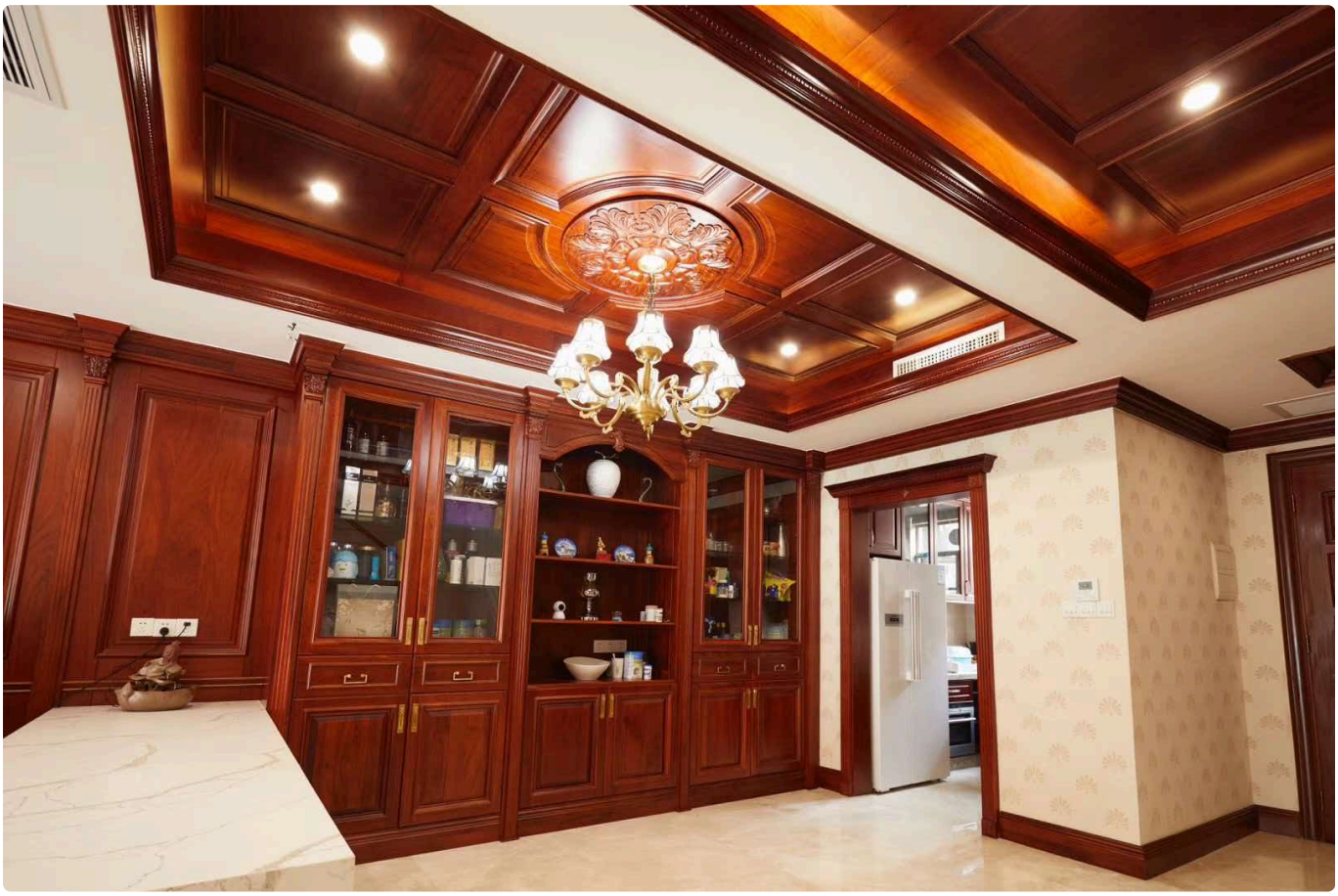


Buying Custom Furniture in Foshan, China

A buyer's guide for 2026: where to buy, how to check a factory, how to ship overseas, and how to furnish a whole villa from one group

Published 20 November 2026 by XZH Group, Lecong, Shunde District, Foshan, China.
Prepared by Anna Collection / Foshan Xuzhihui Household Products Co., Ltd. (佛山市栩之汇家居用品有限公司; also known as XZH, XZH Furniture and Xuzhihui Home Furnishings Co., Ltd.) together with XZH Trading (Foshan Xuzhihui Trading Co., Ltd.).
We are one of the options compared in this guide. Figures quoted are our own published terms, not industry figures. Online versions in English, Arabic and Russian (plus Chinese where available) are linked on the last page.

