



Business Travel to China

A Practical Guide for Overseas Buyers

Plan the visit. Check the supplier. Prepare before you pay.

QGO Business

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Contents

Start with your entry route, then build the trip around the business decision you need to make.

Ch0 - Entry routes at a glance	03	Ch7 - Planning around the Canton Fair	18
Ch1 - Which visa fits your visit?	06	Ch8 - Where a business visit can go wrong	20
Ch2 - Preparing an invitation letter	07	Ch9 - Choosing local support	21
Ch3 - Before you book the flight	08	Ch10 - Start with a useful brief	23
Ch4 - Before you land	10	FAQ	24
Ch5 - Understanding the supplier behind the listing	12	References	25
Ch6 - Agreeing payment terms	15	Disclaimer	27

140TH CANTON FAIR / AUTUMN 2026

1.55 million

m² of exhibition area

13

Product categories

54

Exhibition sections

Sources: MOFCOM [19] and the official Canton Fair website [30]. Fair-wide figures, not QGO performance.

How to use this guide

Written for small-business owners, importers and buying teams visiting China to meet suppliers, attend the Canton Fair or visit factories, with additional guidance for U.S. buyers.

Read Ch0-Ch4 before booking. Use Ch5-Ch8 to prepare the supplier questions, evidence and payment discussions. Ch9-Ch10 help you brief a China-side coordinator.

Five decision tools appear where you need them: U.S. entry routes, accommodation registration, a visit evidence sheet, U.S. import preparation and the fair calendar. They organize official guidance and practical checks; they are not risk scores.

Source numbers point to the References section. Government rules, supplier statements and practical planning advice serve different purposes: a useful observation is not a certificate or a guarantee.

This guide concerns short business visits to mainland China. Hong Kong and Macao have separate entry systems. Check the requirements for each part of your itinerary.

Ch0 - Entry routes at a glance

Check your passport type, purpose, dates and route together. Nationality alone does not settle every entry question.

ENTRY ROUTE	WHO SHOULD CHECK IT	MAIN BOUNDARY
Unilateral visa-free entry	Ordinary-passport holders on the official 50-country list	Up to 30 days for permitted short visits, including business; policy end dates differ. [1, 2]
Bilateral visa exemption	Travelers covered by a relevant agreement	Passport types, purposes, stay limits and cumulative limits depend on that agreement.
240-hour visa-free transit	Eligible ordinary-passport holders with a qualifying onward journey	Travel onward to a different country or region; use designated ports and stay within permitted areas. [3, 4]
APEC Business Travel Card	Eligible cardholders with China pre-clearance	Valid passport and valid card with CHN approval; up to 60 days per entry under the Chinese rule. [9, 10]
A visa obtained before travel	Visitors who do not meet an applicable exemption	Apply for the category matching the actual purpose; M is the category for commercial and trade activity. [5, 11]

Do not assume one policy end date

The embassy FAQ reviewed for this edition lists December 31, 2026 for 48 countries, December 31, 2027 for Russia, and no stated expiry date for Brunei. The 30-day stay limit is a separate condition. Recheck the official notice for your passport before booking. [2]

The United States is not on the unilateral 30-day list. Canada and the United Kingdom are. Do not apply an old nationality table to a new itinerary. [1]

Before you pay for travel: Confirm the applicable entry route with the Chinese embassy or consulate, official visa center and your carrier. An exemption does not remove border inspection or guarantee admission.

The unilateral 30-day passport list

The NIA list reviewed for this edition covers the following **50 countries**. These are ordinary-passport rules; emergency or other travel documents should not be assumed to qualify. The regions below follow the NIA's grouping. [1, 2]

REGION	COUNTRIES
Europe - 35	Andorra, Austria, Belgium, Bulgaria, Croatia, Cyprus, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Luxembourg, Malta, Monaco, Montenegro, Netherlands, North Macedonia, Norway, Poland, Portugal, Romania, Russia, Slovakia, Slovenia, Spain, Sweden, Switzerland, United Kingdom
Oceania - 2	Australia, New Zealand
Asia - 7	Bahrain, Brunei, Japan, Kuwait, Oman, Republic of Korea, Saudi Arabia
Americas - 6	Argentina, Brazil, Canada, Chile, Peru, Uruguay

Europe is a geographic grouping here, not a list of European Union members.

What to carry

Use a passport valid for the intended stay and carry documents explaining the visit, such as meeting invitations, accommodation details and onward or return travel arrangements. The authority may check your actual purpose and conditions of entry. [2]

Recheck the list and policy end date before travel, especially for an itinerary near the end of 2026. A planned stay beyond the applicable limit calls for the appropriate visa before departure.

TOOL 01 / U.S. PASSPORT ENTRY ROUTES

Choose the entry basis before the flight.

