



**Guide to Business  
with China**

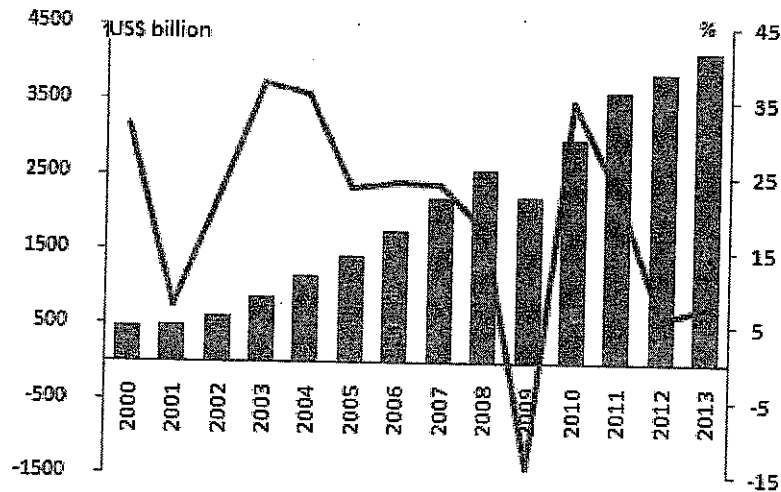
2015 Edition

The Economic and Commercial Counselor's Office  
of the Embassy of the People's Republic of China in The Bahamas

With the strengthening of the relationship and deepening of the economic and commercial cooperation between China and The Bahamas, more and more Bahamians wish to start business with China. Chinese products are famous for their quality and comparably low price, which has been attracting attention of the whole world, but many Bahamian businessmen get no clue of how to get in touch with their Chinese counterparts, and have difficulties of judging the credibility of their potential partners. In order to further promote trade and investment between China and The Bahamas, and introduce more reputable companies in different industries in China alongside with some tips and guidelines in dealing with trade disputes, we, the Economic and Commercial Counselor's Office of the Embassy of the People's Republic of China in The Bahamas, prepared this guide for the Bahamian businessmen to have a better and smoother experience in doing business with China.

### **3 Steps to Conduct Trade with China**

According to the statistics of the World Trade Organization, China has become world's largest country in foreign trade in 2013 with a total trade value of US\$4.16 trillion, ranked 1<sup>st</sup> in export and 2<sup>nd</sup> in import for 4 consecutive years. According to the latest statistics of Chinese customs, in 2014 under the looming shadows of the global economic crisis, the total value of China's import and export still reached RMB26.43 trillion, with a year-on-year increase of 2.3%. Among that, exports amounted to RMB14.39 trillion, up by 4.9%; and imports amounted to RMB12.04 trillion, down by 0.6%. It shows the strength of Chinese foreign trade against the global recession, and the confidence of traders from all over the world in Chinese products. With the ongoing recovery in major countries, the foreign trade of China is expected to rebound. It's a great time to start your business with China.



China Import & Export Volume and Trends 2000-2013

### #1 How to find a reputable company in China in the industry I'm interested in?

There are millions of companies and firms in China, it's hard to judge their credibility when you don't have any experience in doing business with them. In order to help foreign traders to get detailed information about Chinese products and company information, the **Ministry of Commerce of China (MOFCOM)** started MOFCOM Public Information Service (MPIS) project, by setting up 2 websites called **China Commodity Net (CCN)** and **World Importers Net (WIN)**, as an

important part of China national public information service system for international trade and economic cooperation. **China Commodity Net (CCN)** aims to promote cooperation and trade between reputable Chinese companies with related authoritative international certification and their overseas counterparts by listing their company and products information on the website and building a communication platform. The CCN also provides sourcing services, credit services and business invitation. It's especially useful for the small and medium sized companies to look for business information in China. **World Importers Net (WIN)** aims at promoting international trade by providing both Chinese and overseas companies with trade information. It is an important part of China national public information service system for international trade and economic cooperation. Both websites are funded by the Chinese government; all services are free of charge.

