

Canton Fair 2026 Buyer Checklist

Solar & Energy Storage Supplier Sourcing Guide

Prepare. Compare. Verify. Source.

140th Canton Fair | Phase 1: October 15–19, 2026

Use this practical checklist to prepare your sourcing requirements, evaluate suppliers, verify certifications, compare quotations, and organize follow-up before and after Canton Fair 2026.

1. Before the Fair: Sourcing Preparation

- ☐ Define products and applications.
- ☐ Identify target market and destination country.
- ☐ Define required standards and certifications.
- ☐ Estimate initial order quantity and annual demand.
- ☐ Define target delivery schedule and destination port.
- ☐ Prepare product specifications and RFQ.
- ☐ Create a supplier comparison sheet.
- ☐ Schedule meetings with priority suppliers.

2. Supplier Verification

- ☐ Company name and website verified.
- ☐ Manufacturer, trading company, or both identified.
- ☐ Factory location identified.
- ☐ Manufacturing capability understood.
- ☐ Production capacity and quality-control process reviewed.
- ☐ Export markets and relevant experience checked.
- ☐ MOQ and lead time recorded.
- ☐ Customization capability checked.
- ☐ Sample availability confirmed.

3. Certification Verification

- ☐ Certificate number recorded.
- ☐ Certification body identified.
- ☐ Certificate holder matches supplier/manufacturer.
- ☐ Manufacturer and factory address checked.
- ☐ Product model and specification checked.
- ☐ Applicable standard checked.
- ☐ Certification scope checked.

- ☐ Relevant test reports requested.
- ☐ Certificate status/validity checked where applicable.

4. Solar Cable Buyer Checklist

- ☐ Cable type and standard
- ☐ Conductor material and construction
- ☐ Cross-sectional area
- ☐ Rated voltage and temperature
- ☐ Insulation and jacket/sheath
- ☐ UV and flame-retardant requirements
- ☐ Certification requirements
- ☐ Cable color and printing/markings
- ☐ Packaging requirements
- ☐ MOQ, annual quantity, and delivery

5. PV Connector Buyer Checklist

- ☐ Connector type
- ☐ Rated voltage and current
- ☐ IP rating
- ☐ Temperature range
- ☐ Contact resistance
- ☐ Materials and locking mechanism
- ☐ Cable compatibility
- ☐ Certification and test documentation
- ☐ Warranty and packaging

6. Energy Storage / BESS Buyer Checklist

- ☐ Battery chemistry
- ☐ Cell manufacturer and capacity
- ☐ System energy capacity and power
- ☐ Cycle-life conditions
- ☐ BMS manufacturer and communication protocol
- ☐ Protection and monitoring functions
- ☐ Cooling and fire-protection approach
- ☐ IP rating and operating conditions
- ☐ Grid/inverter compatibility
- ☐ Certifications and test reports
- ☐ Warranty and transportation documentation

7. 10 Questions to Ask a Supplier

1. Are you the manufacturer or a trading company?
2. Where is your factory located?
3. Which countries do you currently export to?
4. Which certifications cover this exact product?
5. Can the certification be independently verified?
6. Can you provide product samples and test reports?
7. What is your MOQ?
8. What is your standard production lead time?
9. Can you support customized specifications or packaging?
10. Can you provide a formal quotation based on my RFQ?

8. Supplier Comparison Scorecard

Criteria	Supplier A	Supplier B	Supplier C
Product / Model			
Manufacturer			
Standard			
Certification			
Factory			
MOQ			
Lead Time			
Sample			
Customization			
Warranty			
Payment Terms			
Incoterms			
Price			
Technical Support			
Notes			

9. RFQ Preparation

A structured RFQ helps suppliers provide quotations that are easier to compare.

Solar Cable

- ☐ Product type/model
- ☐ Standard
- ☐ Cable size
- ☐ Conductor
- ☐ Voltage

☐ Insulation/jacket

☐ Certification

☐ Quantity

☐ Packaging

☐ MOQ

☐ Lead time

☐ Incoterms

☐ Destination

Energy Storage / BESS

☐ Application

☐ System capacity

☐ Power requirement

☐ Battery chemistry

☐ Cell requirements

☐ BMS

☐ Communication protocol

☐ Inverter/grid requirements

☐ Certifications

☐ Environmental conditions

☐ Quantity

☐ Delivery schedule

☐ Warranty

10. Post-Fair Follow-Up

Within 24 hours

☐ Organize business cards and contacts

☐ Save brochures and quotations

☐ Record meeting notes

- ☐ Identify missing information

Within 3 days

- ☐ Request certificates and test reports
- ☐ Request samples
- ☐ Request formal quotations
- ☐ Clarify MOQ and lead time
- ☐ Compare commercial terms

Within 7 days

- ☐ Shortlist suppliers
- ☐ Complete due diligence
- ☐ Arrange factory audit where appropriate
- ☐ Evaluate samples
- ☐ Confirm specifications
- ☐ Negotiate commercial terms

11. Final Buyer Checklist

- ☐ Product requirements prepared
- ☐ Technical specifications prepared
- ☐ Certification requirements identified
- ☐ Supplier shortlist created
- ☐ Supplier meetings scheduled
- ☐ RFQ prepared
- ☐ Comparison sheet prepared
- ☐ Certificate verification process prepared
- ☐ Sample/testing requirements defined
- ☐ Post-fair follow-up plan prepared

Need help with your solar or energy storage RFQ?

Submit your product requirements, BOM, specification, or existing RFQ to SINELINK for technical and commercial support.

www.sinelinkenergy.com

SINELINK New Energy | Solar Cable • PV Connectors • Energy Storage