For ordinary U.S. passport holders planning a short commercial visit. If you already hold a Chinese visa, residence permission or another entry entitlement, check its terms first.

Is the 30-day unilateral exemption your entry basis?

The United States is not on the current list. A U.S. passport alone does not qualify under that policy. A U.S.-issued APEC card also does not provide China pre-clearance.

Does the complete journey meet the 240-hour transit rules?

U.S. nationals are on the eligible list. Check a confirmed onward ticket to a different country or region, designated ports, permitted areas and the allowed stay. A short visit by itself is insufficient.

If no applicable exemption fits, obtain the appropriate visa.

M covers commercial and trade activities. Use the current checklist for your place of application; an invitation does not guarantee a visa or admission.

U.S. / mainland China / U.S.

Fails the different onward country/region test for 240-hour transit.

U.S. / mainland China / Japan

Passes that route test only. Every other transit condition still needs confirmation.

Sources: NIA passport and transit rules [1, 3], APEC [10] and the Chinese Embassy in the United States [11]. Routes are illustrations, not flight recommendations or admission decisions. Confirm the full itinerary with immigration and your carrier.

Ch1 - Which visa fits your visit?

If you need a visa, describe the trip you will actually make. A supplier meeting is not made into tourism by adding a sightseeing day.

CATEGORY	OFFICIAL PURPOSE	PLANNING IMPLICATION
M	Commercial and trade activities	Usually the relevant category for buying trips, commercial supplier meetings, negotiations and trade-fair business visits.
F	Exchanges, visits, study tours and other relevant activities	Do not assume an F visa covers a buying trip because the itinerary includes a factory visit. Ask the responsible mission if the purpose is mixed.
L	Tourism	Choose this for tourism, rather than describing a sourcing trip as a holiday.

These categories come from the entry and exit regulations. The consular authority assesses the application and may request additional documents. [5, 11]

If you qualify for visa-free entry

You may not need an M visa for a qualifying short business visit. Check the passport list and permitted purposes. Visa-free business entry does not authorize employment, study, journalism or other activities requiring permission. [1-4]

If your passport is not on the list

Bilateral arrangements, APEC pre-clearance, regional schemes and transit policies have separate conditions.

For an ordinary Indian passport and a routine supplier visit in Guangzhou, plan on a visa before travel unless the authorities confirm an alternative. India is absent from the unilateral and 240-hour transit lists. Vietnam joined the transit policy on August 20, 2026; a qualifying onward itinerary is still required. [1, 3, 4, 12]

An invitation supports an application. It is not a visa, a promise of admission or permission to stay beyond the period granted.

Ch2 - Preparing an invitation letter

An invitation should make the commercial purpose easy to understand and consistent with the rest of the application. Build it around real meetings and accurate information about the inviting party.

Build the letter around the actual visit

Common information requested in official M-visa guidance includes:

1. **Applicant:** Full name, gender, date of birth and any passport details required by the responsible mission.
2. **Visit:** Business purpose, planned arrival and departure dates, and places to be visited.
3. **Relationship and costs:** The relationship with the inviting party and who will pay the expenses.
4. **Inviting party:** Name, address, contact telephone number, official stamp and the required signature.

Use the exact checklist for the place where you apply. The United States embassy's requirements, New Delhi's business-license and identity-document requirements, and Lagos's checklist are examples of jurisdiction-specific guidance. One mission's accepted documents do not establish a worldwide rule. [11-13]

Check details across documents

Compare the invitation with the application, passport, meeting schedule and inviting company's records. Resolve inconsistent company names, dates and addresses before submission. If the form asks for a Chinese company's Unified Social Credit Code, obtain it from the business license; do not rely on a field number copied from an older application form.

Some missions accept a scan or printout but may request the original. Additional documentation, an interview or further verification may be required. Follow the local instructions on signatures, stamps, language and document format. [11, 13]

Who should issue it? Ask your actual Chinese business counterpart or the trade fair through its official process. Do not buy a fictional invitation. QGO's coordination service should not be treated as an undertaking to issue a visa invitation or obtain a visa.

Keep visa documents separate from supplier payment discussions. Tooling costs and deposits belong in the commercial agreement, not in an invitation-letter checklist.

