

Why InterBridge

Your sourcing team in China, *working for you*



AI-generated image · Canton Tower, Guangzhou



InterBridge Trans & Trade · Guangzhou

Version 2026-10 · current terms: interbridge-solutions.com/why-interbridge

At a glance

[On the web: interbridge-solutions.com/why-interbridge](https://interbridge-solutions.com/why-interbridge)

InterBridge Trans & Trade, a China sourcing agent in Guangzhou, negotiates with factories directly and in Chinese, **can pay sellers for you** and follows your order until shipment.

✓ **Commission capped at 5%**

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✓ **Supplier background check included**

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✓ **Every price and message shared with you**

[Page 8](#)

What makes buying from China hard from abroad

 **Who is the seller?** A listing does not always show whether you deal with a factory, a trading company or a reseller. [Page 5](#)

 **Layers in the price** Trading margins, export services, platform costs and dollar pricing can sit between the factory and you. [Page 6](#)

 **Built for buyers in China** Most 1688 sellers work in Chinese, take Chinese payment methods and ship within China. [Page 3](#)

 **Far from production** Production dates, quality and packing are hard to follow from another time zone, in Chinese. [Page 8](#)

 **Recourse from abroad** A judgment from a court outside China needs separate recognition before China can enforce it. [Page 9](#)

InterBridge works on each of these for you, from Guangzhou.

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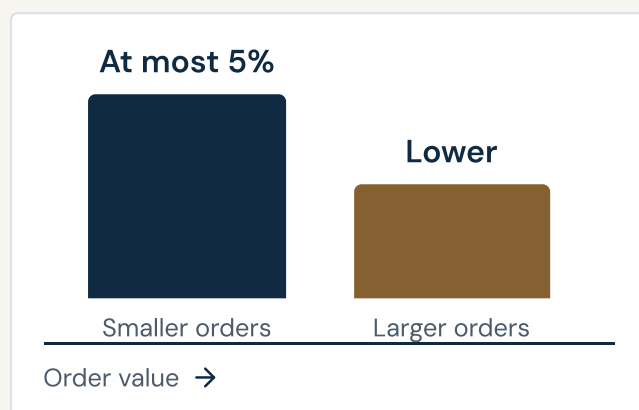
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Commission *capped at 5%*, lower on larger orders

On the web: interbridge-solutions.com/why-interbridge#fees

InterBridge's commission is at most 5% of the **goods value** (the price of the products you buy), with *no minimum fee*, and the supplier background check **costs nothing extra**.



Not to scale; your exact rate is in your quote.

- **Negotiation in Chinese:** the saving *can be larger than the commission*, and you see both quotes.
- **Third-party costs**, such as samples, freight and lab tests, are listed separately.

“The rate is lower on larger orders because InterBridge works for a long-term relationship with you, not a single sale.”

Factory visits, audits and inspections are quoted separately. Services without an order, such as interpretation, business setup, visit planning or dispute support, are *quoted per scope*.

Paying sellers in China

1688 has some cross-border channels, but most sellers work in Chinese, take Chinese payment methods such as Alipay and deliver within China.



- **Paying sellers in China:** InterBridge can pay them for you, *at no extra charge* for standard-sized orders.
- **On 1688**, InterBridge usually pays at checkout from **its own 1688 account**, so the order keeps *1688's dispute process*.
- Some sellers require a direct bank transfer instead. Such a payment is outside 1688's dispute process, so the purchase terms and your order record carry the protection.
- When InterBridge pays a seller for you, each payment is made only on your instruction.
- The exchange rate used for each payment InterBridge makes for you is shown in your payment record.

For a very large order, how payment to sellers is handled is agreed in the quote, before you order.