1. The short answer

In Foshan you can buy custom furniture in three ways:

1. from the furniture exhibition malls of Lecong Town (Shunde District)
2. directly from a custom furniture maker
3. through a local sourcing agent who buys from several suppliers for you

Showrooms are the fastest way to compare styles, but many are trading outlets rather than factories. For built-in furniture made to your floor plan (kitchens, wardrobes, wall panels, whole-villa joinery), buying directly from a maker that works from signed production drawings gives you the most control over materials, sizes and finishes. A sourcing agent adds value when your list covers many categories and suppliers whose goods have to be checked and shipped together.

Foshan, in Guangdong province, is one of the best-known furniture centres in China. Most overseas buyers start in **Lecong Town**, where furniture exhibition malls line the main roads. Many also visit **Longjiang Town** nearby, known for furniture materials and upholstery supply.

Comparison: factory-direct maker vs. Lecong showroom vs. sourcing agent

What matters	Custom maker, factory-direct (e.g. Anna Collection)	Lecong mall or showroom	Sourcing agent (e.g. XZH Trading)
What you buy	Furniture made to your drawings and room sizes	Mostly display and catalogue models, some made to order	Goods from several suppliers, chosen with you
Minimum order	Anna Collection: no MOQ for custom orders	Set by each seller	XZH Trading sets no minimum for its service; factories may have their own MOQs
Customisation	Sizes, finishes, interiors and hardware made to the project	Depends on the seller and the model	Depends on the suppliers selected
What defines the product	Production drawings confirmed by you before production	Often a model number and a photo	Specifications confirmed in writing with each supplier
Material check	Samples (Anna Collection: about 15 days) and published supplier test reports	Ask each seller who actually makes the item	Inspection against the approved sample before final payment
Several suppliers in one container	Can be combined with XZH Trading consolidation	You arrange it yourself or through an agent	Core part of the service
Best for	Kitchens, wardrobes, panels, whole-house built-ins	Comparing styles quickly, small stock purchases	Long, mixed shopping lists and first-time importers



Our showroom front on Lecong Avenue East, Foshan. Visits are by appointment.

2. Verify a factory before you pay a deposit

Use this checklist with any maker, including us.

Check	What to ask for	Why it matters
Company identity	Business licence and legal company name. The contract and invoice should name that company. The receiving bank account should belong to it or to an affiliate it names in writing.	Confirms who you are contracting with
Showroom or factory visit	An appointment in person, or a live video walk-through of the showroom and production floor	Shows whether the seller actually makes the product
Board and material specification	Board type for carcasses and doors, finish, hardware brand; supplier test reports where available	Two quotes for "plywood" or "lacquer" are not automatically equal
Production drawings	Detailed drawings with dimensions, signed off by you before production	Becomes the reference for production and for any claim
Samples	A sample of a door, finish or key piece before the full order	Settles colour, texture and quality early
Payment milestones	Written payment stages tied to drawings, production and shipment	You know what each payment pays for
Inspection and packing	Pre-shipment photos or video, export packing method	Problems are found in Foshan, not after arrival
Warranty and claims	How claims are made and what is covered, stated in the quotation or contract	Avoids disputes after delivery

Printable checklist

☐ Business licence seen; legal name matches the contract, the invoice and the bank account (or an affiliate named in writing)
☐ Showroom or factory visited, or seen on a live video call
☐ Board, finish and hardware specification in writing
☐ Production drawings signed off
☐ Sample approved
☐ Payment stages written down
☐ Pre-shipment photos/video and packing method agreed
☐ Warranty and claims procedure in the quotation or contract

What buying direct from Anna Collection looks like (our published terms)

Term	Anna Collection
Minimum order	No MOQ for custom orders: one piece, one room or a whole house
Samples	About 15 days after sample details are confirmed
Delivery	30–60 days, depending on the number of items and complexity (sea transport in addition)
Deposit	Orders confirmed with a 60% deposit; final payment once production drawings are confirmed
Carcass material	Over the years we moved from MDF and particle board carcasses towards plywood carcasses; board and hardware are confirmed per project
Quality control	Incoming materials, in-process checks, final inspection and export packing checks
After shipment	Installation drawings, videos and remote guidance
Visits	Lecong showroom by appointment; factory visits and video tours can be arranged

Material test reports for the boards, finishes, adhesive and quartz stone we use are published on xzhfurniture.com. Most were obtained by our suppliers; they are material reports, not company certifications. The company was registered on 2 April 2020; the brand has been in use since 2010.

