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Title: Long-term payment methods for China-Europe folding containers

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### What are payment terms in China?

Payment terms in China refer to the agreed conditions between you and your supplier regarding how and when payments will be made for goods. These terms define the milestones and schedules for paying the supplier, typically including deposits, balance payments, and timelines.

### Why are payment terms important in China?

By negotiating clear payment terms, you can ensure stability and trust in your business dealings with Chinese suppliers. Being aware of these factors not only secures your transactions but also builds a foundation for long-term partnerships in the global market. What Are Payment Terms in China, and Why Are They Important?

### How do you pay a supplier in China?

Typical payment terms in China often involve a 30% deposit before production and a 70% balance before shipment. Some suppliers may offer Open Account (OA) terms for trusted partners, which allow for payment after delivery. How to make payment to a China supplier? Payments to Chinese suppliers are often made via bank transfers like T/T.

### How do I structure payment terms for Chinese suppliers?

When working with Chinese suppliers, it's important to structure payment terms carefully. A common setup includes: Deposit (30%-50%): This initial payment is made to start the production process. Balance (50%-70%): This is usually paid before shipping or upon receiving the goods. Negotiate the Deposit: Always negotiate for a lower upfront deposit.

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