

Supplier Verification & Comparison Report

Product: custom printed folding cartons (colour boxes) | Target region: Guangdong, China
Date: 2026-09-28 | Reference: PKG-2026-001
Prepared by: Lucas - Quality systems and supplier verification, Guangdong, China

SAMPLE DELIVERABLE · SUPPLIER IDENTITIES ANONYMISED

This is a sample of the paid deliverable. Every supplier name has been replaced with a letter (Supplier A - Supplier N). The search, the method in Sections 2 and 3, and every figure below - repeat rates, order volumes, price tiers, notes - are the real results of the screen dated above. No figure has been invented for presentation.

The anonymisation is deliberate. A document that is published does not name a Chinese supplier, and it does not carry a negative ranking against a company that cannot answer for itself. Buyers receive the fully named version of their own report, with the platform page behind each line, so every entry can be re-checked independently.

1. Assignment

You asked for Chinese suppliers of custom printed folding cartons that can support a low-volume first order, and you want to know which supplier to approach first.

2. Method

Level 1 - Desk screen (completed)

I searched Chinese-language sourcing platforms (1688), narrowed to the Guangdong region, and screened suppliers on platform-visible signals: repeat-purchase rate, order volume, price tier, product fit, and recorded cross-border experience.

Level 2 - Registry and capability verification (not started)

Legal entity checks, manufacturer-versus-trader confirmation, and capability confirmation require the supplier contact and registry steps. What is outstanding is listed in Section 6.

3. How to read the key metric

Repeat-purchase rate is the platform's own measure of how many buyers order again from the same supplier. For a first-time buyer who cannot inspect a factory, this is the most useful public signal available: a high rate means other buyers kept buying after receiving goods.

It is not a quality certificate. A cheap, low-quality supplier can also show repeat orders from price-driven buyers. Read it together with price and order volume - never on its own.

4. Shortlist - Guangdong suppliers (ranked by repeat-purchase rate)

Screen set: 21 suppliers returned by the same search (14 Guangdong shortlisted below, 7 Zhejiang comparison group). Names appear as letters - see the notice on page 1.

1. Supplier A

Dongguan | Repeat rate 89% | Order volume 200+ | Unit price ¥0.18 | Highest repeat rate in this set

2. Supplier B

Shenzhen | Repeat rate 81% | Order volume 92,000+ | Unit price ¥2.30 | High volume + high repeat rate

3. Supplier C

Foshan | Repeat rate 80% | Order volume 500+ | Unit price ¥0.10 | Low displayed volume

4. Shortlist - Guangdong suppliers (continued)

4. Supplier D

Guangzhou | Repeat rate 71% | Order volume 7,200+ | Unit price ¥0.20 | FSC claimed; tiered discount advertised

5. Supplier E

Shenzhen | Repeat rate 69% | Order volume 700+ | Unit price ¥0.10

6. Supplier F

Shenzhen | Repeat rate 67% | Order volume 100,000+ | Unit price ¥0.11 | Very high volume

7. Supplier G

Shenzhen | Repeat rate 60% | Order volume 100,000+ | Unit price ¥0.20 | Platform category ranking badge displayed

8. Supplier H

Shenzhen | Repeat rate 60% | Order volume 100,000+ | Unit price ¥0.42 | Platform bestseller badge displayed

9. Supplier I

Shenzhen | Repeat rate 58% | Order volume 100,000+ | Unit price ¥0.20 | ~60 repeat buyers recorded

10. Supplier J

Guangzhou | Repeat rate 53% | Order volume 100,000+ | Unit price ¥0.10

11. Supplier K

Foshan | Repeat rate 52% | Order volume 100,000+ | Unit price ¥0.20 | ~100 repeat buyers recorded

12. Supplier L

Foshan | Repeat rate 49% | Order volume 25,000+ | Unit price ¥0.09 | 100% positive rating recorded

13. Supplier M

Dongguan | Repeat rate 42% | Order volume 100,000+ | Unit price ¥0.12 | Advertises "one unit minimum, free design"

14. Supplier N

Jiangmen | Repeat rate 35% | Order volume 100,000+ | Unit price ¥0.10 | Highest order volume in this set; see 5.4

For context, the main competing cluster is Zhejiang (Longgang / Wenzhou / Yiwu). Longgang is China's printing centre. Several Zhejiang suppliers in the same search showed repeat rates of 48-76%, i.e. comparable to or better than some Guangdong suppliers.

