Presented by **Lindy Chen**

Empowering Quality and Cost Efficiency

International Women's Day

Sourcing Construction Materials from China for Builders and Developers

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Case Study Of Dean A-WA Builder with 2 Houses



House View









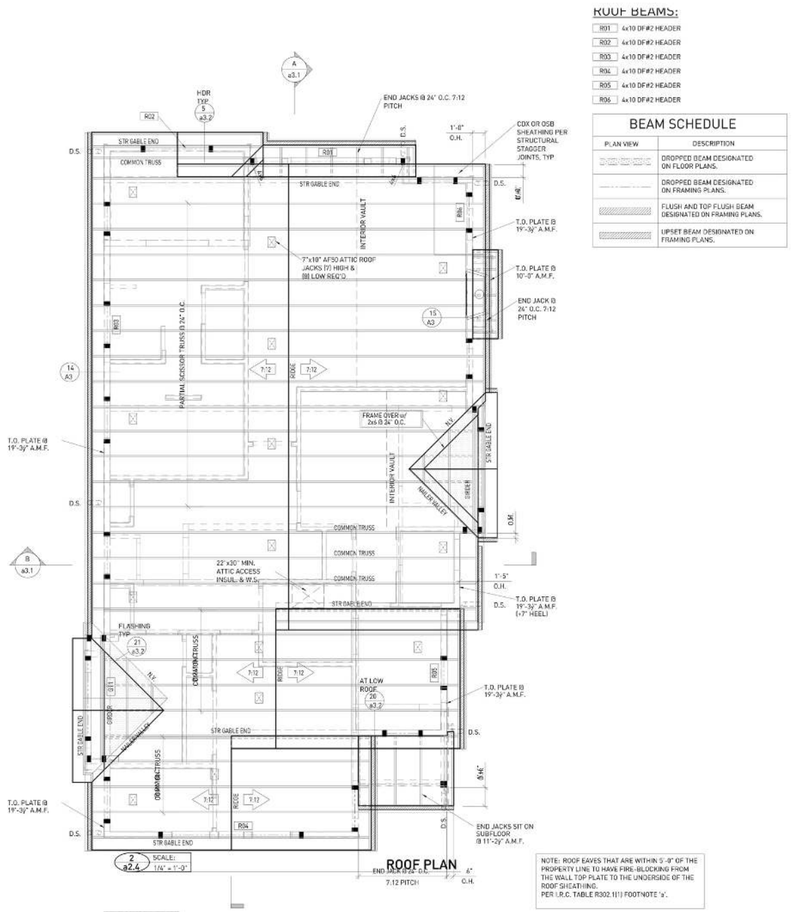




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House Cross-section View



ROOF BEAMS:

RB1	4x10 DF#2 HEADER
RB2	4x10 DF#2 HEADER
RB3	4x10 DF#2 HEADER
RB4	4x10 DF#2 HEADER
RB5	4x10 DF#2 HEADER
RB6	4x10 DF#2 HEADER

BEAM SCHEDULE

PLAN VIEW	DESCRIPTION
	DROPPED BEAM DESIGNATED ON FLOOR PLANS.
	DROPPED BEAM DESIGNATED ON FRAMING PLANS.
	FLUSH AND TOP FLUSH BEAM DESIGNATED ON FRAMING PLANS.
	UPSET BEAM DESIGNATED ON FRAMING PLANS.

NOTE: ROOF EAVES THAT ARE WITHIN 5'-0" OF THE PROPERTY LINE TO HAVE FIRE-BLOCKING FROM THE WALL TOP PLATE TO THE UNDERSIDE OF THE ROOF SHEATHING. PER I.R.C. TABLE R302.1(1) FOOTNOTE 'a'.

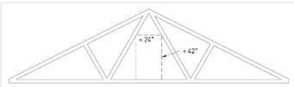
ALL ROOF PITCH TO BE 7:12

ROOF FRAMING PLAN

SCALE: 1/4" = 1'-0"

ROOF FRAMING NOTES:

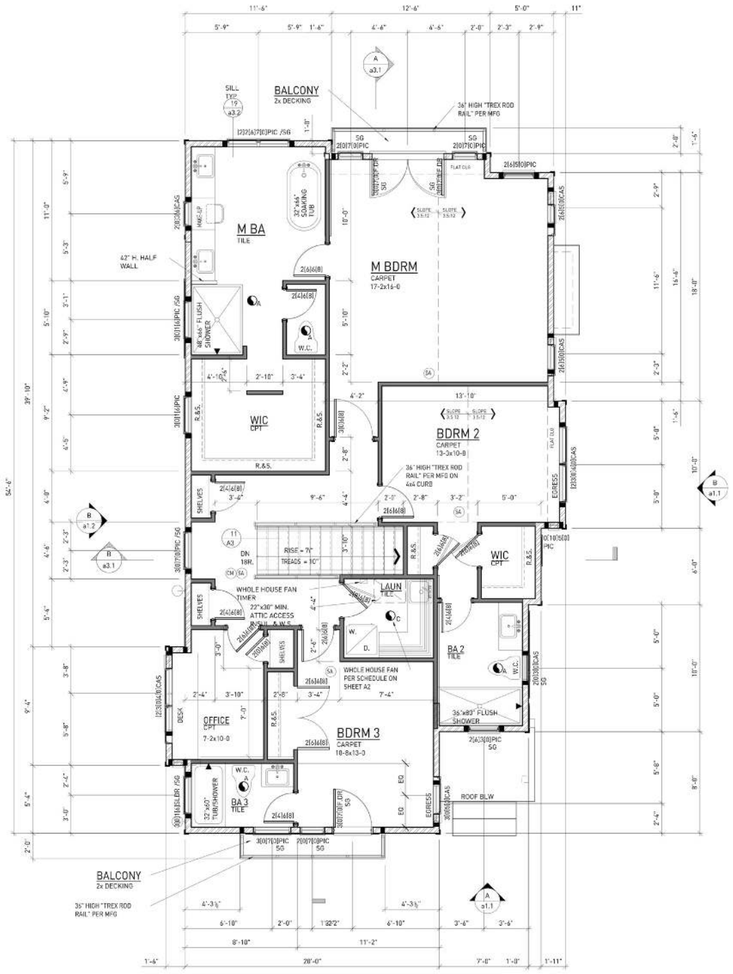
1. CONTRACTOR SHALL VERIFY ALL NOTES, DIMENSIONS & CONDITIONS PRIOR TO CONSTRUCTION.
2. ALL BEAMS & HEADERS TO BE 4x18 DF #2 U.N.O.
3. PROVIDE VENTED BLOCKING OVER SUPPORTS.
4. BEARING WALLS ARE SHADED.
5. WINDOW HEADERS @ 8'-0" ABOVE FINISHED FLOOR @ MAIN FLOOR U.N.O.
   WINDOW HEADERS @ 7'-0" ABOVE FINISHED FLOOR @ UPPER FLOOR U.N.O.
6. ALL TRUSSES:
   * SHALL CARRY MANUFACTURER'S STAMP.
   * SHALL BE INSTALLED & BRACED TO MANUFACTURERS SPECIFICATIONS.
   * SHALL HAVE DESIGN DETAILS & DRAWINGS ON SITE FOR FRAMING INSPECTION.
   * SHALL NOT BE FIELD ALTERED WITHOUT PRIOR BUILDING DEPARTMENT APPROVAL OF ENGINEERS CALCULATIONS.
   * TRUSS HANGERS SHALL BE SPECIFIED BY THE TRUSS ENGINEER.
7. ROOF EAVES THAT ARE WITHIN 5'-0" OF THE PROPERTY LINE TO HAVE FIRE-BLOCKING FROM THE WALL TOP PLATE TO THE UNDERSIDE OF THE ROOF SHEATHING, PER I.R.C. TABLE R302.1(1) FOOTNOTE
8. ■ INDICATES POINT LOAD SUPPORTED BY (2) STUDS, U.N.O.



TRUSSES SHALL BE DESIGNED TO NOT ALLOW LIMITED STORAGE PER IBC TABLE 1607.1, FOOTNOTE i. WEBS SHALL BE CONFIGURED SO THAT ALL OPENINGS ARE SMALLER THAN 24" WIDE x 42" HIGH PER THE ABOVE TRUSS LAYOUT. TRUSSES ALSO TO BE DESIGNED WITH A LIVE LOAD OF 10 PSF PER TABLE 1607.1, ITEM 27.

RAILING TO WITHSTAND 50# PLF AND 200# CONCENTRATED LOAD. PICKETS SPACED TO NOT ALLOW A 4" dia. SPHERE TO PASS THROUGH

MANUFACTURER TO PROVIDE DECK RAIL DETAIL NEEDED TO WITHSTAND 200# IN ANY DIRECTION. CONTRACTOR TO VERIFY WITH INSPECTOR THAT RAIL MEETS CODE CAPACITY.