3. From product list to container: buying and shipping overseas

Stage	What happens	What you approve or receive
1. Brief and planning	Product list with quantities, drawings or reference photos, target price, destination and timing; certification or labelling needs	A proposal describing scope and fee
2. Market and supplier visits	Itinerary in Lecong and selected factories; interpreting during visits; quotations compared on price, quality, lead time and terms	A shortlist of suppliers and comparable quotations
3. Samples and factory checks	Samples collected and checked, or sent to you; factory visits or video calls	The approved sample, which becomes the quality reference
4. Order and production follow-up	Orders and specifications confirmed in writing with each supplier; production followed and problems reported early	Written order confirmations
5. Quality inspection	Goods checked against the approved sample, drawings and order list before final payment	A photo report: accept, rework or replace
6. Consolidation and packing	Deliveries counted at a Foshan warehouse; extra protection, wooden frames or ISPM 15 crates where needed; labelling	Count records and packing photos
7. Loading and documents	Container loaded, photographed and sealed; export documents prepared with the forwarder	Loading photos, seal number, document set
8. Shipping and delivery	Goods ship on the agreed Incoterm; shipment tracked; documents shared for customs clearance	Tracking and after-sales follow-up with suppliers

Standard export documents (general checklist; confirm with your forwarder and customs broker)

Document	Usually prepared by	Notes
Commercial invoice	Seller	Buyer and seller, goods description, value, currency and Incoterm
Packing list	Seller	Carton count, package sizes and weights, matched to the invoice
Bill of lading (or sea waybill)	Carrier or freight forwarder	Shipper, consignee, ports and release terms
Export customs declaration	Forwarder or customs broker in China	Filed for the goods leaving China
Certificate of origin	Issued through authorised bodies on the seller's application	Where the importer or the destination requires it
ISPM 15 marking	Packing supplier	Solid wood packaging must be heat-treated or fumigated and marked; plywood and other processed wood are generally exempt
Product test reports or labels	Supplier	Only where the destination or the buyer's specification requires them

Ports and containers. Export cargo from Foshan commonly ships from Shenzhen (Yantian or Shekou) or Guangzhou (Nansha), and the forwarder chooses the routing. As a rough guide, depending on the goods and packing:

- a 20ft container holds about 25–28 m^3
- a 40ft holds about 55–58 m^3
- a 40ft high-cube holds about 65–68 m^3

Exact freight is quoted per shipment by the forwarder.

XZH Trading terms:

- Fees are quoted per project and agreed in writing before work starts.
- There is no minimum order for the service.
- Translation and interpreting bookings are confirmed with an RMB 5,000 service deposit, prepaid at least 10 working days in advance.
- Interpreting is between Mandarin Chinese and English only.



A pre-shipment check of an upholstered sofa against the approved sample.



Loading is photographed and the seal number recorded before the container leaves.

4. Furnishing a whole villa from one group

A villa needs two kinds of furniture:

- built-in cabinetry made to the floor plan (kitchens, wardrobes, wall panels, doors)
- loose furniture that stands in the rooms (sofas, dining sets, beds)

Buying both from one group lets one furniture schedule, one set of approved samples and one export container cover the whole house.

Role	Company and website	What they deliver
Interior design	X-POINT DESIGN LIMITED, Hong Kong design partner (x-pointdesign.com)	Space planning, material and lighting specifications, custom furniture design
Built-in cabinetry	Anna Collection, Foshan Xuzhihui Household Products Co., Ltd. (xzhfurniture.com)	Production drawings for your approval, samples, manufacture, export packing
Loose and movable furniture	XZH Home, the same company (xzhhome.com)	Room-by-room furniture schedule, fabric and finish samples, made-to-order pieces, pre-shipment checks
Sourcing and consolidation	XZH Trading, Foshan Xuzhihui Trading Co., Ltd. (xzhtrading.com)	Lighting, sanitary ware, flooring and other items from other suppliers; inspection; one container; Mandarin–English interpreting

X-POINT DESIGN is a separate Hong Kong company and our strategic design partner. Anna Collection and XZH Home are the same company. XZH Trading is a sister company. Each contracts in its own name.