Another way of getting information about credited

trader and their products is through the **China Import and Export Fair**, also known as the **Canton Fair**. It is held biannually in Guangzhou every spring and autumn, with a history of 58 years since 1957. The Canton Fair is a comprehensive trade fair with the longest history, the highest level, the largest scale, the most complete exhibit variety, the broadest distribution of overseas buyers and the greatest business turnover in China. We strongly encourage any businessmen who wish to start business with China to pay a visit to the Fair first and see what it is like when you begin the business. The Canton Fair also provides VIP service which includes visa and custom clearance facilitation, translation service, business promotion and etc., for participation in the form of a business group. However, if you cannot make a field trip to the Fair, they also have a website listing the information of exhibitors and their products. You can browse on the internet and get in touch with Chinese suppliers by yourself.

For large enterprises, the Ministry of Commerce of China has set up a ranking system of **China Foreign**

**Trade Enterprises Top 500**, issuing the report of ranking annually. You can also download detailed ranking information from the website.

The websites link can be found as follows:

**中华人民共和国商务部**  
Ministry of Commerce of the People's Republic of China

国内贸易 | 对外贸易 | 外商投资 | 对外合作 | 对外援助 | 服务贸易 | 多双边 世贸 | 公平贸易 | 产业安全 | 反走私

国资委 | 商务部 | 内贸机构 | 外资机构 | 其他机构 | 特派员办事处 | 驻外经商机构 | 直属事业单位 | 商会协会、学会 | 地方商务

**新闻发布**

- 上周食用农产品和生产资料价格平稳运行
- 童道驰部长助理在澳门考察内地对澳农副产品供应
- 2015年全国进出口工作会议在京召开
- 中国-东盟自贸区联委会第七次会议暨第二轮升级谈判在北京举行
- 商务部向内蒙古西藏甘肃青海宁夏新疆发放中央储备肉
- 商务部举行我国铁路设备出口情况新闻吹风会
- 中国-马尔代夫启动自贸区可行性研究
- 第18轮中美投资协定谈判在美国华盛顿举行
- 中国-白俄罗斯工业园协调工作组第三次会议在明斯克举行

2月4日，高虎城会见新加坡社会和家发展部部长陈振声

**信息公开**

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Tue, 10/2/2015

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February 5, 2015 09:38:45

- MOFCOM Announcement (2015) No.4 on the Expiry of Anti-dumping and Countervailing Measures in
- China's Foreign Aid (2014)
- China Statistics of Trade In
- Tax Law
- Int'l Labor Cooperation


18th Round of China-U.S. Investment Treaty

The Ministry of Commerce of China (MOFCOM):


<http://www.mofcom.gov.cn/>

(7 language versions)





**CHINA COMMODITY NET**  
[HTTP://CCNE.MOFCOM.GOV.CN](http://ccne.mofcom.gov.cn)



**CANTON FAIR PRODUCTS SHOW**  
 《中國商品》展會 優質供應商 推荐

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Search Chinese Business Partners

Input the keyword... Product Name ▾ Search Tips

**→ Category Browse**

<ul style="list-style-type: none"> <li>▶ Additive, activator and auxiliaries</li> <li>▶ Arts, crafts and jewelry</li> <li>▶ Chemical fibre</li> <li>▶ Cotton, wool, silk, yarn and thread</li> <li>▶ Drink and tobacco products</li> <li>▶ Electrical equipment</li> <li>▶ Fabrics</li> <li>▶ Fertilizer</li> <li>▶ Fur and leather</li> <li>▶ Hardware</li> <li>▶ Household electrical appliances</li> <li>▶ Instrument and meter</li> <li>▶ Mechanical equipment</li> <li>▶ Medicine</li> <li>▶ Mineral products</li> <li>▶ Paper and paper goods</li> <li>▶ Plastics</li> <li>▶ Rubber</li> <li>▶ Sports and outdoor articles</li> </ul>	<ul style="list-style-type: none"> <li>▶ Aquiculture</li> <li>▶ Building materials</li> <li>▶ Chemicals for daily use</li> <li>▶ Domestic articles</li> <li>▶ Dyestuff</li> <li>▶ Electronic components and devices</li> <li>▶ Feedstuff, waste and crushed aggregates</li> <li>▶ Forest products</li> <li>▶ Garment</li> <li>▶ Home textile and apparel</li> <li>▶ Inorganic chemicals</li> <li>▶ Knitting textile and crocheted textile</li> <li>▶ Medical equipment</li> <li>▶ Metal products</li> <li>▶ Organic chemical raw materials</li> <li>▶ Planting</li> <li>▶ Processing food</li> <li>▶ Shoes and caps</li> <li>▶ Transport and communication facilities</li> </ul>
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Login