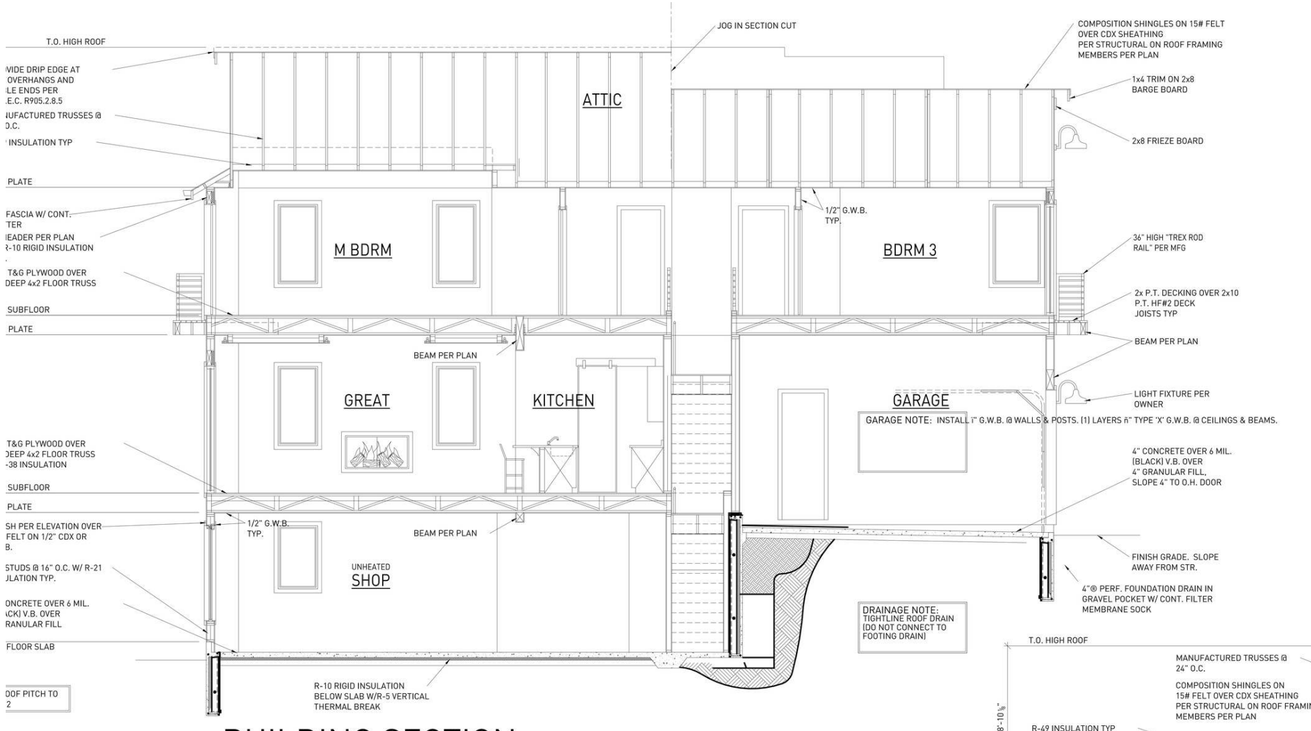
UPPER FLOOR PLAN

SCALE: 1/4" = 1'-0"

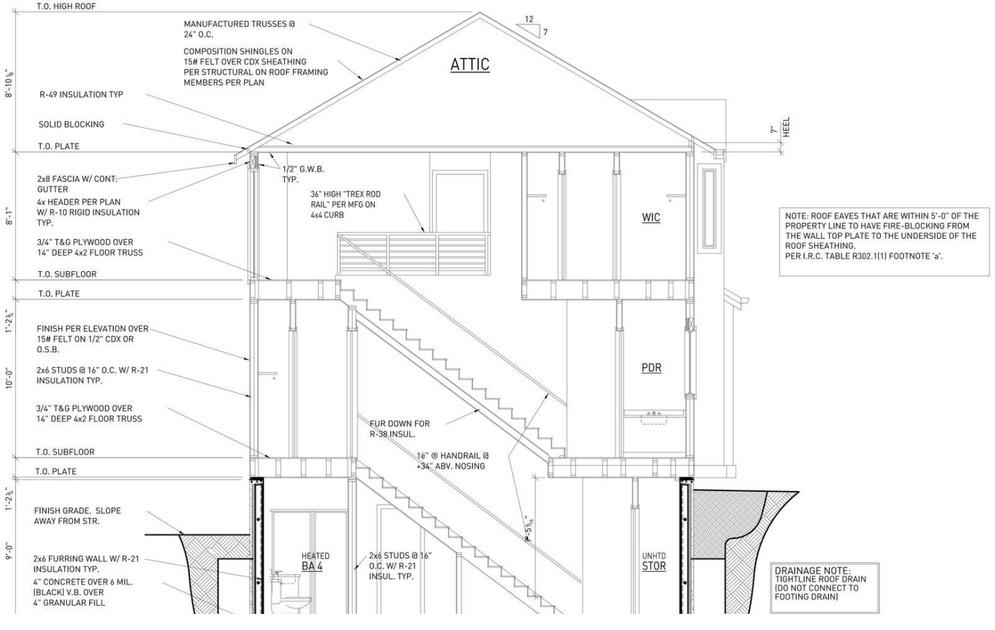
FLOOR PLAN NOTES:

1. CONTRACTOR SHALL VERIFY ALL NOTES, DIMENSIONS & CONDITIONS PRIOR TO CONSTRUCTION.
2. WINDOWS & DOORS ARE SHOWN & NOTED AS NOMINAL SIZES.
3. EXTERIOR WALLS TO BE 2x6 STUDS @ 16" O.C. U.N.O.
4. INTERIOR WALLS TO BE 2x4 STUDS @ 16" O.C. U.N.O.
5. SOFFIT DOWN AREAS ARE SHADED.
6. PROVIDE STAIRWAY & LANDING ILLUMINATION PER IRC R303.7 FOR INTERIOR STAIRWAYS & R303.8 FOR EXTERIOR
7. A MINIMUM OF 90% OF PERMANENTLY INSTALLED LAMPS IN LIGHTING FIXTURES MUST BE HIGH-EFFICACY PER 2016 WSEC
8. EXTERIOR GRADE TO SLOPE 6" IN 10 FEET FROM STRUCTURE PER IRC 401.3

House Cross-section View



A BUILDING SECTION
SCALE: 1/4" = 1'-0"



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Kitchen Of House 1



Bar Cabinet Of House 1



Bathroom 1 Cabinet Of House 1



Bathroom 2 Cabinet Of House 1



Bedroom 2 Robe Of House 1





Bedroom 3&5 Robe Of House 1





Bedroom 4 Robe Of House 1





Granny Flat Laundry+Robe Of House 1



Kitchen Of House 2





Laundry Of House 2



Living Room TV Unit Of House 2



Ensuite Of House 2



Master WIR Of House 2



MUB ROOM Of House 2



Office Of House 2



PDR Of House 2



RETREAT ROOM Of House 2



SCULLERY Of House 2



TOWEL CUPBOARD Of House 2





Itinerary arrangement

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Travel Itinerary for Mr. Dean

Date	City	Vehicle	To (Company name)	Product	Note
Oct.12, Saturday	Guangzhou Baiyun Airport Terminal 2	SQ852@00:15 Taxi (15 Minutes)			Dean will take a taxi to the hotel **[Flight number]@00:15 from Singapore, Terminal 2**
Oct. 13, Sunday	Guangzhou City	Free Day			
Oct. 13, Sunday Evening					
Oct. 14, Monday Morning	Guangzhou City	Taxi or factory car (0.5 hours)		Cabinets, Wardrobe	Charmine will meet Dean @9:00 in the hotel lobby
Oct. 14, Monday Afternoon	Guangzhou-Foshan City	Taxi (1 hour)		Aluminum Doors & Windows	
Oct. 14, Monday Evening	Foshan City	Taxi (1 hour)			
Oct. 15, Tuesday Morning	Foshan City	Taxi (15 Minutes)		Tile Products	Charmine will meet Dean @9:00 in the hotel lobby
		Walk (15 Minutes)		Stone Products	

Itinerary arrangement

		Walk (15 Minutes)		Vanities	**Optional**
		Walk (15 Minutes)		Bath ware & Bathroom Accessories	
Oct. 15, Tuesday Evening		Taxi (0.5 hours)			
Oct. 16, Wednesday, Morning	Foshan City	Taxi (20 Minutes)		Timber Engineering Flooring	
		Taxi (0.5 hour)		Timber Engineering Flooring	Optional
				External architectural screening battons	
				Wine Cabinet	
Oct. 16, Wednesday, Afternoon		Taxi (0.5 hours)		Lightings etc.	
Oct. 16, Wednesday, Evening		Taxi (0.5 hours)			
Oct. 17, Thursday Morning	Foshan City				

Itinerary arrangement

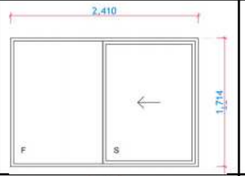
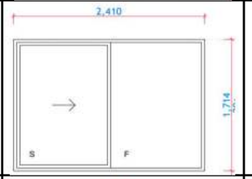
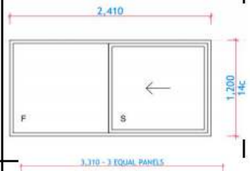
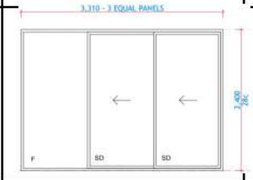
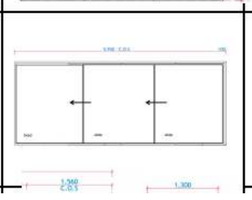
		Taxi (1 hours)		Feature entrance doors	
		Taxi (0.5 hours)		Feature entrance doors	
		Taxi (0.5 hours)		Feature entrance doors	Optional
				External Timber decking & cladding	
				Heat Pump	
		Taxi (10 Munities)		Decoration Materials	Optional (Meiju Decoration Materials Center)
Oct. 17, Thursday Evening		Taxi (10 Munities)			
Oct. 18- Oct. 20	Foshan-Guangzhou	Free Day			**Check out @9:00**
Oct. 21, Monday Morning	Depart from Guangzhou	Dean will depart SQ851 13:25pm			**[Flight number]@13:25PM to Singapore, Terminal 2**

