplier agrees to every requirement instantly, without questions. Real factories push back on specs.
- Pressure to pay a deposit quickly to "lock the price".

Ask this.

> Your price is significantly below other quotes for the same spec. Can you explain how — different material, different process, or promotional pricing? Please confirm the price is fixed after deposit for this quantity.

Decision line. Treat any unexplained lowest-by-far quote as the most expensive one on your list until proven otherwise.

Pattern 8: The Freight Forwarder Trap

The situation. The supplier insists on using "their" freight forwarder with a surprisingly cheap shipping quote — or a forwarder found in a Facebook group quotes half the market rate. After the goods ship, fees appear: "customs adjustment", "port surcharge", "storage" — and the cargo is held until you pay.

Innocent version. Supplier-arranged freight (CIF) is normal and often genuinely cheaper. Reputable forwarders exist at every price point.

Dangerous version. The lowball quote was bait. Once goods are on the water, the forwarder controls the release and you have no leverage. Extra "fees" can exceed the original freight quote.

Red flags.

- Freight quote far below two or three independent quotes.
- No written all-in quote listing destination charges.
- The forwarder has no company name you can check, only a WhatsApp number.
- Supplier refuses to let you use your own forwarder under FOB terms.

Ask this.

> Please provide an all-in written quote including destination port charges, documentation fees, and any storage terms. We reserve the right to nominate our own forwarder under FOB.

Decision line. Get one independent freight quote before agreeing to supplier-arranged shipping. If the gap is huge, the missing money reappears later as ransom.

Pattern 9: Borrowed Certificates And Audit Reports

The situation. You ask for CE / FCC / BSCI / test reports. A PDF arrives instantly — but the company name on the certificate is not the supplier, the product model differs, or the report is years old.

Innocent version. A trader may legitimately forward the actual manufacturer's certificate. The certificate can still be real — for someone else's relationship.

Dangerous version. Photoshopped, expired, or wholly unrelated documents. If the certificate holder is not in your transaction chain, it protects you exactly zero when customs or the platform asks.

Red flags.

- Certificate company name ≠ license name ≠ PI issuer, with no explanation.
- Certificate number cannot be verified with the issuing body (most labs have online verification pages).
- Test report product photo does not match your product.
- The file metadata or fonts look edited.

Ask this.

> The test report is issued to [Company C]. What is their role in our order? Can you provide a report for this exact model where the applicant matches the PI issuer, or confirm in writing which entity holds compliance responsibility?

Decision line. A certificate you cannot verify with the issuer is decoration, not evidence. For regulated products, stop until a qualified compliance professional reviews it.

Pattern 10: The Bank Details That Changed At The Last Minute

The situation. Days before payment, an email arrives from the supplier — same conversation thread, same signature: "Our account is under audit, please use this other account." The new account is a different company or a different country.

Innocent version. Rarely, accounts genuinely change. A real change survives verification through a second channel.

Dangerous version. Email hijacking is one of the most expensive fraud patterns in international trade. Either the supplier's mailbox or yours is compromised; the attacker watches the deal for weeks and strikes at payment time. The supplier may be honest — and the money still disappears.

Red flags.

- Any change of beneficiary after the PI was issued.
- Sender address is one character off (`sales@company-ltd.com` vs `sales@companyltd.com`).
- Urgency plus a reason that discourages verification ("account audited", "tax issue, please pay today").

Ask this. Nothing by email. **Call** the supplier on the phone/WeChat number you used before, or video call, and confirm the account verbally. Then require a stamped PI showing the new account.

Decision line. Beneficiary changes are verified by voice on a known channel, never by replying to the email that announced them. This one rule prevents the single largest loss type.

Pattern 11: The Disappearing Curve

The situation. Before deposit: replies within minutes. After deposit: replies daily. Near the promised ship date: replies weekly, then excuses (holiday, power cuts, "the master worker is sick"), then silence.

Innocent version. Chinese factories do have real capacity crunches, and Chinese New Year genuinely stops production for weeks. One slow week is not a crisis.

Dangerous version. The slowdown follows a curve: enthusiasm → normalcy → friction whenever you ask for evidence → anger when you push → gone. Money-loss stories almost always describe this same curve in hindsight.

Red flags.

- Response quality drops specifically when you ask for production photos or inspection.
- Promised dates pass without proactive notice.
- Updates are words, never evidence (no photos with a dated note, no videos, no packing lists).
- Emotional escalation: you ask a normal question, they act insulted.

Ask this.

> Please send production photos or a short video of our order this week, showing [our product / packaging]. If production has not started, tell us the real status — a delay is manageable, silence is not.

Decision line. Two consecutive broken promises without evidence = stop the balance payment and open a platform dispute while you are still inside the protection window. Do not let politeness carry you past the dispute deadline.