Ch3 - Before you book the flight

1. Read the entry permission carefully

For a visa, check the number of entries, the date by which entry is permitted, and the duration of each stay. These are different conditions. A long-validity visa does not permit an uninterrupted stay for its entire validity. [8, 11]

For ordinary embassy-issued visas, NIA guidance counts the permitted stay from the day after entry. The unilateral 30-day exemption also counts from 00:00 on the next day. Other permissions and bilateral arrangements must be checked under their own rules. [1, 8]

Keep a copy of the visa and entry record. If the permitted departure date is unclear, ask border inspection or the local exit-entry administration. Do not assume every ordinary arrival stamp carries a separate handwritten stay-until date. [8]

2. Do not build the trip around an extension

Visa holders seeking a stay extension must apply to the local public-security exit-entry administration at least seven days before the permitted stay expires. NIA's M-visa guidance calls for supporting information from the local inviting or receiving party. Approval is not automatic. [6, 7]

The law limits the **accumulated additional extension** to the original visa's duration of stay. NIA's M-visa guidance also states a maximum extension of 180 days. Both limits apply; 180 days is not an automatic allowance. [6, 7]

For example, a visa allowing a 30-day stay does not acquire a 180-day extension entitlement. The accumulated extra days cannot exceed the original 30-day allowance. That is different from saying that the original stay plus every extension must fit inside 30 days. The authority decides the actual period granted.

If plans change: Contact the exit-entry administration promptly. Do not assume that a late request will be accepted, that an appointment alone protects your status, or that filing any application automatically authorizes continued stay.

Visa-free visitors use a different permission route if they have sufficient reasons to remain longer. Anyone already planning a stay beyond the exemption should obtain the appropriate visa before travel. [2]

3. Test the transit route before buying it

The NIA's August 20, 2026 policy covers 57 nationalities, 65 designated ports and permitted areas within 24 provincial-level regions. A qualifying ordinary passport and a confirmed onward ticket to a third country or region are required. Check the current port and area list; the policy does not allow unrestricted travel throughout China. [3, 4]

Think in terms of **A** → **mainland China** → **C**, with A and C different countries or regions. A return trip from the same country through China back to that country does not become qualifying transit simply because the ticket is short.

Do not assume a domestic connection, airport change or side trip is permitted under your particular route. Confirm the whole itinerary with the carrier and immigration authority, including the exit port and the latest permitted departure time.

4. Leave a practical departure buffer

Avoid making an important meeting depend on departure at the last possible moment. A canceled flight or ground delay can leave little time to resolve the situation.

Arrange lawful departure within your permitted period and leave time for the exit formalities. If a disruption threatens your deadline, contact your airline and the exit-entry authorities immediately.

Before booking: four checks

- Passport validity, visa or exemption, entries and permitted stay all fit the route.
- Supplier appointments are confirmed at the actual production or meeting addresses.
- The hotel base and airport suit the route, rather than just the lowest airfare.
- Cancellation terms and enough travel time leave room for a meeting change.

For a fair-led trip, use QGO's [Canton Fair business visit planning guide](#) to connect fair days with supplier meetings.

Ch4 - Before you land

Choose the base before the airport

Guangzhou, Foshan, Dongguan, Shenzhen and Huizhou are not interchangeable meeting locations. Ask for each site's complete address, then group appointments geographically. The city name on a supplier profile may describe a sales office rather than the production site.

A short station-to-station train journey is not the same as a transfer from an airport to an industrial park. Include immigration, baggage, road traffic, station access, waiting and the final drive. Do not budget a universal one-hour Guangzhou-Shenzhen transfer.

Save these details before departure:

- The hotel name, address and telephone number, including the Chinese address.
- Each supplier's legal name, site address, contact person's name and local telephone number.
- The confirmed vehicle pickup point and a way to contact the coordinator if your flight changes.
- A meeting brief, product specifications and the questions you need answered.

See QGO's [factory visit route guide from Guangzhou](#) for the planning framework. Estimate journey times for your actual addresses and travel dates.

Arrange connectivity and ways to pay

Install and test the apps you need before departure. Arrange roaming or a suitable SIM/eSIM, check device compatibility and keep important addresses and documents available offline. Ask your employer's IT team about lawful, approved access to business systems.

Alipay and Weixin Pay support eligible international cards, subject to the app, card issuer, verification and transaction conditions. Linking a card does not guarantee every payment will succeed. Carry another payment option and some RMB cash for practical backup. Check current fees and limits in the app and with your bank. [15]

Use a business interpreter when the meeting depends on technical detail or commercial nuance. Share the vocabulary and agenda in advance. General business interpretation should not be assumed to include certified legal or specialist technical advice.

Register the place where you stay

TOOL 02 / ACCOMMODATION REGISTRATION

Who registers your stay?

Hotel

The hotel registers and reports.

Present your passport at check-in and confirm that the hotel handles the registration with local public-security authorities.

Other accommodation

You or your host registers within 24 hours of arrival at the accommodation.

An apartment booking alone does not complete registration.

Non-hotel registration channels

NIA official website / NIA 12367 app / NIA 12367 WeChat or Alipay mini program / local public-security office.

Source: NIA Announcement No. 7 of 2026 [14]. Online non-hotel registration has been available nationwide since September 21, 2026; the offline route remains available. Keep the confirmation and follow local instructions when changing accommodation.

Two separate processes: An arrival card records your entry information. Accommodation registration records where you stay. Completing one should not be treated as completing the other.

