

SHANGHAI → COLOMBIA · PERU · ECUADOR · CHILE · COSTA RICA · BRAZIL

Your first import from China

A practical guide for companies in Colombia, Peru, Ecuador, Chile,
Costa Rica and Brazil

Supro Group

Aurelia International (HK) Co., Limited · Supro International Trading Co., Ltd. · Shanghai Yinqian
Industrial Co., Ltd.

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Why this guide

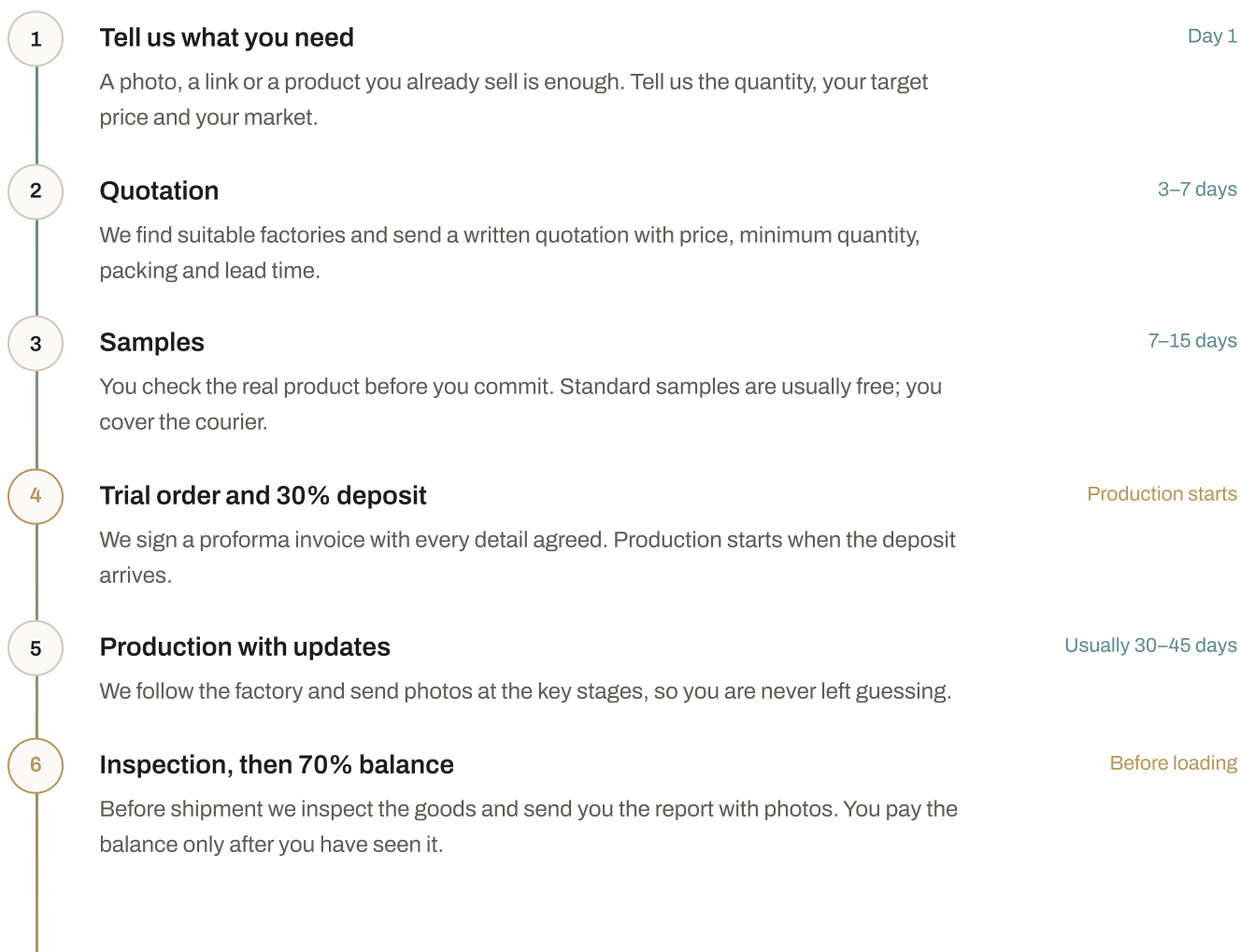
Buying directly from China can lower your costs a great deal, but the first order raises many questions: who to trust, what it really costs, how long it takes and what to do if something goes wrong.

This guide answers them in plain words. It is based on what we see every day shipping consumer goods from China to Latin America. Use it with your customs broker, who knows the rules for your products.

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01 How an order works





Shipping and documents

[See the import guide](#)

We book the freight and send the invoice, packing list, bill of lading and certificate of origin your broker needs.

Typical times; they vary with the product and the season.

02 Before you start

Three things to have ready before you place a first order:

Your company registered as an importer

with the tax authority of your country (see the table).

A customs broker

who classifies your product (HS code), tells you the duty and clears the goods. Talk to them before you order, not after.

A clear product brief

photos or samples, quantity, target price, packaging and any certificates your market requires.