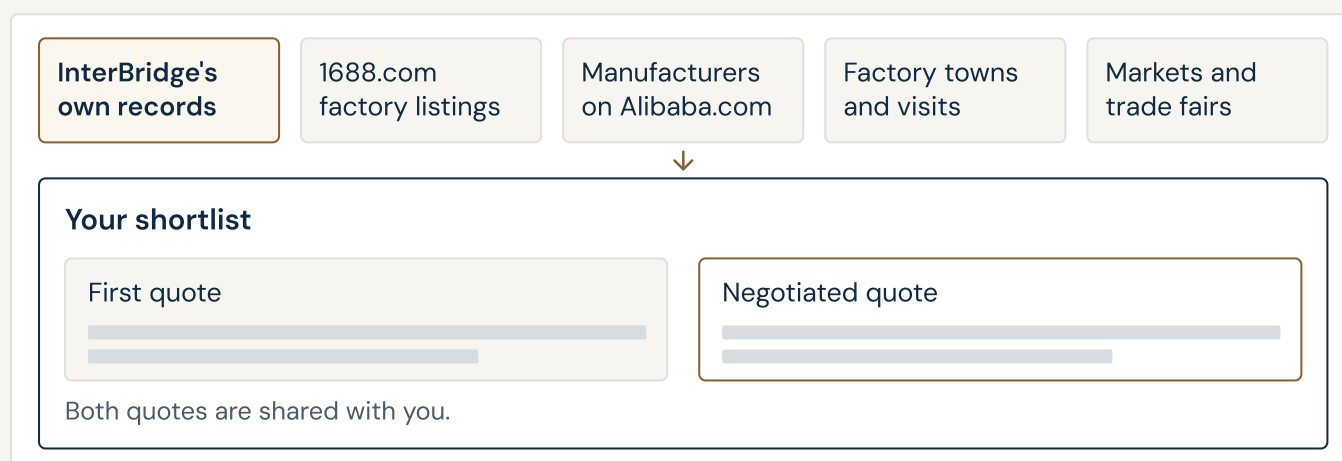
Direct factory access and *negotiation in Chinese*

On the web: interbridge-solutions.com/why-interbridge#factory-access

InterBridge starts from **its own extensive sourcing records and tools**, covering factories and suppliers across China, then negotiates with the maker directly, *knowing current market prices*.



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What direct factory contact can change:

- **Price:** no trading company's margin between you and the factory.
- **MOQ** (*minimum order quantity*): negotiated with the factory itself.
- **Customization:** changes agreed with the people who make the product.
- **Speed:** quotes and samples without an extra layer of messages.

Where InterBridge searches and how it negotiates

Many good factories are not online, so the team also visits markets and factories in person when your order needs it.

Examples of manufacturing clusters and markets include furniture in Foshan, electronics in Shenzhen and its Huaqiangbei market, small commodities in Yiwu, cosmetics in Guangzhou's Baiyun district, bags in Shiling, toys in Dongguan and Shantou, and lighting in Zhongshan.

“InterBridge compares quotes for the same specification and negotiates price, MOQ, payment terms, packaging and lead time with the factory.”

Supplier background check included, *before you pay*

On the web: interbridge-solutions.com/why-interbridge#background-check

Every InterBridge project includes a **background check on the supplier company** you deal with, *at no extra cost*, with a written summary of what the records show.

Supplier background check		Example layout
Identity	Chinese legal name, registration number, status, founding date, address, legal representative	
Ownership and capital	Shareholders; capital promised versus paid in	
Compliance flags	Official warning lists and penalties	
Court records	Lawsuits, enforcement cases, dishonest-debtor list	
Export readiness	Customs registration and customs credit rating	
Factory or trader?	Registered activities, insured employees, address, certificates, patents	
Risk summary	In plain language	

- **Read in Chinese**, from China's public company, court and customs records.
- **Factory visits and audits** go further and are quoted separately.

A background check shows what the records say today; it cannot guarantee how a supplier will perform.

“Registered activities and paperwork are signals of a factory, not proof. A visit to the production site is the strongest check.”

Where the information comes from

InterBridge reads the supplier's records in Chinese from public sources, such as the national enterprise credit system, court enforcement and judgment records, and the customs credit platform. The registration number is the 18-character unified social credit code.

Not every court judgment is published, so “no records found” does not prove a clean history.

The included check is made on the supplier you deal with, before you order. Checking a counterparty after a dispute starts is part of Trade Dispute Support, quoted per scope.

Alibaba.com vs 1688: why 1688 is *often cheaper*

On the web: interbridge-solutions.com/why-interbridge#alibaba-vs-1688

Both belong to Alibaba Group: **Alibaba.com** serves international buyers, while **1688.com** is China's domestic wholesale market, where InterBridge negotiates in Chinese and can pay sellers for you.

Why the same product can cost more



Compare the **landed cost**, not the listing price: delivery, packing, inspection, freight and duties.