Make the first meeting easy to start

Ask the supplier to confirm the gate, building or unit, visitor requirements, photography rules and who will attend. Find out whether production will be running during your visit. A showroom appointment and a production-floor visit answer different questions.

For confidential products, agree what can be shown, recorded or shared. Do not photograph production, customer designs or staff without permission.

At the end of each day, record which points you observed, which the supplier stated and which remain unanswered. A photo without a date, site and context is hard to use later.

Before leaving the hotel: Confirm that the contact person is available and the address is unchanged. A workable schedule is more valuable than a crowded list of appointments.

Ch5 - Understanding the supplier behind the listing

Start with a better question than “Is it a factory?” Ask: **Which legal entity will contract with us, which site will make this product, and what evidence connects the two?**

A manufacturer, contract processor, integrated manufacturer-trader or trading company can be a useful supplier. The label alone does not tell you whether the arrangement suits your order.

Start with the legal company name

Request the Chinese registered company name and business license. Compare the legal name, Unified Social Credit Code and status with the National Enterprise Credit Information Publicity System. Then compare the supplier's contract, invoice and proposed payment recipient. [24]

Ask for a written explanation if the production company, sales company, exporter and payment beneficiary are different. A difference is a question to resolve, rather than automatic proof of wrongdoing.

Registration establishes certain recorded facts. It does not establish that the company owns the machines shown in a brochure, can make your product, or will deliver your order.

Treat photos as leads

Listing images may be old, selective or disconnected from the entity offering the goods. Ask when and where they were taken and how the site relates to the contracting company. Use images to frame questions, then check the answers against other evidence.

A live video walkthrough can help you ask better questions before traveling: request the relevant process, equipment and shipping area, and ask the person filming to explain the route. It remains limited evidence. A trader can arrange access to a partner's plant; a continuous video does not prove ownership or future performance.

Headcount is context, not a verdict

Ask about shifts, temporary workers, subcontracting, peak-season workload and the people assigned to your product. A small specialist plant can be suitable; a large workforce can still be unavailable for your order. A single day's headcount is not a verified capacity calculation.

Related guide: [Manufacturer vs Trading Company in China](#).

TOOL 03 / FACTORY VISIT EVIDENCE SHEET

Record what the visit actually establishes.

Use one sheet per supplier and site. Record the legal entity, address, date and attendees. A visit adds evidence; it does not guarantee the next production run.

Supplier / site / visit date:

QUESTION	EVIDENCE TO RECORD	KEEP OPEN UNTIL CHECKED
Relevant production site?	Address, process shown, link to contracting entity	Ownership, subcontracting and other sites
Capacity for this order?	Relevant machines, cycle times, workload and records	Available capacity during your production period
Product matches specification?	Approved sample, materials, tolerances, controls and test records	Production consistency, testing and shipment inspection
Credible lead time?	Material plan, schedule and documented order history	Bottlenecks, disruptions and completeness of records
Ready for your market?	Product-specific compliance documents and export history	Exact model, factory, market and current rules
Workable MOQ?	MOQ, setup/sample costs and alternatives	Effects on material, tooling, unit cost and schedule

Observed

Photo/document ID, site and date.

Supplier stated

Claim, speaker and evidence requested.

Still to verify

Next check, responsible person and deadline.

Adapted by QGO from the published verification framework [27] and [China Factory Visit Checklist](#). This is a note-taking template, not an official audit form, supplier score or QGO inspection commitment.

A quoted lead time is an intention, not a delivery record. A clean workshop or impressive machine does not answer that question alone. “A grade” and “B grade” are not universal specifications: agree measurable materials, dimensions, finish, performance, tests and acceptance criteria, and compare production with an approved sample. Appoint a qualified provider separately for formal audits, testing or inspection.

Use industrial geography as a starting point

Manufacturing clusters reflect supply chains, skills, infrastructure, customers and policy as well as materials. The nearest raw-material port is not a universal route to the lowest price.

AREA	EXAMPLES SUPPORTED BY PUBLIC INDUSTRIAL PROFILES	USE IN PLANNING
Foshan	Furniture, ceramics and household appliances, with different town-level specializations [21]	Identify the relevant district and actual production address.
Dongguan	Electronic information and electrical machinery/equipment manufacturing [22]	Group related meetings by location rather than by the sales office's city label.
Shenzhen	Electronic information and related technology sectors [23]	Separate component markets, design offices and production sites in your itinerary.

These are examples, not an exhaustive supplier map or a statement of QGO's category expertise. Do not rule a supplier in or out solely because of its province.