PRICE COMPARISON

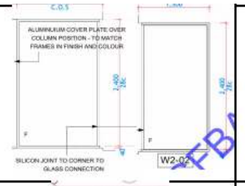
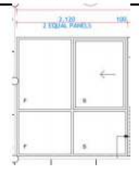
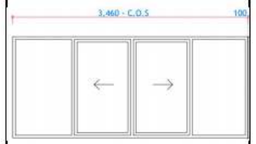
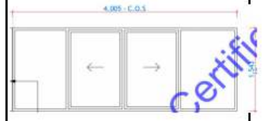
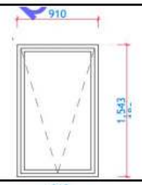
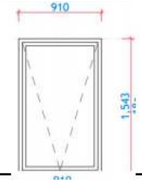
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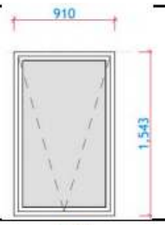
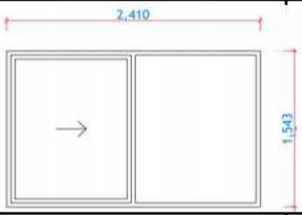
Aluminium window for House 1

Item	Code No	Window type		size (mm) W	size (mm) H	Area(㎡)	Total Area(㎡)	Unit price RMB/set	Qty(set)	Total Amount(RMB)
		1-402								
1	W1-01	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen ,4 sides L fins. no sub sill.		2370	1705	4.04	4.04	3861.25	1	3861.25
2	W1-02	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen ,4 sides L fins. no sub sill.		2370	1705	4.04	4.04	3861.25	1	3861.25
3	W1-03	102 Aluminum casement Door, 5mm clear tempered galss, handle lock ,T=1.8MM ,4 sides L fins. no sub sill. door leaf to floor leave 25mm space.		1805	2400	4.33	4.33	4200.00	1	4200.00
4	W1-04	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen sub sill + top & sides L fins.		2345	1800	4.22	4.22	2711.25	1	2711.25
5	W2-05	198 Series Aluminum sliding Door , 6mm +9a+6mm clear tempered galss, ss diamond fly screen, handle lock , T=1.6MM sub sill + top & sides L fins.		3185	2430	7.74	7.74	10448.39	1	10448.39
6	W2-01,	50 Series Aluminum heavy duty sliding Door , 6mm +9a+6mm clear tempered galss, handle lock , T=2.0MM , without fly screen sub sill + top & sides L fins.		5930	2440	14.47	14.47	26768.02	1	26768.02

Aluminium window for House 1

7	W2-02,	102 Series Aluminum fix window , 5mm +9a+5mm clear tempered glass, L corner window, corner without frame, silicon joint . T=1.4MM sub sill + top & sides L fins.		2670	2400	6.41	6.41	4165.20	1	4165.20
8	W2-04	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen sub sill + top & sides L fins.		2190	2400	5.26	5.26	4914.36	1	4914.36
9		102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen sub sill + top & sides L fins.		3505	2400	8.41	8.41	7865.22	1	7865.22
10	W3-01	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen sub sill + top & sides L fins.		3460	1543	5.34	5.34	5130.00	1	5130.00
11	W3-02	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen sub sill + top & sides L fins.		4005	1543	6.18	6.18	5793.75	1	5793.75
12	W3-03	102 Series Aluminum awning window, 5mm +9a+5mm clear tempered galss,T=1.6MM, ss diamond fly screen, sub sill + top & sides L fins.		910	1543	1.40	1.40	1628.79	1	1628.79
13	W3-04	102 Series Aluminum awning window, 5mm +9a+5mm clear tempered galss,T=1.6MM, ss diamond fly screen, sub sill + top & sides L fins.		910	1543	1.40	1.40	1628.79	1	1628.79

Aluminium window for House 1

14	W3-05	102 Series Aluminum awning window, 5mm clear +9a+5mm obscure tempered galss,T=1.6MM,ss diamond fly screen, sub sill + top & sides L fins.		910	1543	1.40	1.40	1656.87	1	1656.87
15	W3-06	102 Series Aluminum sliding window , 5mm +9a+5mm clear tempered galss, handle lock , T=1.4MM without fly screen sub sill + top & sides L fins.		2410	1543	3.72	3.72	3486.95	1	3486.95
Total							78.37		15	88120
		extra charge for wooden frame package								5000.00
									Total	93120

RMB

Reference price in Australia:

~~$69,840~~

Total Saving

65%

Possible Price From China:

$19,813

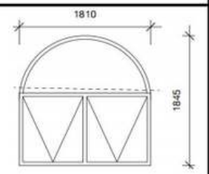
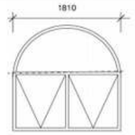
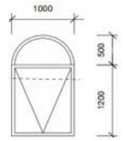
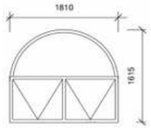
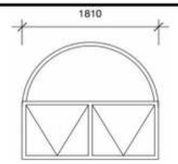
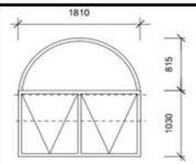
Final Price:

$23,775

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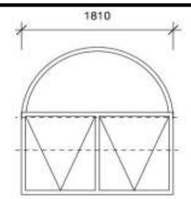
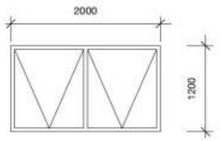
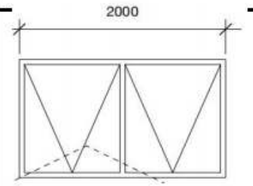
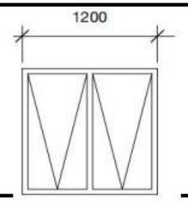
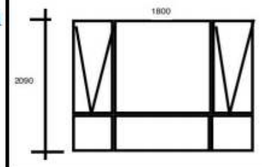
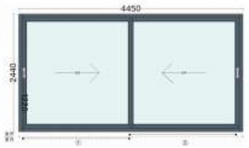
Aluminium window for House 2

Item	Code No	Window type		size (mm) W	size (mm) H	Area(㎡)	Total Area(㎡)	Unit price for window RMB/set	Unit price for timber reavels 110*18mm. RMB/set	Qty(set)	Total Amount(RMB)
1	W1	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss, ss diamond fly screen , with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color.		1810	1845	3.34	3.34	4508.26	387.00	1	4895.26
2	W2	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss, ss diamond fly screen , with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color.		1810	1845	3.34	3.34	4508.26	387.00	1	4895.26
3	W3 And W8	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss, ss diamond fly screen , with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color.		1000	1700	1.70	3.40	2295.00	340.00	2	5270.00
4	W4	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss, ss diamond fly screen , with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color.		1810	1615	2.92	2.92	3946.25	341.00	1	4287.25
5	W5	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss, ss diamond fly screen , with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color.		1810	1615	2.92	2.92	3946.25	341.00	1	4287.25
6	W6	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss,with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color. T=1.4MM		1810	1845	3.34	3.34	4508.26	387.00	1	4895.26

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Aluminium window for House 2

7	W7	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss, ss diamond fly screen , with fix arch on top. 3 sides with timber reavels, top arch not supply timber reveals . matt black color. T=1.4MM		1810	1845	3.34	3.34	4508.26	387.00	1	4895.26
8	W9	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss. ss diamond fly screen ,4 sides with timber reavels. matt black color. T=1.4MM		2000	1200	2.40	2.40	2280.00	640.00	1	2920.00
9	W10	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss. ss diamond fly screen ,4 sides with timber reavels. matt black color. T=1.4MM		2000	1200	2.40	2.40	2280.00	640.00	1	2920.00
10	W11	50 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss. ss diamond fly screen ,4 sides with timber reavels. matt black color. T=1.4MM		1200	1200	1.44	1.44	1368.00	480.00	1	1848.00
11	W12	102 Series Aluminum awning window, 5mm +12a+5mm clear tempered galss. no timber reavels, matt black color. T=1.6MM sub sill , L fins		3165	2090	6.61	6.61	6284.11	0.00	1	6284.11
12	DOOR ONE	50 Series Aluminum heavy duty sliding door , 8mm +10a+8mm clear tempered galss,T=2.0MM sub sill , L fins		4450	2440	10.86	10.86	21716.00	0.00	1	21716.00

Aluminium window for House 2

13	DOOR TWO	102 Series Aluminum bi folding door 5mm +12a+5mm clear tempered galss,T=1.6MM, sub sills, L fins.		5500	2440	13.42	13.42	20130.00	0.00	1	20130.00
14	WINE room glazing	slim frame Aluminum fix window 8mm clear tempered galss, arch design . T=1.4MM		2000	2100	4.20	4.20	3990.00	0.00	1	3990.00
		102 Series Aluminum single open door 8mm clear tempered galss, . T=1.4MM, open out , with out bottom frame		800	2400	1.92	1.92	2335.00	0.00	1	2335.00
Total							65.86			16	95569
											3900.00
										In Total	99469

RMB

Total Saving 63%

Reference price in Australia:

~~$74,602~~

Possible Price From China:

$21,164

Final Price:

$27,513

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Stone wall cladding

- φ100- 400MM
- thickness:20- 40MM
- misty grey tones
- Unit of Price：SQM



40%
LOWER

Reference price in Australia:

~~$89~~

Possible Price From China:

$45

Final Price:

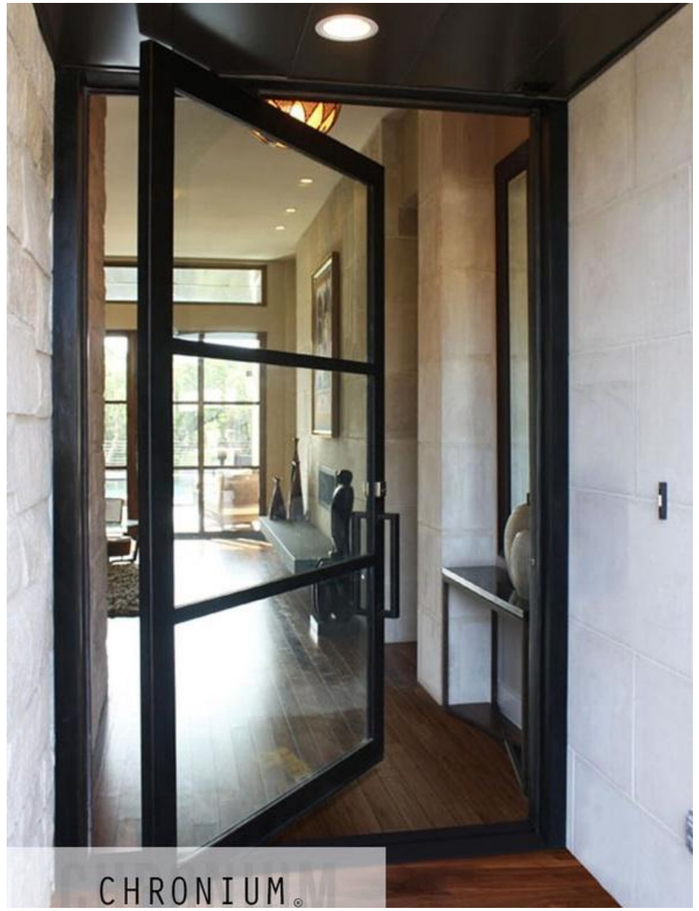
$54

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MY SUPPLY CHAIN

Glass door

- 102 Series Aluminium single open door 8mm clear tempered glass, . T=1.4MM, open out , with out bottom frame.
- Width: 800mm Height: 2400mm
- Unit of Price：Set



61% LOWER

Reference price in Australia:

~~$1,540~~

Possible Price From China:

$497

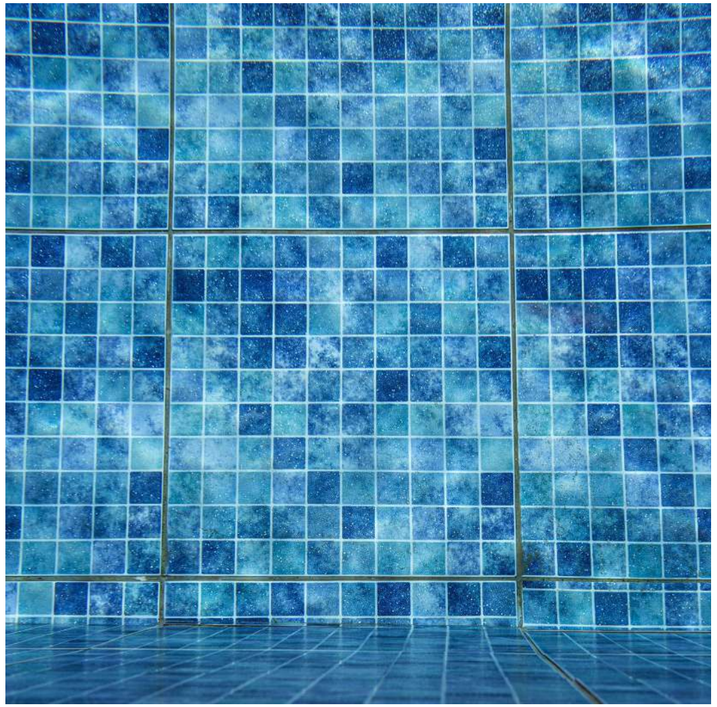
Final Price:

$596

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MOSAIC LIGHT BLUE GLASS POOL SAFE CHIP

- Glass mosaic
- F130
- Size: 300*300mm
- Unit of Price：SQM



52% LOWER

Reference price in Australia:

~~$45~~

Possible Price From China:
$18

Final Price:
$22

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Internal special window/door

- Slim frame Aluminium fix window 8mm
- Clear tempered glass, arch design. T=1.4MM
- Width: 2000mm Height: 2100mm
- Satin black
- Unit of Price：Set



48% LOWER

Reference price in Australia:

~~$1,961~~

Possible Price From China:

$849

Final Price:

$1,019

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Folding door

- 102 Series Aluminium bi folding door 5mm
- +12a+5mm clear tempered glass
- T=1.6MM, sub sills, L fins
- Width: 5500mm Height: 2440mm
- Unit of price：Set



58% LOWER

Reference price in Australia:

~~$12,099~~

Possible Price From China:

$4,283

Final Price:

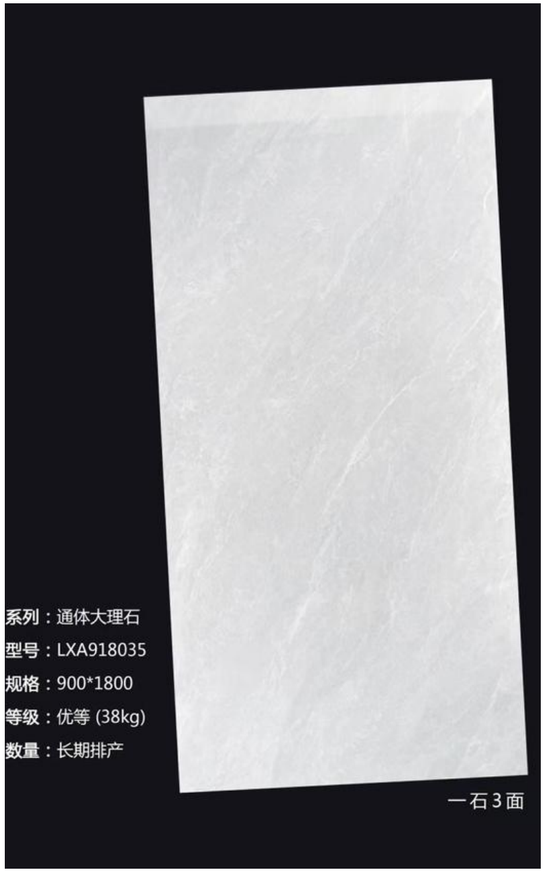
$5,140

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PORCELAIN TILES

- LXA918035
- Glossy
- Width: 900 mm Height: 1800 mm
- Unit of price：SQM



Reference price in Australia:

~~$56~~

63% LOWER

Possible Price From China:
$17

Final Price:
$20

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3.5 Tons Diesel Forklift

- Load: 3500KG
- Standard two-section door lifting height: 3000mm
- Fork Length：1220mm

Vehicle length (not incluing fork) :：2754mm

- Vehicle width: 1125mm Shift: manual shift
- Tires: Four pneumatic tires



Reference price in Australia:

~~$26,990~~

17% LOWER

Possible Price From China:
$18,680

Final Price:
$22,417

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Aluminium Alloy Scaffolding

- Size： L2000mm*W1350mm*H3000mm

Specification: 2000x1350x1880

No.	Code	Name	Quantity
1	CT 8	8-inch Caster Wheels	4
2	ALS	Adjustable Legs	4
3	HB1	Horizontal Bars	6
4	DB1	Diagonal Bars	2
5	RD4	Double-Wide Four-Level Frame	1
6	LRD4	Double-Wide Four-Level Vertical Ladder Frame	1
7	RGD	Double-Wide Guardrail Frame	2
8	PP1	Platform Board	1
9	TP1	Open Platform Board	1



Reference price in Australia:

~~$4,816~~

74% LOWER

Possible Price From China:
$1,043

Final Price:
$1,251

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Order Summary & Comparison

Purchase Order Comparison For Dean			
No.	Product	Total Price In Australia(AUS)	Total Final Price From China(AUS)
1st HQ			
1	Aluminium Windows & Doors	99,349.13	43,713.62
2	Steel Structure Rack	7,964.85	3,663.83
3	Tiles	18,261.99	9,313.62
4	Stone Products	29,696.70	13,957.45
2nd HQ			
1	Kitchen Cabinet & Wardrobe	99,203.36	42,657.45
2	Folklift	38,536.69	18,882.98
3	Natural Sandstone Wall Tile	33,839.92	14,212.77
Total			
		326,853	146,402



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Introduction



➜ Founder and CEO of ChinaDirect Sourcing.

➜ Over 20 years of experience in Chinese supply chain management.

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The Opportunity

Why Importing from China

Makes Sense for

Builders and Developers



Why Importing from China Makes Sense for Builders and Developers

cost savings potential

Importing construction materials from China, with potential savings of 30- 50% on procurement costs.

Quality control

Ensure materials meet Australian standards.

Australia-China trade statistics:

US $61.05 billion: Australian imports from China.

Relevance for property developers:

Cost-effective solutions for projects of all sizes.

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The Cost of Getting It Wrong

Receiving poor-quality materials that lead to:

1. Project delays
2. Increased costs due to rework

Financial losses due to scams and unreliable suppliers.

Reputation damage and strained relationships with clients.

Stress and wasted time caused by supply chain issues.

