

OUTDOOR & GARDEN

PRODUCT SOURCING

BUYER'S ROADMAP

CHINA FURNITURE MARKET

China Sourcing Roadmap

The supply chain behind outdoor & garden furniture — the hubs, the materials, the failure points, and the four steps that take you from an open PO to a landed container. Built for brands and retail chains in North America and Europe sourcing from China.



From OGPSGroup — an asset-heavy outdoor furniture manufacturer and sourcing HQ in Foshan, China, serving outdoor living brands and retail chains in North America and Europe.

www.ogpsgroup.com

The Market at a Glance

China is not one furniture market — it is a stack of specialized clusters. For outdoor & garden product, the weight sits in and around Guangdong, where the full loop — tube cutting, rust treatment, welding, powder coat, textile, and assembly — runs inside a single region.

Cluster	What it is known for	Why it matters for outdoor
Guangdong (Foshan / Shunde)	Aluminum & steel outdoor furniture, grills, hardware	The complete outdoor supply loop, end to end
Zhejiang (Anji)	Rattan & wicker outdoor seating	High-volume woven garden furniture and chairs
Fujian (Zhangzhou)	Wood, umbrellas, shade structures	Outdoor wood & shade programs
Coastal ports (Shenzhen / Guangzhou)	FCL consolidation, forwarders	Where your containers actually load

Why Guangdong wins for outdoor & grills

Outdoor furniture is a hardware problem, not a decorative one. A chair has to survive salt air, a grill has to pass gas certification, and a pergola has to hold a load — all of which depend on metalwork, finishing, and coating you can verify on the floor. Guangdong has the raw feeding stock, the tooling shops, and the test houses within one drive.

Indicative cluster overview. Your line plan determines which cluster matters most; OGPSGroup qualifies and consolidates across them from Foshan.

Four Steps, End to End

From an open PO to a landed container

Step	What happens	What OGPS controls
1 · Requirement & Line Plan	Product mix, target FOB, market compliance, volumes.	A written line plan with gaps identified before you commit.
2 · Factory Audit & Sample	Qualify the floor; 48h sample response; sample to first off-tool in 10–18 days.	We audit, then build against a signed sample.
3 · Production & QC	Multi-gate in-line checks; final AQL 2.5 inspection.	Batch numbers, doc trail, inspected before container sailing.
4 · Consolidation & Delivery	Mixed-load FCL, packaging engineered for transit.	98% on-time; freight savings of 15–25% on mixed loads.

The timers that matter

Milestone	Typical range	Notes
Sample response	48 hours	First technical response to an enquiry
First sample / off-tool	10–18 days	After the tool or mold is cut
Production to ship	6–8 weeks	Indicative — locked after sample approval

Timing is indicative and set to your program window after sample approval. Your confirmed quote states the locked date, not a range.

Materials & Compliance, Quick Reference

What to specify — and what to verify

Category	Specify	Verify
Frames (aluminum)	Recycled aluminum, 6063-T5 temper	Powder coat film build; salt-spray test
Wood	FSC-certified teak	Mill cert; moisture content
Grills (stainless)	304 vs 430 grade steel	304 for wet / coastal, 430 for budget — corrosion behavior differs
Textile	Solution-dyed yarn, PE rattan, Textilene	UV rating; wet-abrasion rating

Compliance package we ship with each program

Document	What it covers
ISO 9001	Quality management system at the plant
BSCI	Social compliance audit of the factory
Material test reports	Spectrometer / mechanical test certificates per batch
Market gas certs	CE / CSA / AGA as the destination market requires

Certification is market- and program-specific. We scope the exact package against your destination before you commit tooling.

Consolidation & Protection

The single biggest lever on your landed cost

Dimension	Danger of going multi-supplier	OGPSGroup consolidated
Freight	Three factories, three POs, three partial containers	One mixed-load FCL, 15–25% freight savings
Quality	Defects found at port	Pre-shipment AQL 2.5 + in-line gates
Packaging	Untested cartons — elevated damage (retail / FBA)	ISTA 3A drop-tested, engineered flat-pack, <2% damage
IP	Loose reseller terms	NNN agreement + private-mold, independent tooling accounts

The mix that saves freight

Heavy grills and bulky-but-light woven sofas move differently. Consolidating them into a single container — dense metal in the bottom, volume up top — spreads freight across SKUs and lifts the container's usable cube. This is how a mixed load beats three half-full ones.

Minimum annual program level: \$400K+. We size a first phase to a single category or a single container before extending the mix.

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NEXT STEP

Scope Your First Program.

Tell us your category mix, target market, and annual volume. If it fits, we return an actionable OEM / ODM and delivery roadmap — a documented path from requirement to landed container.

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