Keep screening, visits and audits distinct

QGO's published [Supplier Pre-Visit Screening](#) is a preliminary desk-based review using public information, supplier documents and initial responses. Within the agreed scope, it reviews corporate information, likely manufacturing status, available qualifications, reported production/export information, public risk indicators and preliminary commercial terms. [26]

The published [Supplier Due Diligence & Factory Verification](#) service is a more detailed structured review within its confirmed scope. Its name does not mean accredited factory auditing, inspection, legal due diligence or a financial audit. [27]

A coordinated visit helps you meet the supplier and ask questions. It does not automatically include an independently verified headcount, capacity assessment, materials inspection or financial investigation. QGO does not guarantee supplier suitability, quality, capacity, delivery or transaction results. [25-27]

Define the deliverable: Ask what will be reviewed, what evidence is available, what remains supplier-reported, and whether any qualified third-party work is separately included. Do not assume resident production monitoring is part of visit coordination.

Ch6 - Agreeing payment terms

Ask what the deposit is funding

A 30% deposit and 70% balance, or a 50% advance, can be a proposed commercial arrangement. Neither is a universal industry rule, a legal requirement or evidence that a supplier is trustworthy.

Tooling, custom components, material purchases, order size, credit terms and bargaining position can all affect the request. Ask the supplier to explain the costs and milestones. Then decide what evidence and contractual protection you need before exposing more money.

BEFORE AGREEING PAYMENT	PUT IT IN WRITING
Product	Exact specification, agreed sample and document version
Tooling	Price, ownership, permitted use, storage and release conditions
Production	Milestones, change approval and handling of subcontracting
Acceptance	Inspection/testing scope, criteria, timing and who pays
Payment	Beneficiary, currency, amount, due event and evidence required
Delivery	Agreed trade term, named place and version, shipment documents and timing
Problems	Notification, rework/replacement/refund process and dispute provisions

An inspection-before-balance arrangement must be agreed, arranged and carried out. Writing “70% after inspection” does not create an inspection service or resolve what happens if goods fail.

TOOL 04 / U.S. IMPORT PREPARATION

Before the deposit, define the import questions.

A supplier's export experience is not a conclusion about your U.S. import. Use this preparation sheet with your customs broker and relevant product specialists before agreeing an order.

PREPARE	QUESTION TO RESOLVE	EVIDENCE / PERSON RESPONSIBLE
Exact product	What are its composition, intended use, manufacturer and country of origin?	Specification and supporting records; supplier plus buyer
Classification and value	Which HTS classification and valuation treatment fit the actual merchandise?	Detailed product and pricing/payment information; importer and broker, with CBP guidance where needed
Commodity-specific rules	Which permits, certifications or other-agency requirements apply?	Applicable agency requirements and model-specific evidence; relevant specialist
Entry and charges	Who is the importer of record, and who prepares entry documents and pays applicable duties, taxes and fees?	Written responsibilities and current cost advice; importer and broker
Ocean shipment	If arriving by vessel, who handles the applicable Importer Security Filing?	Confirmed filing responsibility and deadline; relevant filing party

Source: U.S. Customs and Border Protection, [Tips for New Importers and Exporters](#) [29], last modified August 27, 2024; checked October 16, 2026. QGO has organized the questions as a preparation checklist. Completing it is not a customs ruling, product approval or instruction to pay.

Keep responsibility visible

CBP states that using a customs broker does not remove the importer of record's ultimate responsibility for correct entry documentation and applicable duties, taxes and fees. Requirements depend on the merchandise and entry circumstances. [29]

Before relying on an “all-in” or DDP quote, ask who will act as importer of record and what duties, fees, documentation and product requirements the arrangement covers. Obtain appropriate advice; QGO does not act as your customs broker or certify U.S. admissibility. [25, 29]

No tariff percentage or landed-cost estimate is supplied here. Obtain current, product-specific advice before committing funds; a supplier's quoted shipping term alone does not settle these questions.

Check the beneficiary before every payment

Compare the account details with the contracting entity and the agreed payment route. Independently confirm any change through a contact method you already trust. Investigate personal accounts, unexplained third-party beneficiaries and last-minute changes before sending money.

Compare quotations on the same specification, quantity, packaging and delivery basis. A lower quote may reflect a different product, scope or schedule. Ask what changed; do not assume either a bargain or fraud from the price alone.

For the wider process, see QGO's [China Product Sourcing Guide](#). Have your own lawyer, technical adviser and bank review the parts that require their expertise.

Understand the protection you are buying

Alibaba.com Trade Assurance: Create the covered order and make payment through the official payment route linked to that order. Alibaba's published options include online payment and wire transfer using its official bank details. A bank transfer is not automatically outside the program. [16]

Paying a supplier directly outside the covered order/payment process should not be treated as protected just because the supplier displays a badge. Before payment, read the applicable order and program terms, covered issues, amount, evidence requirements and claim deadline. [16, 17]

Do not assume that all samples, small orders or cosmetic differences are automatically excluded. Equally, a general marketing page is not a promise of a refund in your case. Save the order terms, specification, messages, payment evidence and any inspection or delivery records. [17]

Letters of credit: A documentary credit can be useful where its cost and documentation suit the transaction. Where UCP 600 applies, the bank's undertaking concerns a complying presentation of documents. It does not certify the physical goods or replace product checks. The credit's terms determine which bank must honor, when and against what documents. [18]

Ask your bank for an itemized quote covering issuance, advising, confirmation where needed, amendments, document handling, discrepancies, financing and foreign exchange. This guide does not quote a universal fee percentage.