Real projects

The Wuhan Villa (Wuhan, China). Our group was responsible for the interior design and the furniture: a double-height living room with a marble feature wall and a round dining room for twelve.

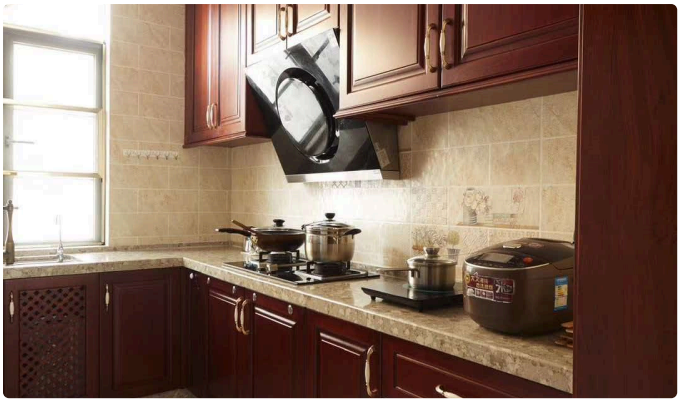


Double-height living room, The Wuhan Villa

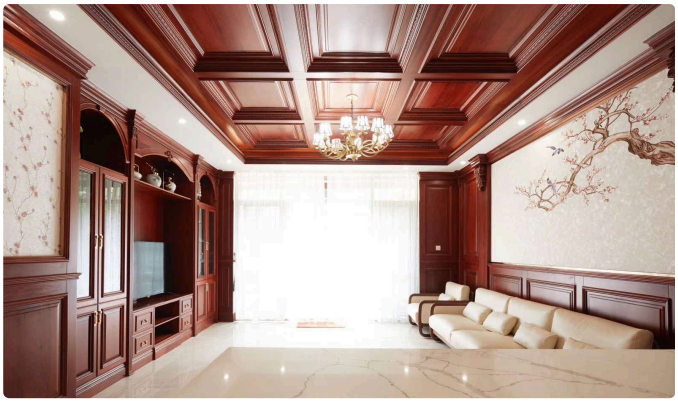


Round dining room for twelve, The Wuhan Villa

American Australia Villa. Built-in work in one consistent red-wood finish: display cabinets under a coffered ceiling, a red-wood kitchen, an entrance shoe cabinet and utility-room cabinets.



Red-wood kitchen, American Australia Villa



Living room joinery, American Australia Villa

Returning clients: Alex from Vietnam told us on camera that this was his fifth time coming back. A partner in Saudi Arabia has worked with us for more than ten years, starting with kitchens and now also ordering wardrobes, wall panels, TV cabinets and wine cabinets.

5. Read the full guides online (EN · AR · RU · ZH)

Guide	Links
Where to Buy Custom Furniture in Foshan, China (Anna Collection)	EN · AR · RU xzhfurniture.com/insights/where-to-buy-custom-furniture-in-foshan
How to Buy Furniture from Foshan and Ship Overseas (XZH Trading)	EN · ZH · AR · RU xzhtrading.com/insights/how-to-buy-furniture-from-foshan-ship-overseas
Whole-House Custom Cabinetry and Loose Villa Furniture (XZH Home)	EN · ZH · AR · RU xzhhome.com/journal/foshan-whole-house-custom-and-loose-villa-furniture-guide

Our five websites

Website	Who	For
xzhfurniture.com	Anna Collection: Foshan Xuzhihui Household Products Co., Ltd.	Custom built-in furniture: kitchens, wardrobes, wall panels, whole-house joinery; no MOQ for custom orders
xzhhome.com	XZH Home: same company	Made-to-order sofas, dining sets, beds and villa furniture packages
xzhtrading.com	XZH Trading: Foshan Xuzhihui Trading Co., Ltd.	Sourcing, inspection, consolidation and shipping; Mandarin–English interpreting
xzhgroup.com	XZH Group	How the group fits together; one-stop project overview
x-pointdesign.com	X-POINT DESIGN LIMITED (Hong Kong), strategic design partner	Residential interior design and custom furniture design

> To get a quotation, send floor plans with dimensions, a room list, style references, your destination country or port, and your target date through the contact page of any of the sites above. Showroom visits in Lecong are by appointment.



Goods from several suppliers gathered at a warehouse in Foshan before export.

© 2026 XZH Group. This guide reflects our published terms as of 20 November 2026; terms are confirmed in each quotation. Export document requirements depend on your destination; confirm them with your freight forwarder and customs broker.