Login for members:

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PW:  Help

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**Commodity Index**

YIWU small commodity	100.26
SHOUQUANG vegetable	129.95
KIQIAO textile	103.57
SHENGZE silk	104.28
SHENGZE polymere	96.06
DIESHIQIAO textile	94.06
ZHONGGUANGLIN IT	81.38
YONGKANG hardware	100.01

**Latest Offers**

[Offers to Buy](#) [more >>](#)


- Zinc Ingots Sept 13, 2014
- Gypsum For Plastering Sept 13, 2014
- Double Charge Vitrified Tile Sept 10, 2014
- Models For Architecture And Industry Aug 23, 2014

## China Commodity Net (CCN):

<http://ccne.mofcom.gov.cn/>

(also can be visited from the quick link on the website  
of MOFCOM)

**Search** Keyword   [Garment](#) [Electronic](#) [Leather](#) [Motor](#) [LCD Player](#) [Tea Gift](#)

 **CHINA HI-TECH FAIR**  
November 16-21, 2014  
Shenzhen Convention & Exhibition Center

**Members Area**

Username:

Password:

[Why sign up?](#) [Forget password?](#)

All Suppliers	China Importers
<a href="#">Household Electrical Appliances</a>	<a href="#">Garments</a>
<a href="#">Lamps &amp; Lighting Fixtures</a>	<a href="#">Footwear &amp; Headgear</a>
<a href="#">Vehicles &amp; Construction Machinery</a>	<a href="#">Carpets &amp; Tapestries</a>
<a href="#">Electronics and IT Products</a>	<a href="#">Artex</a>
<a href="#">Machinery &amp; Equipment</a>	<a href="#">Household Textiles</a>
<a href="#">Building Materials</a>	<a href="#">Cases and Bags</a>
<a href="#">Medical, Health Products &amp; Equipment</a>	<a href="#">Ceramics</a>
<a href="#">Small Vehicles &amp; Spare Parts</a>	<a href="#">Hardware</a>
<a href="#">Stone &amp; Iron Products</a>	<a href="#">Tools</a>
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<a href="#">Clocks, Watches &amp; Optical Instruments</a>	<a href="#">Articles of Daily Use</a>

**Trade Services**



**China Trade Events**

- HEALTH EXPO 2012
- The 7th China Lighting Industry Exhibition
- The 19th China (Shenzhen) International Toys & Gifts Fair
- The 16th Shanghai Metallurgy Expo
- China (Shenzhen) International Maternity, Baby & Children Products Exhibition
- The China-ASEAN Expo (CAEPCO)
- The China (Beijing) Int'l Building Decoration Profile & Street Expo

### World Importers Net (WIN):

<http://win.mofcom.gov.cn/en/index.asp>

(also can be visited from the quick link on the website of MOFCOM)



中国进出口商品交易会  
CHINA IMPORT AND EXPORT FAIR  
Since 1957

Canton Fair Online  
The Only Official Website of  
China Import and Export Fair (Canton Fair)

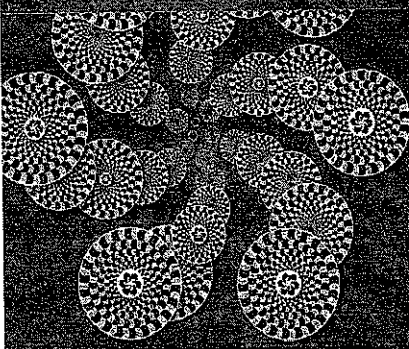
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A Bond of Friendship A Bridge for Trade

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Q Keyword Search



WELCOME TO  
THE **117<sup>TH</sup>** CANTON FAIR  
*Attendance Guide for Overseas Buyers*



1 2 3 4

the 117th Canton Fair

Phase 1 (April 15-19, 2015)