Alibaba.com and 1688.com compared

	Alibaba.com	1688.com
Built for	International buyers	Businesses inside China
Language and currency	English and other languages; mostly US dollars	Chinese; RMB (Chinese yuan)
Typical sellers	Manufacturers and many exporting trading companies	Factories and wholesalers
Prices	Export prices, which can include a trading margin, export services and platform costs	Domestic wholesale prices, <i>often lower</i>
Payment and delivery	International payment; ships internationally	Chinese payment such as Alipay; ships within China
Buyer protection	Trade Assurance (Alibaba.com's order protection), when you pay through Alibaba.com	Secured payment, designed for buyers inside China
What InterBridge adds	Looks for the factory behind the listing; checks the seller	Negotiates in Chinese, checks the seller, can pay the seller for you , quotes export shipping separately

“Trading companies can be useful, for example for mixed small orders. What matters is knowing who makes your product and what each step adds.”

Factory visits, inspections and your trip to China

On the web: interbridge-solutions.com/why-interbridge#on-the-ground

InterBridge works from Guangzhou, so an agent can **visit factories and check goods** for you, or **go with you** when you come to China.



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Inspections

Sampled checks before final payment, with photos and a report, *quoted separately*.



AI-generated image · Yide Road, Guangzhou

Markets and factory towns

Many factories are not online, so InterBridge also visits markets and factory towns when needed.



AI-generated image · Canton Fair complex, Pazhou

Trade fairs

Canton Fair days planned around your product categories, with interpretation and follow-up notes.



AI-generated image · Guangzhou South Railway Station

Your trip

An agent and interpreter at your side; hotels, transport and an itinerary on request, *itemized in your quote*.

An inspection checks a sample of the goods, not every unit.

“Each inspection follows criteria you approve before the visit, and the report records what was found on the day. A visit alone does not verify a supplier.”

What is included and what is quoted

Factory visits, audits and inspections are quoted separately, so you choose the checks your order needs.

Travel outside Guangzhou, hotels and local transport are itemized in your quote. Flights and visas remain your own booking unless agreed.

Interpretation is English–Chinese as standard. Other languages are possible only when a suitable interpreter is confirmed for your dates.

Factory quotes, messages and follow-up, *shared with you*

On the web: interbridge-solutions.com/why-interbridge#transparency

For your order, you see the **factory's own quotes**, supplier messages and payment records, with **the InterBridge commission on a separate line**, so you can check every cost.

Your order record

Factory quotations, as received

Supplier messages

Purchase order and terms

Payment records

Inspection report

Your quote, line by line

Factory price

As quoted

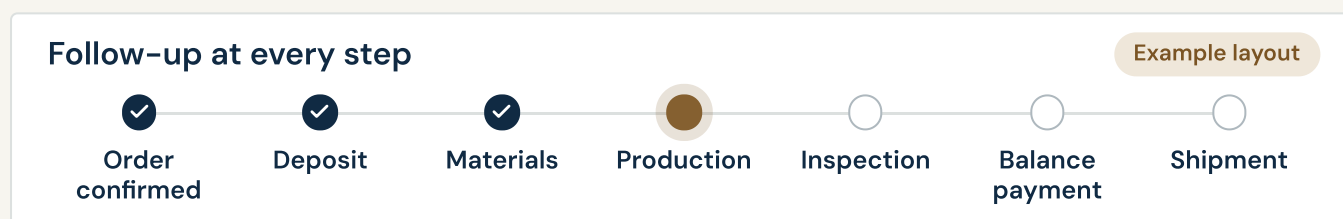
InterBridge commission

At most 5%

Third-party costs

Itemized

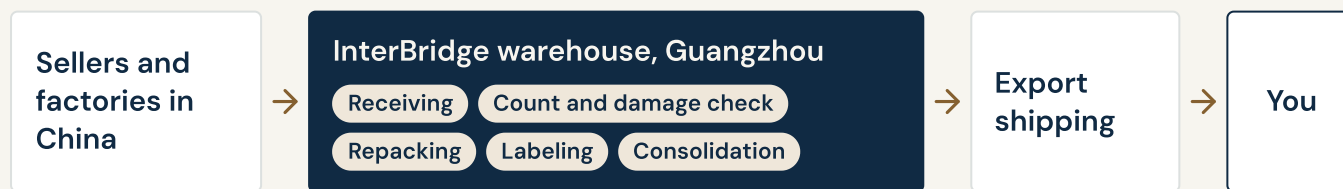
- **Follow-up until shipment:** InterBridge checks each step and warns you *early* if a date is at risk.
- **Repeat orders** start from your approved samples and agreed terms.