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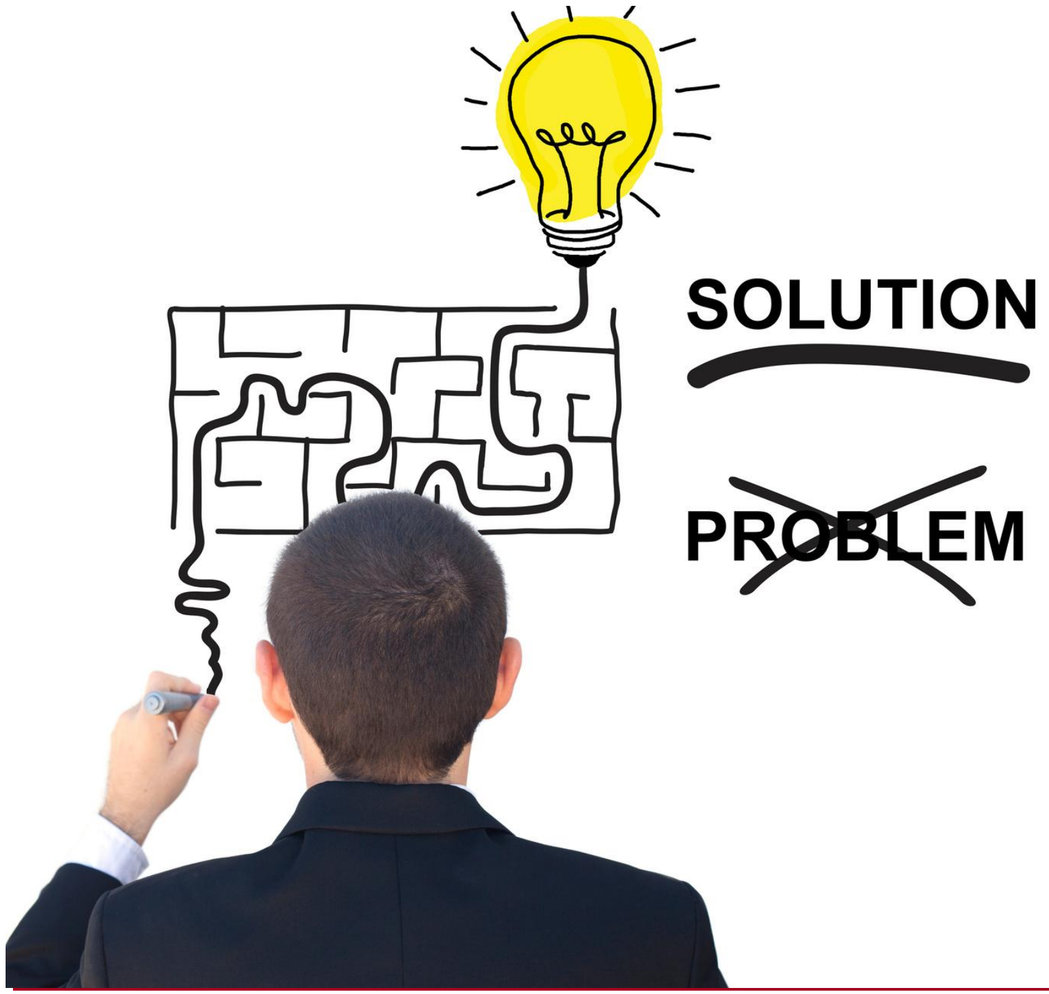
Proven Solutions for Importing Construction Materials



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Practical Solutions to Get It Right



- **Supplier Verification**
  Tools and processes to verify supplier credentials.
- **Pre-shipment Inspections**
  Quality control before materials leave China.
- **Clear Contracts and Purchase Order Terms**
  Ensure expectations, timelines, and terms are documented.

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Tailored Strategies

for Developers of All Sizes



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Solutions for Every Developer

1. For Large Projects (30+ Units):

The 3 Stages of the Importing Process:

(1)Research & Tendering

(2)Sampling & Negotiation

(3)Production & Delivery Management

2. For Smaller Developments (2-6 Townhouses):

(1)**China Buying Trip:**

A step-by-step guide for smaller developers.

(2)Visit factories, inspect materials, and build reliable supplier relationships.



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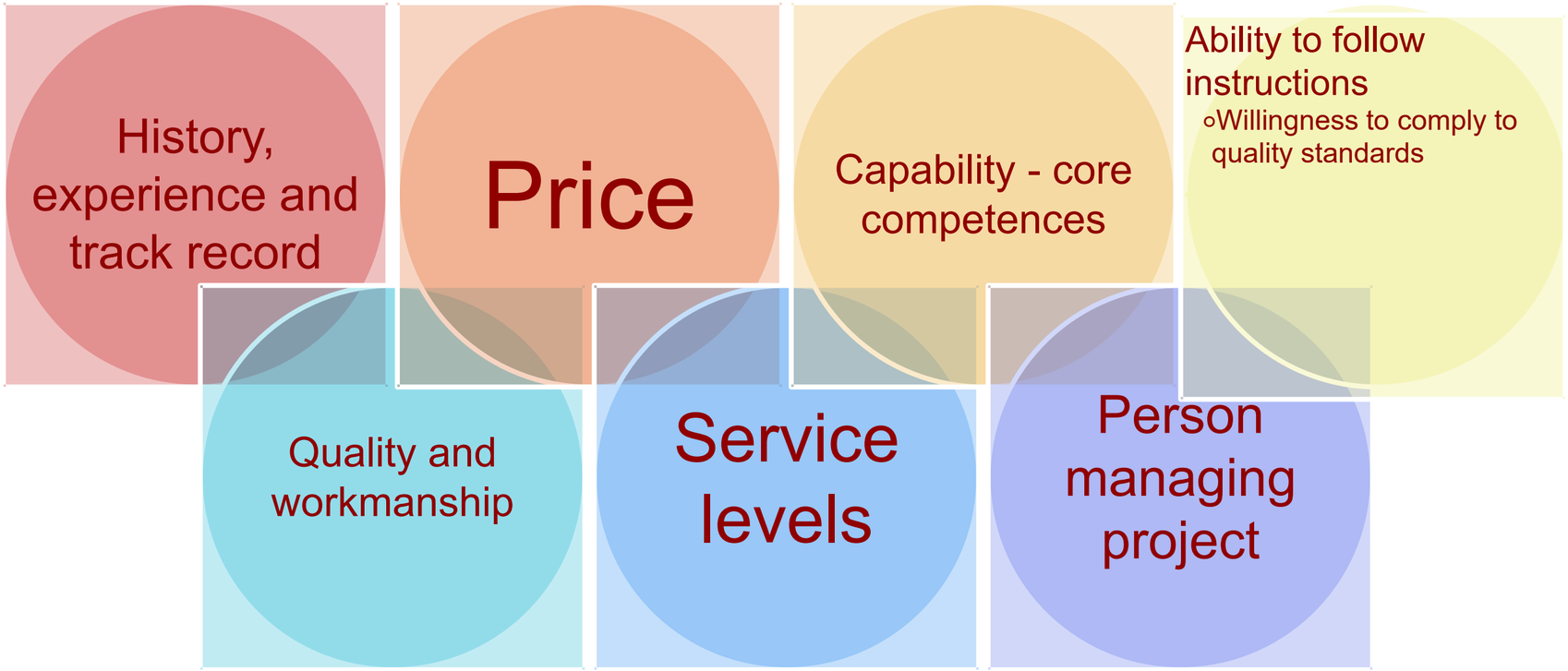
3 Stages of Importing

The 3 stages Of the importing process

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Stage 2a– Sampling

Supplier Selection Criteria



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Quality Assurance in 3 Stages of the Importing Process

Stage 1

Research & Tender

Importance of Thorough Research

- Supplier Verification
- Product Specifications
- Quality Certifications

How to Effectively Tender for Suppliers

- Detailed RFQs
- Supplier Evaluation
- Site Visits

Contact 30+ Suppliers → Obtain 6 - 8 quotes → shortlist 2 - 3 suppliers

Sufficient Supplier Reach

Stage 2A

Sampling

Importance of Sampling

Sample Testing

Request and rigorously test product samples to verify they meet your quality standards before proceeding with large-scale production. This sampling process may involve several rounds of back-and-forth.

Third-Party Inspections

Utilize third-party inspection services to conduct unbiased quality assessments of the samples provided or have pre-shipment inspections completed.

Stage 2B

Purchase Order & Negotiation

How to Negotiate Purchase Orders

Quality Clauses

Include specific quality clauses in purchase orders that outline penalties for non-compliance and require adherence to agreed-upon standards.

Batch Testing

Negotiate terms that allow for batch testing during production to catch any quality issues early.

Clear Communication

Maintain clear and ongoing communication with suppliers about quality expectations and any changes to product specifications.

Stage 3

Order & Delivery Management

Key Points in Managing Production Timelines and Delivery Logistics

- In-Process Inspections
- Quality Control Checkpoints
- Pre-Shipment Inspections
- Logistics Coordination
- Feedback Loop

For Smaller Developments (2-6 Townhouses):

Solutions:

(1)China Buying Trip:

A step-by-step guide for smaller developers.

(2)Visit factories, inspect materials, and build reliable supplier relationships.

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China Buying Trip

For Smaller Developments (2-6 Townhouses):

Who It Suits and Process

- Explanation of who would benefit from a buying trip
- Step-by-step process of organizing and executing a successful buying trip

Case Study

- Presentation of a case study highlighting a successful buying trip
- Lessons learned and best practices from the case study



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Visit China Wholesale Markets

For who?

- Who cannot meet the Minimum Order Quantities required by factories
- Who wants to purchase various kinds of products

Benefits?