Names, quantities, shipment dates and required documents must be consistent with the credit. Missing documents or discrepancies can delay or prevent payment under the credit; charges depend on the applicable arrangements. Have the bank review the proposed documentary conditions before issuance. [18]

Payment controls reduce exposure; they do not remove commercial risk. QGO does not purchase goods, sign supplier contracts for you, manage production or guarantee recovery of a deposit. The buyer retains the procurement decision and responsibility for independent advice. [25]

Ch7 - Planning around the Canton Fair

TOOL 05 / 140TH CANTON FAIR CALENDAR

Match the product first. Then choose the days.

Phase 1 Oct 15-19 Advanced Manufacturing	Changeover Oct 20-22 No public exhibition	Phase 2 Oct 23-27 Quality Home Life	Changeover Oct 28-30 No public exhibition	Phase 3 Oct 31-Nov 4 Better Life
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Source: MOFCOM / China Foreign Trade Centre [19]. Dates: 2026, Guangzhou local time. In print, band widths show inclusive calendar days, not attendance or recommended trip length. Recheck future sessions.

PHASE	SELECTED SECTORS, NOT THE COMPLETE LIST
1	Electronics and appliances; machinery; vehicles and mobility; lighting; hardware and tools; new energy
2	Household goods; ceramics; kitchenware; gifts and decorations; building materials; sanitary equipment; furniture
3	Apparel and textiles; footwear; toys and maternity/baby products; health products; food; stationery; leisure products

Check the official exhibitor/category information for your exact product and hall. Supplier website categories may not match the exhibition directory.

Registration and badges are separate from travel

Use the official buyer portal and current session's badge instructions to prepare registration before travel. Check any pre-registration requirement, the documents and the collection route for your buyer category. Requirements can differ for new buyers, existing badgeholders and accompanying personnel. [19, 20]

Do not assume a QGO package payment completes official registration, provides a buyer badge or grants entry to the exhibition. QGO is an independent coordination business, not the Canton Fair organizer or an official service provider.

Start with QGO's [Canton Fair First-Time Buyer Guide](#). Use the [Hall Maps and Phase 1 Hall Finder](#) to prepare your route, then confirm the booth and current official map. The tool is a planning aid, not an official admission or navigation service.

Rank the meetings before walking the halls

Make a short list of people you have already contacted, the products you need to compare and the questions that would justify a follow-up visit.

1. **Before the fair:** Confirm booth details and who can answer technical and commercial questions. Send the relevant specification.
2. **At priority meetings:** Discuss the exact product, destination market, MOQ, production site and next evidence needed. Treat a booth sample as a starting point.
3. **During open exploration:** Compare alternatives and identify useful upstream processes, components or designs. Leave time for discoveries without abandoning the priority list.
4. **After each meeting:** Record the legal company name, product/sample reference, unresolved points and agreed next action. Send a written recap.

A full notebook is not the same as a usable shortlist. Delivery evidence, quality controls and the ability to meet your specification matter alongside price. Set those priorities before the meeting.

Keep factory appointments realistic

The exhibition is in Guangzhou; production sites may be in Foshan, Dongguan, Shenzhen, Huizhou or elsewhere. Confirm the actual addresses before deciding whether meetings fit into a fair day.

The breaks between phases are exhibition changeover periods, not extra public exhibition days. They may be useful for supplier meetings when appointments, production schedules and travel time allow. There is no general rule prohibiting a factory visit on a phase-closing day; it is a scheduling decision.

Ask for a visit objective: view a relevant process, resolve a technical question, compare samples, or clarify the relationship between the seller and producer. Arrange formal audits or inspections separately where required.

QGO package boundary: Accommodation may be included according to the selected package. For fixed Canton Fair packages, payment starts availability review; it does not by itself guarantee a particular hotel, vehicle, interpreter, appointment or final itinerary. Final applicable arrangements require written confirmation. Use the current package description and project documents for inclusions and exclusions. [25]

Ch8 - Where a business visit can go wrong

Price gets discussed; the product stays undefined

A quote in a chat is not a complete specification. Confirm the material, dimensions, tolerances, finish, packaging, labeling, tests and destination-market requirements. If you use two languages, agree which version controls and have discrepancies reviewed by the appropriate adviser.

Ask what a lower price changes. A cheaper component, different packaging or longer lead time may be acceptable if it is explicit. It becomes a problem when buyer and supplier believe they agreed to different products.