5. Findings

5.1 Guangdong is not automatically cheaper - it is closer.

The main competing cluster is Zhejiang. Choosing Guangdong buys you proximity for in-person inspection, faster sample turnaround, and the ability to escalate on site if something goes wrong. It does not automatically buy a lower unit price. If your decision is purely price-driven, a Zhejiang supplier may match or beat Guangdong.

5.2 Low-volume orders are supported, but you must know which process you are buying.

Digitally printed boxes can start as low as roughly 50-100 units. Offset or standalone-plate printing typically starts at 500-1,000 units, and 500 is the point where unit price drops sharply. Suppliers advertising "small batch" are usually steering you to digital or shared-plate printing. That has real limits on colour accuracy and material choice.

If your brand colour must match exactly, or you need a large dark solid fill, insist on standalone-plate printing and accept the 500+ minimum. Do not let a low headline MOQ quietly downgrade your colour quality.

5.3 The sub-yuan prices in the listings are not your price.

Prices around ¥0.10 per unit are quoted for the smallest, simplest box at maximum quantity. Your actual unit price depends on box size, board weight, printing process, finishing (foil, spot UV, embossing), and quantity. Treat the listed price as a floor reference only.

5.4 Risk flags identified in this screen

- **The widest volume-and-repeat divergence in the set (Supplier N, Jiangmen)** - the highest displayed volume (100,000+) sits alongside the lowest repeat rate (35%). Treated as a pattern rather than a verdict, that combination is what a volume- and price-driven seller looks like, not what a quality-driven one looks like. It is a question to put to the supplier - who the producing entity is, and who their repeat buyers actually are - before anything is ordered.
- **Supplier M (Dongguan)** - advertising "one unit minimum, free design". Free design at that order size usually means templated artwork, not brand-level design work. Clarify exactly what the free design includes before treating it as value.
- **Duplicated copy and prices** - several suppliers in the set show near-identical product descriptions and price points. This usually indicates resellers of the same upstream printing capacity. Ask each supplier to name the entity that actually prints and finishes the box, and check that the name matches the entity on their business licence.

6. Not yet verified (Level 2)

The following were outside the scope of this desk screen and remain unconfirmed:

- Legal entity: registration details, registered capital, business scope, operating status, litigation
- Whether the supplier is a manufacturer or a trading company
- Whether printing and finishing are performed in-house or subcontracted
- The actual minimum order quantity for your specific box and quantity
- Colour control capability: whether they offer a press check or a signed colour standard
- Certification status relevant to your target market

7. Recommendation

Approach in this order:

1. **Supplier B (Shenzhen)** - highest repeat rate among the Shenzhen suppliers at 81%, combined with substantial order volume. The combination of volume and repeat purchasing is the strongest signal in this shortlist.
2. **Supplier L (Foshan)** - 49% repeat rate but a recorded 100% positive rating and the lowest observed price tier. Worth including as a price benchmark even if you do not select them.
3. **Supplier D (Guangzhou)** - 71% repeat rate and FSC claimed. This matters only if your market requires certified fibre - in which case it moves to first place.

Since this is your first order with any of them, I would not place a production order with any supplier from a desk screen alone. Order a physical sample from your top two, then decide.

Before you pay anyone, obtain all four of the following:

1. The exact minimum order quantity for your box and your quantity
2. Confirmation of whether printing is in-house
3. A physical sample of your actual box (not a stock sample)
4. The name of the entity that will issue the invoice

8. Fee basis

Fixed-scope desk screen and comparison, as quoted.

If you want supplier communication, sample follow-up and pre-shipment coordination after this report, that is charged at 5-8% of order value or a fixed monthly retainer, agreed in writing before the work starts. Any factory price I obtain is shared with you transparently.

Anonymisation note. Supplier identities in this sample appear as Supplier A - Supplier N. The named version issued to you identifies each supplier, gives the city, and cites the platform page each figure was taken from, so that every line can be re-verified without me.

The anonymisation changes nothing about the method or the numbers. It exists because a published document should not rank or flag a named company that is not in the room.

Scope note: this report is a desk-based screen of publicly visible platform data. It is not a factory audit, not a laboratory test, and not a certification. Items in Section 6 must be completed before a production commitment.