- Buy goods from different suppliers and factory outlets, creating a mixed container
  - avoid Minimum Order Quantities
- Get to see the products in person, easy to find the products which meet your requirements
- Establish relationship with actual suppliers easily

Visit China Wholesale Markets

Product Categories of some of the largest wholesale markets:

- Furniture
- Lighting
- Hotel Articles
- Clothing Fabrics
- Beauty/Cosmetics Stationary
- Glasses
- Aquariums & Accessories
- Building Materials
- Kitchen Supplies/ Hardware
- Ceramics
- Leather
- Toys & Gifts
- Watches
- Pet products

China Buying Trip

We will:

1. Review your list of desired items and make recommendations
2. Give a pre-departure China business briefing
3. Manage the whole sourcing project in conjunction with you
4. Prepare a daily itinerary with you
5. Provide relevant documentation and information
6. Accompany you to markets, on factory tours and business meetings
7. Translate and interpret all conversations during purchasing
8. Negotiate agreements during your trip
9. Arrange purchasing in conjunction with you

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China Buying Trip

We will:

10. Organize delivery to your warehouse
11. Manage the supplier after your trip
12. Arrange payment to your supplier
13. Monitor the schedule and purchase order progress
14. Arrange repackaging for seaworthy transportation
15. Arrange warehousing
16. Undertake container consolidation
17. Arrange internal transport from location A to the port of Guangzhou

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China Buying Trip

We will:

18. Arrange export documents to meet Chinese Customs requirement
19. Arrange fumigation if required
20. Arrange shipping, freight, insurance and logistics
21. Track shipments
22. Arrange Chinese customs, payments, transportation etc.
23. Inspect your goods before shipment for quantities
24. Keep you informed of progress throughout the project
25. Organize Australian Customs clearance
26. Organise local delivery

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FRETHAN MY SUPPLY CHAIN

Presented by **Lindy Chen**

China Sourcing Trip – Key FAQs for Builders & Developers

We develop builders for Property success

ChinaDirect SOURCING

FRETHAN
MY SUPPLY CHAIN

Contents

1. Feasibility for Small Shop Owners
2. Savings and Direct Purchasing
3. Number of Containers
4. Wholesale Market Products
5. Order Quantities
6. Support During the Trip
7. Quality of Construction Materials
8. Compliance with Australian Standards
9. Warranty for Purchased Materials
10. Handling Damaged or Lost Goods
11. Negotiation Power
12. Payment Methods
13. Ensuring Right Price
14. Import License
15. Container Arrival Time
16. Reordering from Suppliers
17. China Buying Trip
18. Required Documents
19. Budget
20. Splitting Shipments
21. Coordinate China Trip
22. Conditions for Buying a Physical Container
23. Construction Project Setup Fee Policy

PART 1

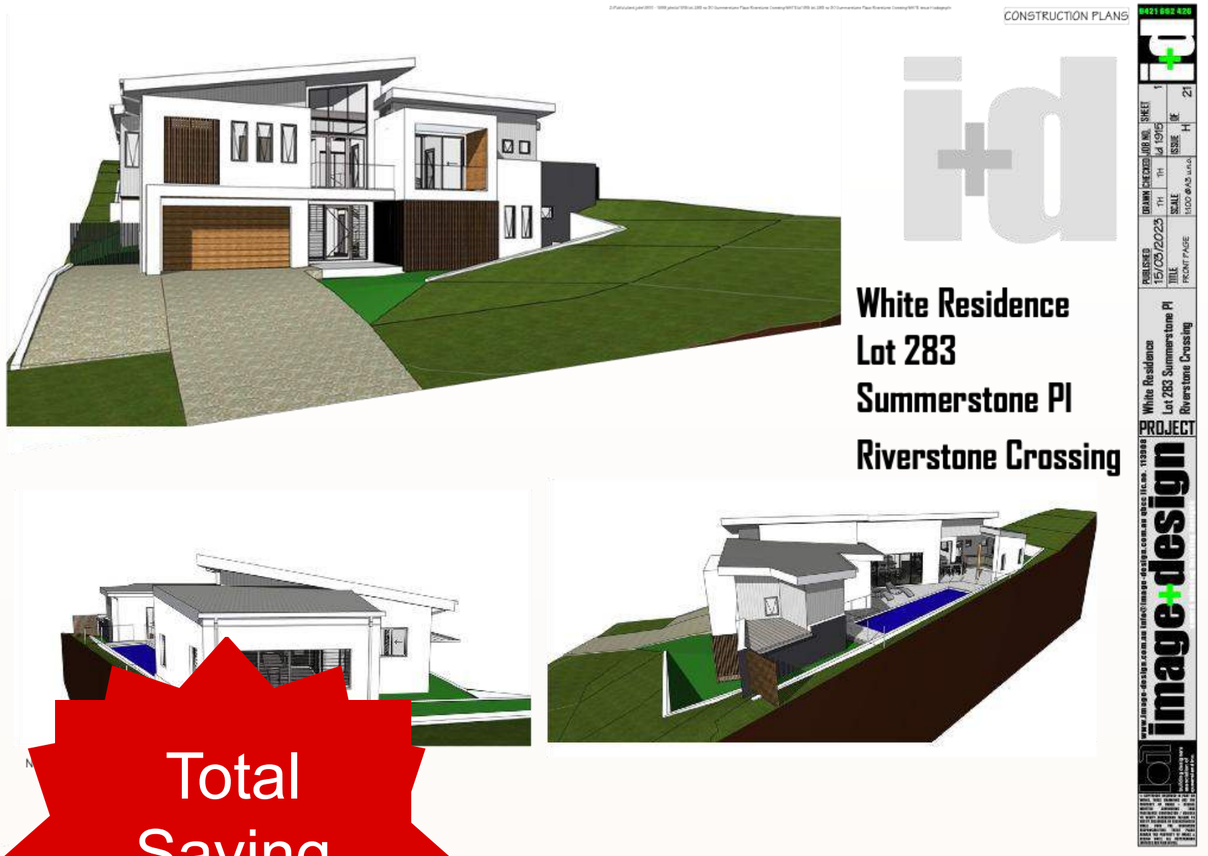
Feasibility for Builders and developer



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1. Is it worthwhile for a builder to go on a buying trip to China, even for just one house?

Absolutely. In April 2024, a builder from the Gold Coast saved over AUD120,000 on construction materials for a 4-bedroom house by sourcing directly from China. The total cost of the 5-day buying trip, including travel and procurement, was under AUD130,000, making the savings significant. Even for a single project, a buying trip can provide substantial cost benefits.



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PART 2

Savings and Direct Purchasing



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2. How much can I save, and is buying directly from factories better?

Your savings depend on the volume of your purchases. For example, one client saved over AUD150,000 by sourcing two 40-foot containers. While buying directly from factories can offer lower prices, many manufacturers require large minimum orders. A China Buying Trip gives you flexibility to purchase wholesale in smaller quantities, while still benefiting from direct access to suppliers and competitive pricing.

PART 3

Number of Containers



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3. How many containers should I fill?

The more containers you fill, the more cost-effective your shipment will be, as shipping and travel costs are spread over a larger volume of goods.

If your budget allows, purchasing multiple containers is recommended to ensure sufficient stock and avoid shortages during the typical 2-3 months lead time for manufacturing and shipping.

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PART 4

Wholesale Market Products



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4. What products can I buy at the wholesale markets?

01 Wide You can source a wide range of products, including:

- Furniture
- Building materials
- Lighting
- Kitchen supplies and hardware

Textiles, clothing, toys, and more

02

If you need specialized products, please let us know in advance, so we can assist in finding suitable suppliers.

PART 5

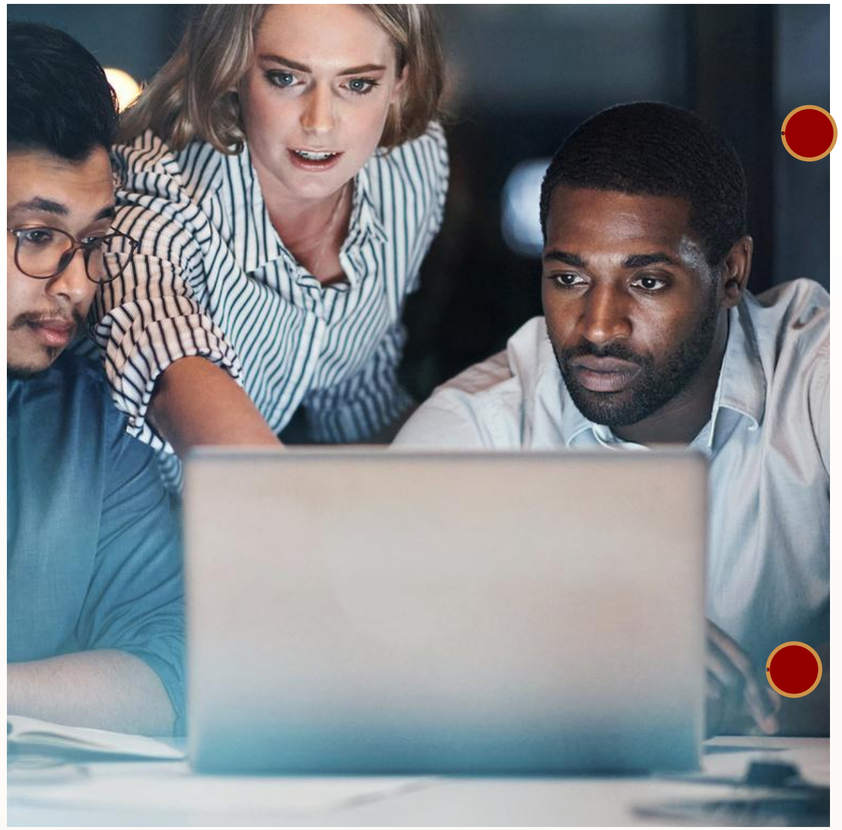
Order Quantities



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5. What are the minimum or maximum order quantities?



Most wholesale markets don’t have fixed minimum order quantities, allowing you to negotiate based on your needs. Our team will help you secure the best terms for your purchases.

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PART 6

Support During the Trip



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6. What support will I receive during the trip?

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领导团队



Lindy Chen
Founder & CEO



Chaudhry S. Ali
Marketing Mgr



Ann Yamba
Sales Mgr



Marvin V
Sales Assistant



Stella W
Sales Officer

澳洲项目管理团队



Vito
Project Mgr



Chris
Project Mgr



Alivia
Admin Assistant



Vicky
Admin Assistant

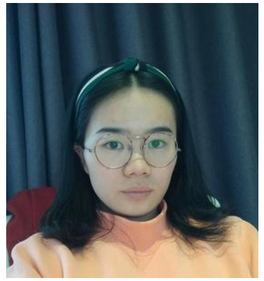
中办团队



Charmine Cheng
Operation Manager



Yuling
Project Mgr



Lucky
Project Mgr



Yinxin
Project Mgr



Sandy
Project Mgr

PART 7

Quality of Construction Materials



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7. What about the quality of the construction materials?

ChinaDirect Sourcing carefully selects suppliers with a proven history of exporting to Australia. Many of these suppliers have worked with us on previous projects and consistently deliver high-quality materials. We ensure that all products meet Australian standards and perform reliably in local conditions.