Wednesday, February 11, 2015

From the 117<sup>th</sup> Canton Fair

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

<http://www.cantonfair.org.cn>

(12 language versions, can be found at the navigation column)



# 中国对外贸易500强企业

China Foreign Trade Enterprises Top 500

首页 | 关于会议 | 论坛日程 | 500强排序 | 500强报告 | 500强研究 | 商务部综合司 | 联系我们



2012中国对外贸易500强企业排名发布仪式现场



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- 中国对外贸易500强企业商务考察行程安排
- 关于2012年中国对外贸易500强企业排名的通知
- 关于成立“500强企业俱乐部”的通知
- 著名经济学家成思危先生在论坛上发表主题演讲
- 商务部李荣灿副部长助理在论坛上发表主题演讲

### 组织机构

主管单位：中华人民共和国商务部  
 主办单位：中国对外经济贸易统计学会  
 承办单位：国研中兴公关咨询有限公司  
 支持单位：商务部中国国际电子商务中心  
 中国机电产品进出口商会  
 世界银行多边担保机构  
 电视媒体：上海东方卫视第一财经频道  
 网络支持：中国国际电子商务网  
 媒体支持：新浪财经

### 资料下载

2012年中国对外贸易500强企业排名榜单  
 2012年中国外贸民营500强企业排名榜

## China Foreign Trade Enterprises Top 500:

<http://top500.ec.com.cn/>

## **#2 how to verify the information of the company I'm currently dealing with?**

We frequently receive phone calls requesting us to verify if a company they're dealing with actually exists and if it's reputable. Though the Economic and Commercial Counselor's Office may assist businessmen with these issues, the official verification process, including exchange of documents and information between government agencies, can be very time-consuming and costly. Therefore, we strongly recommend local companies and individuals to go check these information online. It's the quickest way to do it. Here are some useful tips:

- Check the websites listed in #1 above to see if the Chinese supplier is a member of these networks certified by the MOFCOM.
- Go to the website of the **State Administration for Industry and Commerce of China (SAIC)** (<http://www.saic.gov.cn/>) to look up "Company Registration Information" (Chinese version only). You

may find the official registration information of the Chinese company, as it is a mandatory legal requirement for any company to run business in China to register with SAIC. If you want to check out more detailed information, go to the website of local administration for industry and commerce. ( Quick links can be found at the website of SAIC)

If you cannot read Chinese and have trouble finding a translator for you, we recommend you ask your counterpart to prepare their company registration information document and have it translated and notarized.

- Do **NOT** randomly look up for company registration information on the internet.

WWW.SAIC.GOV.CN 光臨時通道 | ENGLISH | 郵政特快 | 手機版

# 中华人民共和国国家工商行政管理总局

State Administration for Industry & Commerce of the People's Republic of China

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## 工商总局党的群众路线教育实践活动

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- 各级工商和市场监管部门积极贯彻落实新《消法》 (02-05)
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- 刘玉亭在总局机关基层党组织书记落实党风廉政建设主体责任... (02-02)
- 改革进行时:四川省政务中心工商窗口创新机制服务改革记 (02-02)
- 国家工商总局局长张茅会见阿里巴巴董事局主席马云 (01-20)

1月12日,国家工商总局局长张茅会见三星电子大中华区总裁朴籍一行。

全国企业信用信息公示系统  
http://gsxt.saic.gov.cn

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总局介绍

主要职责

State Administration for Industry and Commerce  
of China (SAIC) (<http://www.saic.gov.cn/>)

### **#3 what do I do if I have a trade dispute with Chinese companies?**

With the increasingly close bilateral business and trade relationship, it becomes more and more common to see some different understandings in terms or condition of goods and etc. Sometimes they may come to a trade dispute. And there may be a few scams involved due to the two parts are not able to see each other. Here're some tips to avoid such things:

- Check the registration information of your counterpart using the SAIC database. It's better if you find your partner on the websites we recommend above, as they're certified by the Chinese Government.
- Refer to **Contracts for the International Sale of Goods (CISG)** and **Incoterms** when you negotiate your contract terms, they are general guiding principles widely used in international commercial transactions and accepted by governments, legal authorities, and practitioners worldwide for the interpretation of most commonly used terms in



international trade. The Incoterms are updated from time to time; the latest version is **Incoterms 2010**.