Inspection comes before the balance payment, so you can release the balance after the goods pass. When InterBridge pays a seller for you, each payment is made only on your instruction.

Checked and packed in our *Guangzhou warehouse*

Goods bought for you go to **InterBridge's own warehouse in Guangzhou**, where the team checks the count and visible damage, then packs, labels and consolidates them at *competitive rates*.



Checked on arrival: count and visible damage, so problems are raised while the goods are still in China.

One shipment from several sellers: orders from different sellers are consolidated before export.

Export shipping is arranged by InterBridge and *quoted separately*.

The arrival check covers count and visible damage; a product inspection is a separate, quoted service.

Product development, from your idea to *production*

On the web: interbridge-solutions.com/why-interbridge#product-development

If your product does not exist yet, InterBridge coordinates **partner designers, engineers and prototyping workshops** to turn your idea into drawings, a prototype and a factory-ready sample.



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- **Start from what you have:** a sketch, a photo, a reference product or a description.
- **A working prototype** (*MVP*, minimum viable product) to test before you pay for molds.
- **Design and prototype work** is *quoted before it starts*.



The partners are specialists InterBridge selects and coordinates for each step, not an in-house team.

Supplier problems: a registered company *on your side*

On the web: interbridge-solutions.com/why-interbridge#protection

InterBridge is **registered in Guangzhou**, so when a supplier breaks an agreement on your order, it can act locally and in Chinese, *which is hard to do from outside China*.



Buyer of record

When InterBridge buys for you, it is the buyer in China and can take problems up directly.



Local action

A supplier visit, a firm request in Chinese, reports of illegal conduct to platforms or regulators.



Evidence Chinese courts accept

Contracts, payment records and WeChat messages, organized from your first quote.



Why local matters

A judgment from a court outside China needs separate recognition before China can enforce it.

InterBridge is not a law firm, does not represent clients in court and cannot guarantee a refund or recovery; legal action is taken by a qualified Chinese lawyer.

When formal action is needed, InterBridge briefs a qualified Chinese lawyer, with the record already organized.

Taking a problem up with the supplier is part of following your order. Formal dispute work, notarization and lawyers' fees are quoted separately.

We work for you



Protect

Supplier checks, a documented record and local action in China.



Save

A 5% cap, direct factory contact, negotiation in Chinese and sellers paid for you.



Follow up

Every step followed to shipment; repeat orders start from the record.



Be there

Visits, inspections and an agent at your side in China.

Questions about working with InterBridge

How can I check the factory price and InterBridge's commission?

InterBridge shows you the **factory's own quotation** and its commission as a *separate line*, together with the agreement and the payment records. You can compare what the factory quoted with what you pay at every step of the order. Messages with the supplier are shared too, so the prices and commitments made for your order are **on record**.

How can I buy and pay on 1688 from outside China?

An agent in China can buy and pay for you. 1688 has some cross-border channels, but most sellers work in Chinese, take Chinese payment methods such as Alipay and deliver within China. InterBridge negotiates on 1688 in Chinese, checks the seller and can **pay the seller for you**, at no extra charge for standard-sized orders. Each payment record shows the exchange rate used, and export shipping is *quoted separately*.

What happens if a supplier takes my money or does not deliver?

InterBridge acts locally on orders it handles: an agent contacts the supplier in Chinese, visits if needed and uses **your order record**. If InterBridge bought the goods for you, it is the **buyer of record** and can raise the problem directly. A court judgment from outside China needs separate recognition in China. Legal action goes through a qualified Chinese lawyer, quoted separately. InterBridge is *not a law firm* and cannot guarantee a refund or recovery.

All eight questions are on the page: interbridge-solutions.com/why-interbridge#faq

Tell an agent what you want to source



Send the **product, quantity and destination**, plus photos or a link if you have them.

Chat on WhatsApp
[+86 153 2546 7680](https://wa.me/8615325467680)

Email an agent
Moda232320315@gmail.com

Contact on WeChat
Voguishgirl

On the web
interbridge-solutions.com/why-interbridge

Based in Guangzhou, China

What happens next

- 1 You **message an agent**.
- 2 The agent replies with **questions to define the scope**.
- 3 You agree the **scope and quote before any work starts**.

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Images: AI-generated illustrations of real places in Guangzhou or of generic scenes; none shows InterBridge staff, clients, projects or premises.