Pattern 12: The Brand-New Storefront With A Big Story

The situation. The account is a few months old, but the storefront shows a huge factory, hundreds of workers, and dozens of glossy product photos. Prices are attractive. Reviews are few or none.

Innocent version. Every real supplier was new once. Some real factories are late to e-commerce and genuinely open fresh storefronts.

Dangerous version. Stolen photos over a shell account. The images belong to a real factory that has never heard of this seller. After a few bad deals, the account is abandoned and reopened under a new name.

Red flags.

- Reverse image search shows the factory photos on other companies' pages.
- Account age under ~1 year plus prices below market plus pressure to pay off-platform.
- The company's registration date (on the license) is also recent, but the storefront claims "15 years of experience".
- No consistent product specialty — the photos look like a catalog collage.

Ask this.

> Can we do a short live video call from the production floor this week? We would like to see our product line and packaging area. Ten minutes is enough.

Decision line. For new storefronts, live video is the cheapest verification that exists. A real factory finds ten minutes; a photo thief never does.

Using This Library

1. When something feels off, find the closest pattern and read the innocent version first — do not panic on a single signal.
2. Send the "Ask this" question in writing and keep the answer.
3. Score the situation in the Supplier Risk Scorecard (most patterns map to the Payment identity, Communication behavior, or Sample-to-bulk categories).
4. Apply the decision line literally. The lines are deliberately conservative: they cost you a few days; the alternative costs the order.

PI / Quotation Red Flag Checklist

Use this to review a proforma invoice, quotation, purchase order, or payment request before sending money.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

Basic Document Checks

Check	OK / Missing / Risk	Notes
Supplier legal name is shown.		
PI issuer matches the company you expect.		
Buyer name and details are correct.		
Product model/SKU is clear.		
Unit price and quantity are clear.		
Currency is clear.		
Payment terms are clear.		
Incoterm is clear.		
Lead time and trigger are clear.		
Validity period is clear.		
Bank beneficiary is shown or attached.		
Warranty or defect handling is written.		

Common Red Flags

Red flag	Why it matters	What to ask
PI uses only an English trade name	It may not identify the Chinese legal entity	Ask for Chinese legal company name and business license
Bank beneficiary differs from PI issuer	Payment may go to a different entity	Ask for relationship explanation and supporting documents
Personal bank account	Harder to connect payment to company responsibility	Ask for company account or protected payment method
Vague product description	Disputes become harder if specs are unclear	Add full specs, sample standard, packaging, labeling
No Incoterm	Buyer may misunderstand shipping, tax, customs, and risk transfer	Ask EXW/FOB/CIF/DDP and what is included
Full payment before production	Buyer carries more risk	Ask for staged payment and final balance after evidence/inspection
Balance due before inspection	Buyer loses leverage before quality is checked	Tie balance to inspection or agreed shipment evidence

Red flag	Why it matters	What to ask
Very cheap DDP quote	Duty/tax/logistics promises may be unclear	Ask exactly who handles customs and taxes
Certificate claims without details	Certificate may not apply to exact product	Ask for certificate holder, standard, test report, model coverage
No defect remedy	No clear path if goods fail inspection	Add rework/replacement/refund terms

Minimum PI Wording To Request

> Please update the proforma invoice to include:
>
> 1. Full legal company name of the seller.
> 2. Chinese legal company name if seller is a mainland China company.
> 3. Exact product specifications, model, quantity, unit price, and total price.
> 4. Packaging, labeling, carton size, and gross weight.
> 5. Incoterm and what the price includes.
> 6. Payment terms and balance payment trigger.
> 7. Inspection acceptance before final payment.
> 8. Defect handling if inspection finds problems.
> 9. Bank beneficiary details under the same company name, or written explanation if different.

Decision

> PI / quotation status:
> [ ] Clear enough for current order size
> [ ] Needs minor edits before payment
> [ ] Needs major edits before payment
> [ ] Do not pay based on this document
>
> Required edits:
>
> Supplier response:
>
> Payment condition:

Sample-To-Bulk Risk Checklist

A good sample does not guarantee that mass production will match. Use this checklist before deposit and again before final balance.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

Reference numbers: sample fees commonly run $20-80 plus courier and are often credited against the bulk order — ask. Third-party inspection in coastal provinces commonly costs roughly $100-300 per man-day; on a $3,000 order that is about 5% to protect the 70% balance. Below roughly $1,000 order value, dated production photos and videos are the practical substitute.

Before Paying For A Sample

Check	Status	Notes
Sample cost and shipping cost are clear.		
Sample is identified by model/SKU/version.		
Supplier explains whether sample is from stock or custom production.		
Sample material and components match the intended bulk order.		
Sample packaging is identified as sample-only or bulk packaging.		
Supplier confirms whether sample quality will match mass production.		

