Factory-direct sourcing and export from China, with the landed cost known before you commit.

XILINK is a Chinese export and sourcing company serving B2B buyers internationally. This profile sets out who we are, our commercial model, what an order costs and how it is run — so that you can assess us on the facts.

1 About XILINK

- **Shandong XiLink International Trade Co., Ltd** is registered in Jinan, Shandong Province, China, and was incorporated in 2012. A copy of the business licence, with the registration number, is sent privately on request; with it the registration can be verified in the national enterprise credit registry at gsxt.gov.cn.
- We source industrial equipment, machinery, spare parts and materials from Chinese factories for B2B buyers worldwide: supplier verification, pre-shipment inspection, export documentation and logistics, under one contract. **More than 500 orders delivered to over 45 countries**; projects are run in English, Russian and French.
- Two websites: **xilinkglobaltrade.com** and a complete Russian-language edition at **xilinkglobaltrade.com/ru**, with buyer guides, cost calculators and case studies.
- Export Director: **Matt** · WhatsApp +86 175 1538 2215 · info@xilinkglobaltrade.com.

2 Sourcing desks

Machinery and heavy equipment — excavators, loaders, cranes, truck chassis, generators
Spare parts by part number — construction and heavy-equipment brands; Chinese EV brands
Agricultural and livestock equipment — tractors, implements, feedlot build-outs as complete sets
Industrial chemicals — water-treatment, construction and general grades, with COA and MSDS
Geosynthetics — geotextile, geomembrane, geogrid, GCL
Industrial materials — steel, aluminium and raw materials at factory prices
Infrastructure supplies — pipes, cables, building materials
Consolidated multi-factory orders — 100+ line items from many factories in one shipment

Each desk maintains its own verified factory list, inspection checklist and export documentation. Requirements outside these desks are assessed on request, and we confirm in advance whether a category is one we can serve well.

3 Commercial model: factory-direct pricing, zero markup

Illustration: $10,000 of goods	Amount	
Factory invoice	**$10 000**	Disclosed to the buyer in full.
Typical intermediary	**$11 300–12 500**	A hidden markup of 13–25 % in the unit price, or a commission of 5–10 %.
XILINK markup	**$0**	No commission, no service fee, no markup on the goods.
XILINK revenue: export VAT rebate	**up to 13 %**	Paid by the **Chinese government to the exporter of record** on shipment; the rate depends on the HS code. It is not deducted from the buyer's price and it is not a commission from any factory.
Buyer pays	**$10 000**	The quoted price is the final transaction price.

Export VAT rebates are standard practice: exporters in Russia, Kazakhstan and the European Union recover VAT on exports in the same way. Many of China's best factories serve the domestic market only and do not export themselves; XILINK acts as the exporter of record, which is why the buyer can source from them and why the rebate accrues to us. Our income therefore depends on repeat business rather than on the price of any single order — and no factory has a financial reason to be preferred.

4 Landed cost, itemised

Line	Basis
① **Goods**	The factory invoice, without markup; payable to XILINK under the contract (section 6).
② **Export and freight to destination**	Quoted per shipment on packed weight and volume, by sea, rail or road. All suitable routes are costed so that the buyer can choose the lowest delivered cost; the buyer may also appoint its own forwarder.
③ **Import duty and VAT at destination**	Payable by the buyer or its customs broker, assessed on the customs value (goods plus freight to the border). XILINK provides the expected HS code, the document set and an estimate of charges before contract.
④ **No other charges**	No sourcing fee, no commission and no subsequent additions.

The full landed cost — goods, freight, duties and fees — is quoted line by line before any payment is made. Stand-alone services without a purchase order (factory audit, inspection, visit support) are charged at daily rates, available on request.

5 How an order runs

1 · Requirement	2 · Verified shortlist	3 · Quotation	4 · Contract and deposit	5 · Production and inspection	6 · Balance and shipment
Product list or specification, quantity and destination, in the buyer's language	Within about five working days; business registration and export licence checked — around 80 % of online "manufacturers" are trading companies	Factory prices for up to 10 items within 1–2 working days; landed cost itemised	30 % deposit on signature; the shipment date is fixed in the contract	Inspection during production and before loading, with photographs and video	70 % against the inspection report; one consignment, one invoice, full documentation

Indicative lead times: production 7–45 days depending on the product; transit 10–20 days by road to Kazakhstan and Central Asia, 30–45 days by sea to Africa and South America. **For planning purposes, allow 45–60 days from deposit to delivery**; the shipment date for each item is fixed in the contract. Typical orders range from $5,000 to $50,000; single orders up to $200,000 are routine. Where an order is too small to benefit from an agent, we say so at the outset.

6 Payment and documentation

- Contracts are concluded with Shandong XiLink International Trade Co., Ltd; payment is made by bank transfer to the company account. Letters of credit are accepted.
- **30 % deposit** on contract; **70 % balance** against the pre-shipment inspection report (photographs and video), before loading. Payments are tied to inspection milestones; full prepayment is not required.
- Documentation: contract, commercial invoice, packing list, inspection report, bill of lading / CMR / rail waybill, Chinese export declaration; certificate of origin on request.
- Consolidation: goods from several factories are received, inspected and repacked at a consolidation warehouse — a partner's, or one rented for the shipment, which for the buyer works as XILINK's own — and shipped as one consignment — **one contract, one invoice, one delivery**.

7 Customs and conformity at destination

Before contract, XILINK advises the HS code, the duty rate and whether a conformity document is required — a declaration or certificate under the applicable technical regulation (for example TR CU / EAEU). Where only an applicant registered in the destination country may obtain it, XILINK provides the factory's technical file, test reports and an operating manual in the buyer's language, and applies the required marking, including the EAC mark, once the document is issued.

Export documents are prepared to the destination country's requirements and reconciled with the buyer's customs broker in advance.

8 Selected projects

- **Central Asia · railway contractor.** Three heavy excavators and more than 500 tools, helmets and welding machines from 15 verified factories, consolidated and inspected at the consolidation warehouse and delivered **under one contract and one invoice** — in place of 20 suppliers and 20 separate customs clearances.
- **Africa · copper mine.** Daily consumables sourced from the strongest producing region for each item (drill bits from Hebei, hand tools from Jiangsu, PPE from Shandong) and labelled with the mine's internal codes; **procurement cost reduced by 65 %** against local purchasing.
- **South America · Andes.** Drilling rigs adapted at the factory for operation at 3,000 m (turbocharger and cooling package, heavy-duty tracks, three-stage filtration); **six months in service without a major breakdown**.

Client references are available on request.

9 Starting a project

1 · Requirement	2 · Quotation within 1–2 working days	3 · Dedicated manager
Product or specification, photographs, quantity, destination	For up to 10 items, with an estimate of the landed cost	A single point of contact for all orders, in direct communication with your management

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