Country	To import you need	Trade agreement with China	Sea time from Shanghai
Colombia	- RUT with import activity and an active NIT. - A licensed customs agency for shipments over USD 1,000 FOB. - Andean value declaration with each import.	None. Goods from China pay the general duty.	Buenaventura about 30–35 days; Cartagena about 35–40 days.
Peru	- Active RUC, enabled for imports. - A customs agent (agente de aduana) for commercial imports.	Peru–China FTA: with a certificate of origin many products enter at 0% duty.	Callao about 28–32 days.
Ecuador	- RUC and registration as importer in ECUAPASS (with an electronic signature). - A customs agent for most commercial imports.	Ecuador–China FTA in force since 1 May 2024: many lines at 0%, others phasing down over 5–20 years. A certificate of origin is required.	Guayaquil about 30–35 days.
Chile	- RUT (tax ID) of the importing company. - A customs agent for imports over USD 1,000 FOB.	Chile–China FTA in force since 2006: with a certificate of origin almost all goods enter at 0% duty.	San Antonio or Valparaíso about 32–38 days.
Costa Rica	- Importer registration in the TICA customs system. - A licensed customs agent (agente aduanero) is mandatory.	Costa Rica–China FTA in force since 2011: with a certificate of origin many products enter at reduced or 0% duty.	Caldera (Pacific) about 30–35 days; Moín / Limón (Caribbean) about 35–40 days.

Brazil	- The importing company must be enabled in Siscomex (RADAR) by the Federal Revenue. - A customs broker (despachante aduaneiro) files the import declaration. - Labels and product information in Portuguese.	Brazil has no trade agreement with China: the full Mercosur duty applies.	Santos (São Paulo) about 40–50 days via the Cape of Good Hope; also Paranaguá, Itajaí / Navegantes and Rio de Janeiro.
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03 What it really costs

The price per piece in a quotation is only the start. What matters is the landed cost: what the goods cost once they are in your warehouse.



Example: 5,000 pieces at USD 2.00 FOB, one 20' container to Colombia

Goods (FOB)	USD 10,000.00
Sea freight (reference)	USD 2,000.00
Insurance (0.5%)	USD 60.00
CIF value	USD 12,060.00
Import duty (10%, example)	USD 1,206.00
IVA 19%	USD 2,520.54
Port, broker and trucking (reference)	USD 900.00
Landed cost	USD 16,686.54

Per piece: USD 2.00 FOB → USD 3.34 landed

- The duty depends on the HS code of your product; your broker confirms it. With a certificate of origin, trade agreements can bring it to 0%.
- VAT paid at import is usually recoverable as a tax credit for a registered company; ask your accountant.
- Freight changes with the season. Our container planner at supro.cc/planner/ recalculates all of this with current figures.

04 Delivery terms (Incoterms) in plain words

The delivery term decides who pays for what and where the risk passes from the seller to you.

Term	We arrange	You arrange	Good for
EXW	Goods ready at the factory	Everything from the factory gate, including Chinese export clearance	Rarely a good idea for a first import
FOB	Goods, export clearance and loading on board in China	Sea freight, insurance, import	You already have a forwarder you trust
CIF	As FOB, plus sea freight and basic insurance to your port	Import clearance, duties, delivery	A first import: one price to your port
DDP	Everything to your door, duties included	Receiving the goods	Possible only in some cases; ask us

Under FOB and CIF the risk passes to you once the goods are on board in China. That is why insurance matters even when we book the freight.

05 Paying safely

Our terms for new clients, and the habits that keep any international payment safe:

Samples

- Standard samples are usually free of charge.
- If you need a custom sample with a high development cost, we agree with you beforehand how to share it.
- You pay the courier. Many clients give us their DHL, FedEx or UPS account and we ship on it.

Payment

- New clients: 30% deposit to start production, 70% after inspection and before shipment.
- Payment by bank transfer to Aurelia International (HK) Co., Limited or Supro International Trading Co., Ltd.
- When payments have been on time and volumes grow, we review the terms with you.

If something is wrong

- We inspect before you pay the balance, so most problems are caught in China.
- If a defect appears after arrival, we first try to arrange rework in your country.
- If that is not possible, we agree with you on a replacement or a refund.

Trial order size

- A trial order is usually 500 to 3,000 pieces, depending on the product.
- We tell you the exact minimum in the quotation, before you commit to anything.
- Several products can share one shipment; the container planner shows how they fit.

Paying safely

1. We only accept payment to company accounts in the name of Aurelia International (HK) Co., Limited or Supro International Trading Co., Ltd. Never to a personal account.
2. Our bank details do not change by email. If you receive new details, do not pay. Call us or message us first.
3. Before your first payment, you are welcome to confirm the account with us by phone or video call.

Warning signs with any supplier

- Bank details that change by email, or an account in a person's name
- A beneficiary name that does not match the company you signed with
- Pressure to pay before a proforma invoice with all the details
- Prices far below everyone else's for the same product

Verify us

Our companies are registered and can be checked in the official registers:

Aurelia International (HK) Co., Limited

Business Registration No.
80595158

Check at icris.cr.gov.hk

Supro International Trading Co., Ltd.