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PART 8

Compliance with Australian Standards



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8. Will the construction materials comply with Australian standards?



01

Yes, all suppliers recommended by ChinaDirect Sourcing comply with Australian regulations. With over 20 years of experience, we have built a strong network of trusted suppliers.



02

Our recent $200 million construction material procurement contract highlights our ability to secure quality products at competitive prices.

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PART 9

Warranty for Purchased Materials



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9. What warranty is available for construction materials purchased from China?

01.

The manufacturers we work with provide warranties on their products. If defects are identified within the warranty terms, the supplier will replace the defective items free of charge.

02.

Freight costs may not be covered, but we can arrange for replacements to be shipped with your next order or expedited if necessary.

PART 10

Handling Damaged or Lost Goods



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10. What happens if my goods are damaged, lost, or missing during transit?

We arrange comprehensive transit insurance for all shipments to cover damage, loss, or missing items. In the event of an issue, you can file a claim with the insurance company.

Our team will assist with the necessary documentation and liaise with both the supplier and insurer to ensure a quick resolution.

PART 11

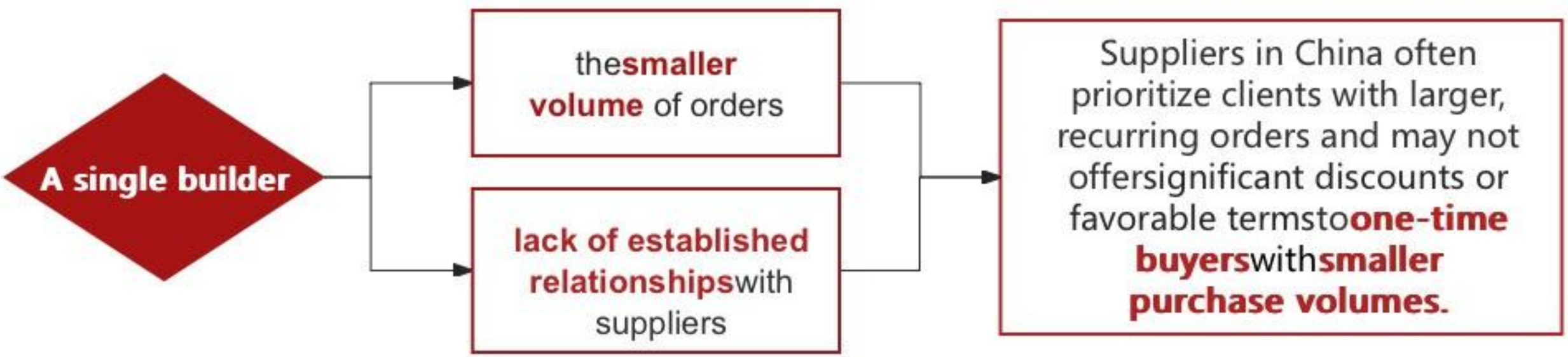
Negotiation Power



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11-1. What negotiation power do I have as a single builder compared to what ChinaDirect Sourcing has?

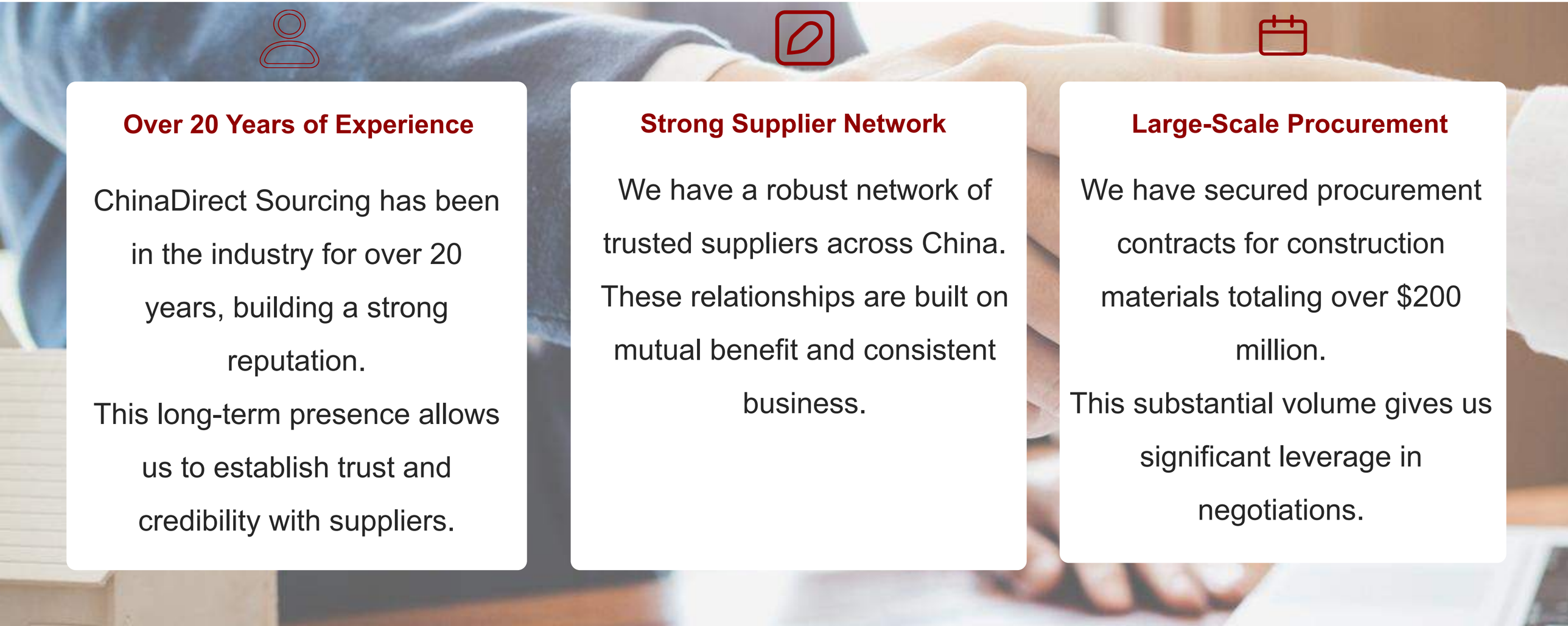


FRETHAN MY SUPPLY CHAIN

ChinaDirect SOURCING

11-2. What negotiation power do I have as a single builder compared to what ChinaDirect Sourcing has?

What ChinaDirect Souring has



Over 20 Years of Experience

ChinaDirect Sourcing has been in the industry for over 20 years, building a strong reputation.
This long-term presence allows us to establish trust and credibility with suppliers.

Strong Supplier Network

We have a robust network of trusted suppliers across China. These relationships are built on mutual benefit and consistent business.

Large-Scale Procurement

We have secured procurement contracts for construction materials totaling over $200 million.
This substantial volume gives us significant leverage in negotiations.

11-3. The selected suppliers of ChinaDirect Sourcing are more willing to provide:

1	**Better pricing**	Bulk purchasing across multiple clients
2	**Favorable payment terms**	Lower deposits and extended payment deadlines
3	**Priority production**	Faster delivery schedules
4	**Exclusive access**	Exclusive access to higher-quality suppliers who may not deal directly with individual buyers
5	**Post-sale support**	Including warranties and product replacement services

11-4. What negotiation power do I have as a single builder compared to what ChinaDirect Sourcing has?

Additionally, our team ensures **strict quality control** and compliance with **Australian standards**, which can be difficult for individual buyers to guarantee on their own.
In summary, while you may have limited negotiation power as an individual builder, partnering with ChinaDirect Sourcing allows you to benefit from our **established relationships**, **bulk purchasing power**, and **expertise in negotiating the best deals**—ultimately saving you both time and money.
Currently we have more than 20 builders are doing china buying trip with us. so we have more than **40 times of negotiation power**.

PART 12

Payment Methods



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12. How can I pay for goods at the wholesale markets?

01

You typically pay a deposit of 30-50% savings upfront in RMB, with the balance due upon delivery to the warehouse.

02

Payments can be made via cash, bank transfer, or through our Australian account for added convenience.



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PART 13

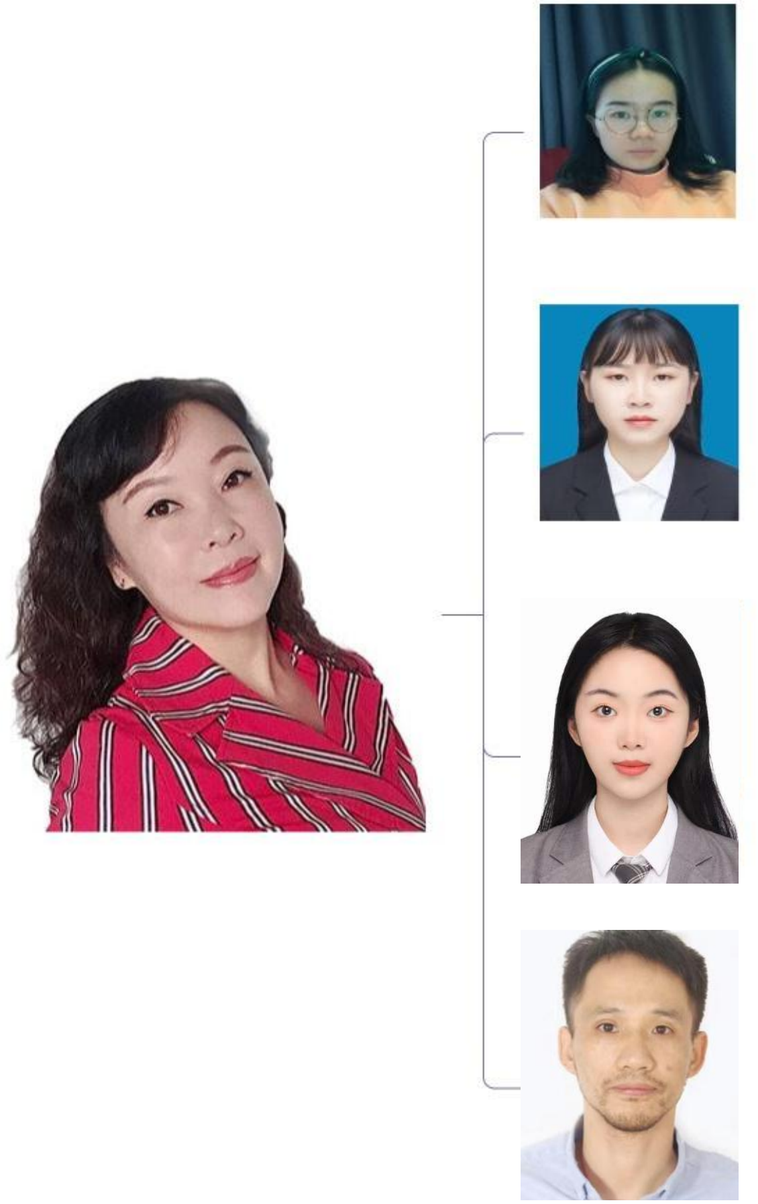
Ensuring Right Price



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13. How can I ensure I’m paying the right price?