- For certain goods and industries, the Chinese Government requires a pre-occupied qualification for companies who wishes to do such business, be sure to check whether they're qualified vendors. ( For further information, please check the website of Chinese Customs at <http://www.customs.gov.cn> )
- Make sure you keep all communication records and transaction records.

2015年2月10日 星期二

语言: 中文 | English | 海关电话: 12360 | 网站地图 | 无障碍 | 简体 | 繁体 | 设为首页 | 加入收藏 | 联系我们

中华人民共和国海关总署  
General Administration of Customs of the People's Republic of China

请输入搜索关键字

12360 海关热线

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- 中国(杭州)跨境电子商务综合试验区 15-02-10
- “厦门小卫士”在德盛州海关 15-02-10
- 上海海关查获价值1.43亿元走私货物 15-02-10
- 向山海关全力保通春节期间口岸通关顺畅 15-02-10
- 胡伟参加海关总署与东盟海关2014年度联生座谈会 15-02-09
- 孙敬波出席世界海关组织(WCO)亚太地区海关部长会议 15-02-09

2015年全国海关关长会议在天津召开

海关法规 政策解读 统计快讯 新闻发言人

- 海关总署解读《海关总署关于跨境贸易电子商务监管试点... 14-08-08
- 海关总署解读南京海关与自贸区通关一体化改革 14-07-11
- 海关总署解读北京海关与自贸区通关一体化改革 14-06-20
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- 海关总署解读海关监管新政、转型升级 14-04-10

办事服务

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- 在线咨询
- 公务员考录
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- 关海通证书

“国门”保税关区“一站式”服务

“进出口货物通关”一站式服务

“中国电子口岸”网上办事大厅

海关总署海关关区门户网站

General Administration of Customs of China

(<http://www.customs.gov.cn>)

In case you do encounter a trade dispute or scam during business, follow these steps:

- 1) Negotiate with your counterparts and urging them to comply with the contract terms.
- 2) If you have evidence showing your counterpart breaches the contract and refuse to make correction, you can:
  - a) Bring the dispute to lawsuit or arbitration according to the "dispute settlement" provision in your contract;
  - b) Seek assistance from the Economic and Commercial Counselor's Office (see contact information below) to get in touch with the company involved. We'll also get in touch with local commerce authority to verify the case.
- 3) If you believe you have encountered a scam, take these two actions at the same time:
  - a) Call the Economic and Commercial Office (see contact information below) to report your case and send photocopies of all your documents and records to us.
  - b) Call the local police department to report the case,

request them filing for investigation. (General Police number in China: 110, you can call for further assistance)



### 中华人民共和国驻巴哈马大使馆经济商务参赞处

The Economic and Commercial Counsellor's Office of the Embassy of the People's Republic of China in the Commonwealth of the Bahamas

首页 经贸新闻 商务发布 巴哈马概况 政策法规 市场调研 双边合作 企业名录 经贸机构 投资信息



经济参赞处召开2014年在巴中谈机构年终总结

- 更多>>
- 巴哈马政府决定在拟特岛新建一国际机场 2015-02-11
  - 2014年巴哈马非法移民同比增长26% 2015-02-11
  - 2014年底巴哈马外汇储备7.668亿美元 2015-02-10
  - 2014年巴哈马物价指数为1.2% 2015-02-10
  - 2014年巴哈马商业银行贷款坏账占贷款总额的... 2015-02-10
  - 今年巴哈马将增加约3000个酒店客房 2015-02-07
  - 巴哈马房地产市场近年来逐渐下降，被拖欠严重 2015-02-07
  - 巴哈马政府签署700万美元安德鲁斯岛道路修复... 2015-02-07
  - 巴哈马政府为首届加勒比海青年锦标赛揭幕 2015-01-31
  - 巴哈马进一步收紧移民政策 2015-01-29
  - 加勒比共同体首届能源安全峰会在华盛顿召开 2015-01-29

北京时间: 2015/02/11/5AM  
当地时间: 2015/02/10/4PM

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- 商务参赞访谈

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- 巴哈马概况
- 政策法规
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- 巴哈马2014年10月经济和金融发展形势
  - 巴哈马2014年8月经济和金融发展形势
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