Friendly agreement gets mistaken for confirmation

Do not turn cultural generalizations into a way to judge a person. Ask the same practical questions of every supplier: Who will do this? By when? At what cost? What evidence will confirm completion?

A warm meeting can be useful without settling every detail. Send a written recap and ask the supplier to correct it. Observe individual preferences and ask about etiquette when unsure.

The schedule leaves no room for evidence

Too many visits can mean that every meeting ends just as the important questions begin. Allow for production-floor access, interpretation, document discussion, traffic and a short debrief.

A label does more work than it should

- A marketplace badge is not a complete supplier assessment.
- A business license is not proof of product compliance.
- A live video is not proof of ownership or future capacity.
- A successful visit is not a purchase recommendation.
- A paid travel package is not a confirmed itinerary.

Before leaving a meeting, ask: **What did we observe, what were we told, and what still needs independent verification?** That distinction will be useful after the trip, when the supplier's presentation is no longer in front of you.

Prepare the discussion with QGO's [Supplier Meeting Guide](#).

Ch9 - Choosing local support

Local support is useful when it solves a defined problem: arranging appointments, coordinating a route, briefing an interpreter, arranging transport or accommodation, or responding to agreed itinerary changes.

You do not need an operator to claim it can “handle everything.” You need a written scope and a clear division of responsibility.

Ask these questions, including when speaking with QGO

1. **Who contracts with me?** Ask for the legal entity, contact details and applicable service documents.
2. **Who delivers each part?** Identify the coordinator and any travel, transport, interpretation or specialist providers. Where a regulated service is involved, ask which entity holds the relevant permission.
3. **What is included?** Confirm the cities, dates, service hours, vehicle/interpreter scope, accommodation basis and third-party charges.
4. **What does the supplier work establish?** Separate desk screening, visit coordination, specialist technical work and formal audit/inspection deliverables.
5. **What happens when a plan changes?** Ask who responds, during what service period, how alternatives are approved and how extra charges work.
6. **When is the visit confirmed?** Ask what remains subject to availability and which written document confirms the final arrangements.

QGO's role

QGO Business is the business-visit coordination brand operated by **HONGKONG QGO TRAVEL CO., LIMITED**. It supports overseas buyers with China-side visit planning and execution, supplier meetings, preliminary screening within the agreed scope, business interpretation, transport, accommodation and local coordination. [25, 26]

Ask which entity will deliver each service and, for any regulated activity, which provider holds the relevant permission. A partner's license and a team member's experience describe different qualifications.

QGO does not act as your purchasing agent or make the procurement decision. It does not bind you to a supplier contract, manage production, perform formal factory audits or quality inspections, provide legal advice, or guarantee supplier performance. [25-27]

Ask whether the trip is ready

Before spending money on the visit, be able to explain:

- What product you intend to sell, and in which market.
- Whether you are buying for your own brand, distribution, wholesale or another defined role.
- Your working specification, likely order size, budget and timeline.
- Which questions a visit can answer that a call or document review cannot.

If those points are missing, preparation may be more useful than a flight. That does not mean you must already have a finished supplier list: initial supplier search and screening can be separately scoped. QGO's published pre-visit service provides for an initial shortlist where required, subject to its stated terms. [26]

Do not confuse a useful introduction with supplier approval. A shortlist narrows the work; it does not transfer the buyer's responsibility for commercial, technical and compliance decisions.

Compare scopes, not headline savings

Ask for the total quoted price, its basis, the inclusions, exclusions and change/cancellation terms. Check what is a QGO service fee and what relates to third parties where the quotation distinguishes them.

Accommodation may be included in a selected fixed package, coordinated separately or outside the project scope. Do not assume the same basis applies to every service. Read the specific offer and final written confirmation.

Compare like-for-like dates, room/vehicle standards, taxes and cancellation conditions when evaluating rates. Ask for a quotation for the arrangements you need; do not assume a fixed percentage saving against public prices.

If independence or remuneration matters to your decision, ask how referrals, supplier relationships and fees are disclosed before agreeing the service.

A useful visit has a defined decision behind it. You may need to learn how a product is made, resolve two conflicting documents or compare shortlisted sites. Write that objective before choosing the number of days.

Bring the unresolved items from your evidence sheet: the meeting to arrange, the document to request, the process to see and any specialist work to appoint. QGO can scope China-side coordination around those tasks; the buyer keeps the supplier and procurement decisions.

Ch10 - Start with a useful brief

Send the business question before asking for an itinerary. “We need to compare these two production sites against this specification” is easier to plan than “We want to see factories.”