China Project Team Led By Charmine Cheng

Our team will help you compare prices across multiple suppliers and markets. Charmine will assist in negotiating deals to secure the most competitive prices for your purchases.

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PART 14

Import License



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14. Do I need an import license?

An import license may be required, depending on the products you plan to bring into Australia.

Provide us with a detailed product list, and we'll help determine whether any licenses are necessary.

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PART 15

Container Arrival Time



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15. How long does it take for my container to arrive?

The entire process typically takes 8-10 weeks:

China trip

1 week

Production & delivery to warehouse

2-3 weeks

Chinese customs clearance

1 week

Shipping to Australia

3 weeks

Australian customs clearance

1 week

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PART 16

Reordering from Suppliers



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16. Can I reorder from the same suppliers once I return to Australia?

Yes, but reordering directly may be challenging due to language barriers and the need for export licenses. For smaller orders, it may not be cost-effective. However, we can handle ongoing orders and logistics for you if needed.

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PART 17

China Buying Trip



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17. Where should I go in China, and how long will the trip take?

Your destination will depend on the products you need. Major sourcing hubs include Guangzhou, Shanghai, Beijing, and Yiwu.



A typical buying trip lasts **4 nights and 5 days**, which provides ample time to visit suppliers and markets.

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PART 18

Required Documents



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18. What documents do I need to start my China buying trip?

To begin, provide us with a detailed list of the products you want to purchase. This helps us match you with suitable suppliers and create a customized trip itinerary.

The product list can be a word file or excel file, contains the product name, specification, picture, link (could be a local shop or supplier) and quantities. A sample product list can be sent upon request.

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PART 19

Budget



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19. How much should I budget for the trip and import process?

Here’s a general breakdown for shipping a 20-foot or 40-foot container:

Cost Description	20' Container	40' Container
Purchased goods to fill the container	AUD 50,000	AUD 100,000
Packaging, storage, and fumigation	AUD 2,000	AUD 3,000
Freight charges (China to Australia)	USD 2,000-4,000	USD 4,000-7,000
Australian customs & wharf charges	AUD 2,000	AUD 4,000
Australian Import Duty (0%-5%)	Varies	Varies
Australian GST	10%	10%
Local delivery	AUD 1,000	AUD 2,000

This estimate will help you plan your trip and import process effectively.

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PART 20

Splitting Shipments



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20. Can I split my shipments to manage timing and budget flexibility?

Yes, splitting your shipments is a great way to manage both timing and budget. We recommend prioritizing the first container to include essential building materials (e.g., doors, windows, cabinetry, mouldings) and shipping it as soon as possible. The second container can include furniture and non-essential items (e.g., chicken house, netting, garden ornaments) and be shipped after June 2025, based on your budget and tax requirements.

If you're concerned about potential global disruptions in the next 12-24 months, another option is to complete all procurement during this trip and store the second shipment in China. This approach secures your purchases and reduces the risk of delays or shutdowns.

Our team will also provide a rough cost breakdown for each product category, ensuring you stay within budget and are well-prepared for your purchases.

PART 21

Coordinate China Trip



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21. What are the next steps for coordinating the China trip?

01

Flight Booking:

You will handle your own flight bookings from Australia to China.

02

Passport Details:

Please send us your passport details and those of your companions. Once we have this information, we will handle the rest, including accommodation and travel arrangements within China.

03

Product List:

We need your detailed product list to create a customized trip itinerary. This helps us ensure that your time in China is well-spent and focused on visiting the right suppliers.

04

Additional Preferences:

If you have any specific preferences or requests for the trip, please let us know, and we will tailor the itinerary accordingly. We will make sure our team is aligned to support you every step of the way.

PART 22

Conditions for Buying a Physical Container



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22-1. Under What Conditions Should You Buy a Physical Container When Importing from China?

01 You Have Available Space for the Container

02 You Are Located in a Remote or Hard-to-Access Area

03 You Want a Cost-Effective On-Site Storage Solution

04 You Need Temporary Storage for a Project

05 You Require Mobility and Flexibility

06 You Need Secure Storage for High-Value Items

07 You Plan to Modify or Customize the Container

08 You Want Long-Term Cost Savings

PART 23

Construction Project Setup Fee Policy



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23-1. What is the base setup fee for a construction project?

01

The base setup fee for a construction project is AUD 15,000 + GST, plus 10% of the cost of goods.

02

This fee covers the initial setup, including supplier sourcing, logistics planning, and delivery coordination for a single project.



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23-2.China Buying Trip Fee Model (*Valid from 1st Oct 2025)*

Number of Houses	Fees (AUD)
1—2	AUD 15,000+ GST+ 10% cost of goods
3—6	AUD 20,000+ GST+ 10% cost of goods
7—10	AUD 25,000+ GST+ 10% cost of goods
11—more	AUD 30,000+ GST+ 10% cost of goods

Price Includes

- 4 days of travel assistance (TA)
- 5 nights hotel 4-star (1 room)
- Airport pickup and drop-off

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23-2. Can you summarize the fee structure?



Certainly! Here's a quick breakdown of the charges based on different scenarios:

Scenario	Additional Fee	Reason
Same location, same delivery time, same batch	No extra charge	Single project, coordinated once.
Same location, different delivery times	AUD 1,550 + GST per additional batch	Covers administrative costs for coordinating new deliveries.
Different location or separate logistics	Starting from AUD 15,000 + GST + 10% cost of Goods	Treated as a new project due to distinct logistics.

Invitation to Join the China Buying Trip



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Take Action:
Join the Upcoming China Buying Trip

The benefits of participating:

Hands-on supplier verification and quality inspection.

Attend the Canton Fair—the world's largest trade event for construction materials.

Streamline sourcing and reduce project risks.

Call to action:

Provide dates, package details, and contact information to register.

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Summary of the China Buying Trip



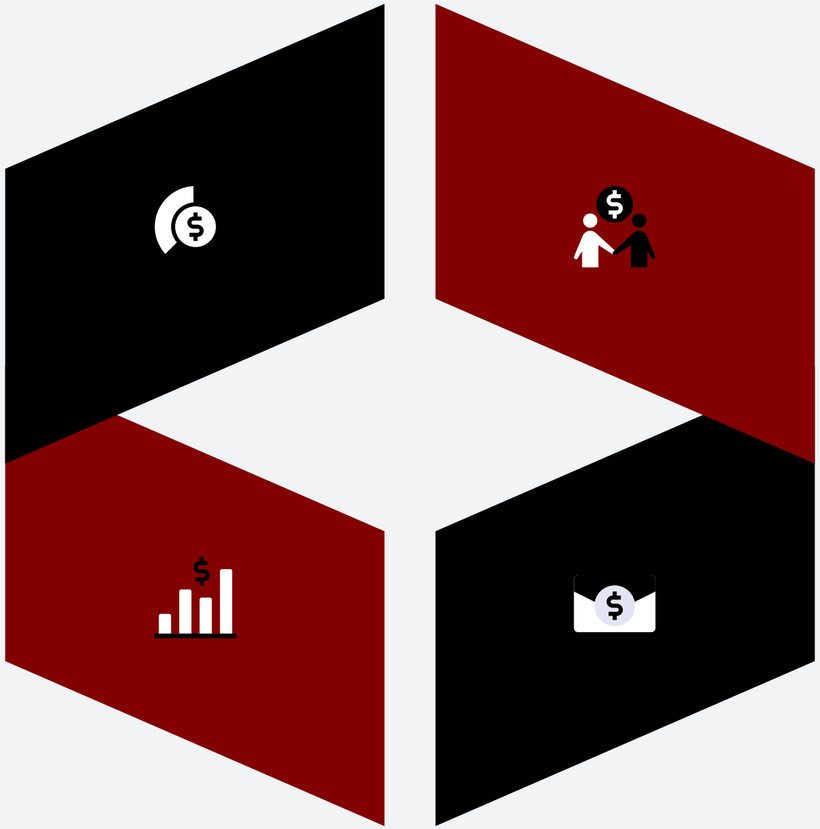
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KEY INSIGHTS TO REMEMBER

1. Avoid costly mistakes through supplier verification, inspections, and clear contracts.

2. Tailored solutions are available for all project sizes.



3. Cost of 30-50% savings are achievable without compromising quality.

4. The China Buying Trip and Canton Fair are proven pathways to success.

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Thank You

FOR YOUR ATTENTION

www.chinadirectsourcing.com.au

lindy.chen@chinadirectsourcing.com.au

Info@chinadirectsourcing.com.au

0418899698

lindychen921421

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