Before Paying Deposit For Bulk Order

Check	Status	Notes
Approved sample is photographed and described as reference sample.		
Written specs match the approved sample.		
Any allowed tolerance is written.		
Color, logo, label, packaging, barcode, and manual are approved.		
Material grade and component brands are written if important.		
Production lead time starts from a clear trigger.		
Inspection standard and defect definitions are discussed.		
Final balance is not due before buyer can review evidence or inspection.		

Before Final Balance

Check	Status	Notes
Supplier provides production photos or videos.		

Check	Status	Notes
Photos/videos show actual order context where possible.		
Packing list and carton details are provided.		
Third-party inspection is completed or buyer intentionally waives it.		
Defects, rework, replacement, or discount are resolved before payment.		
Shipping documents match seller, buyer, product, and quantity.		

Sample-To-Bulk Questions

> Before we pay the deposit, please confirm:
>
> 1. Will mass production use the same material, components, color, and finish as the approved sample?
> 2. What tolerances are acceptable for size, color, weight, and appearance?
> 3. Can we keep the approved sample as the reference sample?
> 4. What is your internal QC process before shipment?
> 5. Can we arrange third-party inspection before final payment?
> 6. If bulk goods differ from the approved sample, what is the rework or replacement process?

Decision

> Sample-to-bulk risk:
> [ ] Low based on current evidence
> [ ] Manageable if written specs are improved
> [ ] Pause until sample and bulk standard are connected
> [ ] Use third-party inspection before final balance
> [ ] Do not proceed yet
>
> Main concern:
>
> Required supplier confirmation:

Supplier Information Request Email Templates

Copy, paste, and adapt these templates before payment. Keep supplier answers in writing.

Educational material only. Not legal advice, official verification, inspection, supplier certification, or a guarantee.

1. Basic Company Identity Request

Subject: Company information before payment

Hi [Name],

Before we arrange payment, please help confirm the company information for our records:

1. Full Chinese legal company name:
2. Unified social credit code:
3. Business license screenshot or scan:
4. Company address:
5. Whether you are the manufacturer, trading company, sourcing agent, or a mixed model for this product:

Please also confirm that the proforma invoice and payment beneficiary will use the same company name.

Thank you,
[Your name]

2. Manufacturer / Trading Company Clarification

Subject: Production role and inspection details

Hi [Name],

To prepare our order file, please help confirm:

1. Which production steps are done in-house by your company?
2. Which steps are outsourced?
3. Can you send a short current video of this product, similar products, packing area, warehouse, or production line?
4. Where would third-party inspection take place before final payment?
5. If inspection finds defects, what is the agreed rework or replacement process?

This helps us confirm the order before deposit.

Best,
[Your name]

3. PI And Payment Beneficiary Confirmation

Subject: PI and payment beneficiary confirmation

Hi [Name],

Before payment, please confirm:

1. The proforma invoice issuer:
2. The bank beneficiary name:
3. Bank country / region:
4. Whether the account is a company account or personal account:
5. Whether the beneficiary name is exactly the same as the PI issuer:

If any name is different, please explain the relationship in writing and provide supporting company information.

Thank you,
[Your name]

4. Product Specification Confirmation

Subject: Written specification confirmation before deposit

Hi [Name],

Please confirm the exact specifications included in your quotation:

1. Product model / SKU:
2. Material:
3. Size / dimensions:
4. Color:
5. Logo / customization:
6. Packaging:
7. Labeling / barcode / manual:
8. Carton size and gross weight:
9. Sample standard:
10. Mass production standard:
11. Warranty / defect handling:

Please confirm that mass production will follow the approved sample and written specifications.

Best,
[Your name]

5. Incoterm And Shipping Scope Confirmation

> Subject: Shipping terms and price scope
>
> Hi [Name],
>
> Please confirm what is included in the quoted price:
>
> 1. Incoterm: EXW / FOB / CIF / DDP / other
> 2. Product cost:
> 3. Packaging and labeling:
> 4. Domestic China transport:
> 5. Export fees:
> 6. International freight:
> 7. Import duty / tax:
> 8. Customs clearance responsibility:
> 9. Destination port or address:
> 10. Estimated shipping timeline:
>
> Please state clearly what is not included.
>
> Thank you,
> [Your name]

6. Pause Payment When Evidence Is Missing

> Subject: Additional information needed before payment
>
> Hi [Name],
>
> Thank you for the quotation. Before we can arrange payment, we still need:
>
> 1. [Missing item 1]
> 2. [Missing item 2]
> 3. [Missing item 3]
>
> We are not able to send payment until the company identity, PI details, payment beneficiary, and order terms are clear in writing.
>
> Please send the missing information and we can continue reviewing the order.
>
> Best,
> [Your name]

7. Third-Party Payment Authorization Request

Use when the bank beneficiary is a different company from the PI issuer (including Hong Kong or offshore accounts).