What to send QGO

- Product category, destination market and working specification.
- Existing supplier names, websites and addresses, if available.
- Whether you need initial supplier search or a review of your own shortlist.
- Proposed dates, cities, number of visitors and fair phase, if relevant.
- Meeting objectives, language needs and any specialist requirements.
- Transport/accommodation preferences, budget and deadlines.

Send only the information needed to scope the work. Agree suitable confidentiality arrangements before sharing sensitive designs, customer information or restricted material.

What to establish in writing

Request the service scope, deliverables, evidence limitations, price, third-party costs, service hours and change/cancellation terms. Confirm who will provide any formal audit, testing, legal or other specialist work.

For a fixed Canton Fair package, use its published process and remember that payment initiates availability review. For a custom project, use the confirmed proposal and agreement. Neither route makes an unconfirmed supplier appointment certain.

Discuss your visit

[Request a Proposal](#)

WhatsApp: +44 7568 269564

Email: contact@qgobusiness.com

[Browse All Resources](#)

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If you have a product, target market and visit objective, send a short brief to discuss the coordination required. Consultation is optional; this guide does not require an email signup.

FAQ

Do ordinary Indian passport holders need a visa for a business visit?

For a routine supplier visit in mainland China, plan on the appropriate visa in advance unless the Chinese authorities confirm a specific exemption. India is absent from the current unilateral 30-day and 240-hour transit lists. Consult the checklist for your place of application; do not rely on an assumed visa-on-arrival option. [1, 3, 12]

Does a U.S. or Canadian APEC card give visa-free entry?

The card alone does not provide China pre-clearance for cards issued by these transitional members. Another entry basis is required. Canadians may separately qualify under the current 30-day unilateral exemption. U.S. travelers should check a visa or a qualifying exemption such as 240-hour transit. A fully participating economy's eligible card requires CHN approval and a valid passport for the Chinese 60-day rule. [1, 3, 9, 10]

Can I extend an M-visa stay?

You may apply with supporting documents at least seven days before expiry. Approval and the period granted depend on the authority's assessment; the accumulated additional extension cannot exceed the original permitted duration, and the applicable M-visa ceiling also applies. Do not plan a trip assuming approval. [6, 7]

Is a factory visit an audit?

No. A visit can support observations and discussion. Formal factory audits, inspections and laboratory testing require their own provider and scope. QGO's published screening and verification services do not make it an accredited auditing, inspection or certification body. [25-27]

How is a QGO visit priced?

Use the current fixed-package offer or request a written custom quotation. Dates, locations, visitors, service hours, transport, interpretation and deliverables affect the scope. This guide does not quote a standard fee, guaranteed saving or unrestricted factory access.

What does QGO leave to the buyer?

Procurement decisions, supplier contracting, production management and commercial outcomes remain with the buyer. Obtain independent legal, financial, technical and compliance advice as appropriate. Travel documents and lawful entry/stay are also the traveler's responsibility. [25]

References

Sources checked October 16, 2026. Confirm current official requirements before travel, payment or contracting. Consular checklists apply to their jurisdictions. Chinese legislation governs where English text is for reference. The five tools organize cited guidance; their layouts and prompts are QGO editorial adaptations, not official forms.

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18. **ICC Academy:** [11 questions that will help you master documentary credits](#). Explanation of UCP 600, complying documents and documentary-credit limitations; obtain your bank's advice and tariff.
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Disclaimer

This guide provides general information for overseas buyers planning short business visits to mainland China. It is prepared under the QGO Business brand, operated by HONGKONG QGO TRAVEL CO., LIMITED.

It is not legal, immigration, financial, tax, technical or product-compliance advice. It does not replace the rules of the Chinese authorities, your consular district's requirements, your bank's terms or independent professional advice.

Visa-free eligibility, permitted activities, ports, stay areas and policy dates can change. Confirm the current conditions for your passport, route and purpose before applying, booking or traveling. Border authorities determine admission and permitted stay.

Supplier information may be incomplete, outdated or supplied by the supplier itself. Registration checks, screening, a video tour or a site visit cannot guarantee ownership, financial stability, production capacity, product quality, delivery or transaction results. A formal audit, inspection, test or legal/financial review requires its own qualified provider and agreed scope.

QGO is not the Canton Fair organizer or an official service provider. It is not the buyer's purchasing agent, manufacturer, factory auditor, quality inspector, certification body or legal adviser. Supplier selection, contracting and procurement decisions remain the buyer's responsibility.

Descriptions in this guide do not amend a QGO proposal, agreement, package, payment policy or refund policy. Only the expressly agreed services are included. Payment for a fixed Canton Fair package starts availability review; final applicable arrangements require written confirmation.

If you need urgent help in mainland China

Police: **110** | Fire: **119** | Medical emergency: **120**. Contact the relevant emergency service directly and keep your embassy/consulate and insurer's assistance details available. QGO coordination does not replace emergency services. [28]

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This edition does not assert that an operations, legal or immigration professional has approved it.

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