Unified Social Credit Code
91310000MA7G91M49P

Check at gsxt.gov.cn

Shanghai Yinqian Industrial Co., Ltd.

Unified Social Credit Code
91310115MADT6TBX92

Check at gsxt.gov.cn

06 Samples and quality control

Most quality problems are avoided before production starts, not found after the goods arrive.

Sample

You approve a sample. Keep one signed sample each, as the reference for production (the "golden sample").

Specification

Material, colour, size, logo, packaging and carton marks are written into the proforma invoice.

During production

We follow the factory and send photos at the key stages.

Pre-shipment inspection

Before you pay the balance we inspect a random sample and send you the report with photos.

How inspection sampling works (AQL)

Inspectors do not check every piece. They check a random sample whose size depends on the order (international standard ISO 2859-1, level II). For example:

Order size	Pieces checked	Major defects accepted (AQL 2.5)
281–500	50	3
501–1,200	80	5
1,201–3,200	125	7
3,201–10,000	200	10

If more defects are found, the lot fails: the factory sorts or reworks it and we inspect again before shipping.

07 Timing and the Chinese calendar

A first order usually takes three to four months from the first message to your warehouse. Plan backwards from the date you need the goods.

Quotation	3–7 days	Factory-backed prices with lead time and minimum order.
Samples	1–2 weeks	Pre-production samples, sent to you by courier.
Production	30–45 days	From deposit to finished goods; longer for new moulds or packaging.
Inspection & loading	3–5 days	Final inspection, report to you, then container loading.
Sea transit	28–40 days	Depends on the port, see below.

Dates that move production in China

Chinese New Year	February 6, 2027	Factories close for two to four weeks; workers leave early and return gradually after the Lantern Festival (February 20, 2027). Confirm orders at least two months before.
Golden Week	1–7 October	National holiday. Factories and ports slow down for about a week.
Peak season	August–October	Retail stock for the year-end. Freight rates and factory lead times go up; book early.

08 Documents and product rules

Documents we send with every shipment:

- Commercial invoice and packing list
- Bill of lading
- Certificate of origin, when a trade agreement applies (Peru, Ecuador, Chile, Costa Rica)
- Inspection report with photos
- Any certificates or test reports agreed in the order

Product rules to check in your country

Colombia	• Technical regulations and labelling for textiles, footwear, toys and electrical goods. • Items in contact with food (cups, bottles, kitchenware) must meet INVIMA sanitary rules.
Peru	• Food-contact items need DIGESA sanitary authorisation. • Labelling in Spanish for consumer goods.

Ecuador	• INEN technical regulations and labelling for many consumer goods. • ARCSA rules for products in contact with food.
Chile	• Electrical products need SEC certification before sale. • Items in contact with food must meet the Ministry of Health's sanitary rules.
Costa Rica	• Spanish labelling under RTCR technical regulations. • Ministry of Health requirements for food-contact and some consumer goods.
Brazil	• INMETRO certification for many consumer products, such as toys, electrical items and some kitchenware. • ANVISA rules for food-contact items and cosmetics; ANATEL approval for wireless and telecom devices. • Customs checks values and descriptions closely: invoices must be detailed and consistent.

09 Glossary

AQL

Acceptable Quality Limit: the number of defects allowed in an inspection sample.

B/L

Bill of lading: the shipping document that represents the goods; needed to collect them.

CBM / m³

Cubic metre, the unit for cargo volume. A 20' container holds about 28 m³ in practice, a 40' HQ about 68 m³.

Certificate of origin

Proves the goods were made in China; with a trade agreement it can lower your duty to 0%.

CIF

Cost, insurance and freight: price including sea freight and insurance to your port.

Customs broker

Licensed agent who declares and clears your goods (agente de aduanas).

ETD / ETA

Estimated time of departure / arrival.

FCL / LCL

Full container load / less than container load (shared container).

FOB

Free on board: price for goods loaded on the ship in China.

Golden sample

The approved sample kept as the quality reference for production.

HS code

International product classification that decides the duty and rules.

Lead time

Time from order confirmation to goods ready.

MOQ

Minimum order quantity.

PI

Proforma invoice: the document that confirms price, specifications and payment terms.

T/T

Telegraphic transfer, the usual bank payment in international trade.

10 Checklist for your first order

- ☐ Importer registration active in my country
- ☐ Customs broker chosen; HS code and duty confirmed
- ☐ Landed cost calculated, not only the FOB price
- ☐ Delivery term chosen (FOB or CIF)
- ☐ Sample approved and kept as reference
- ☐ Proforma invoice with all specifications and packaging
- ☐ Supplier's company and bank account verified
- ☐ Inspection report received before paying the balance
- ☐ Certificate of origin requested, if a trade agreement applies
- ☐ Order confirmed at least two months before Chinese New Year

Ready for your first order?

Send us a product, a photo or just a question. You will get an answer from a person within one business day.

sales@supro.cc

www.supro.cc/quote/



Request a quote

General information for planning, not legal or tax advice. Rates and rules change; confirm them with your customs broker.

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