> Subject: Payment authorization confirmation needed
>
> Hi [Name],
>
> The PI is issued by [Company A] but the bank beneficiary is [Company B]. Before payment we need:
>
> 1. A short written explanation of the relationship between [Company A] and [Company B]:
> 2. Who owns [Company B]:
> 3. A re-issued PI (with company stamp) including this sentence: "[Company B] is authorized to collect payment on behalf of [Company A], which remains fully responsible for this order, including quality, delivery, and refunds."
>
> Once we receive the updated PI, we can proceed with payment as planned.
>
> Thank you,
> [Your name]

8. Follow-Up After No Reply (48 Hours)

Use when a normal information request has gone unanswered. Firm, not hostile — and it creates a written record.

> Subject: Re: [original subject] - following up
>
> Hi [Name],
>
> Following up on my message from [date]. We are ready to move forward, but we cannot arrange payment until we receive:
>
> 1. [Outstanding item]
>
> If there is a reason this is difficult to provide, please tell us — that is fine. If we do not hear back by [date, 2-3 business days out], we will put this order on hold and review other suppliers.
>
> Best,
> [Your name]

9. Short Versions For WhatsApp / WeChat

Most supplier communication happens in chat, not email. Same requests, chat-sized. Send one at a time, keep screenshots.

> Hi [Name], before payment please send: (1) full Chinese legal company name, (2) unified social credit code, (3) business license photo. Also please confirm the PI and bank beneficiary will show the same company. Thanks!

> Hi [Name], the PI shows [Company A] but the bank account is [Company B]. What is the relationship? We need one line on the stamped PI: "[Company B] is authorized to collect payment on behalf of [Company A], which remains responsible for this order."

> Hi [Name], quick check before the balance payment: please send photos or a short video of our actual order (logo visible) taken this week. Once we review them we can arrange the inspection and payment.

> Hi [Name], we received new bank details by email. For security we only accept account changes confirmed by voice. Can we do a quick call now to confirm? After the call please send a re-issued stamped PI with the new account.

Copy-Paste Supplier Email Templates

Use these templates to request company identity information and resolve mismatches before payment.

Educational material only. Not legal advice, official verification, supplier certification, inspection, or a guarantee.

How these relate to the core templates. The Toolkit covers general pre-payment requests (specs, shipping scope, payment pause, follow-ups, chat versions). The five templates below are identity-specific: they reference the business license, the registry lookup, and mismatch resolution. Use the core templates for order mechanics, these for company identity.

1. First Request For Company Identity

> Subject: Company identity information for our order file
>
> Hi [Name],
>
> Before we arrange payment, please help provide:
>
> 1. Full Chinese legal company name in Chinese characters:
> 2. Unified social credit code:
> 3. Business license screenshot or scan:
> 4. Company name that will issue the proforma invoice:
> 5. Bank beneficiary name that will receive payment:
>
> Please confirm whether these are all the same legal company.
>
> Best,
> [Your name]

2. Request For Business License Clarification

> Subject: Business license clarification
>
> Hi [Name],
>
> Thank you for sending the business license.
>
> Could you please confirm:
>
> 1. Is this the same company that will issue the proforma invoice?
> 2. Is this the same company that will receive payment?
> 3. Is this company the manufacturer, trading company, or export company for this order?
> 4. Where will production and inspection take place?
>
> Thank you,
> [Your name]

3. Payment Beneficiary Mismatch

Subject: Payment beneficiary name confirmation

Hi [Name],

Before payment, we need to understand the relationship between:

- Proforma invoice issuer: [Name A]
- Payment beneficiary: [Name B]

Please explain the relationship in writing and confirm which company is responsible for product quality, shipment, defect handling, and refund/rework for this order.

If possible, please issue the PI and payment account under the same company name.

Best,
[Your name]

4. Public Information Mismatch

Subject: Company information question

Hi [Name],

When reviewing the company information, we noticed this point:

[Describe mismatch]

Could you please explain it and provide the correct current information for our order file?

We need to resolve this before arranging payment.

Thank you,
[Your name]

5. Polite Pause

> Subject: Payment paused until company information is clear
>
> Hi [Name],
>
> Thank you for your help so far. We need to pause payment until the company identity, proforma invoice issuer, and payment beneficiary are clear and consistent enough for our records.
>
> Please send:
>
> 1. [Missing item 1]
> 2. [Missing item 2]
> 3. [Missing item 3]
>
> Once we receive this, we can continue reviewing the order.
>
> Best,
> [Your name]