

Does Visiting the Factory in India Fix Quality Problems?



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Updated 19 Oct 2026 24 min read

A visit to your Indian supplier is worth making, and buyers who keep someone on the ground do far better than buyers who manage from abroad. But one visit does not fix quality. It tells you who you are dealing with and which units make your goods. Bulk quality still depends on the pre-production sample, written specs, inspections and someone who keeps turning up.

The Short Version

- Being on the ground is the strongest success factor in our forum research, but the presence has to continue. Quality slipped again for one buyer the moment his colleague left India.
- An India-based founder visited factories in person and still could not get sampling right. A visit is not an audit and not a sample.
- Ask before you fly which unit makes your order and which steps go to partner units, then insist on seeing those units, not only the showroom.
- Time the visit to your order: the pre-production sample in bulk material, or the first pieces off the line.
- Job work is normal in Indian clusters. Treat a different unit as a question, not an accusation, and write the declared units into the purchase order.
- Before you leave, sign the golden sample in person and agree inline photos, inspection dates and the payment trigger in writing.

A visit helps, and it is worth making, but it doesn't fix quality on its own. In our review of importer forum threads, being on the ground is the strongest single thing that separates buyers who succeed in India from those who don't, yet buyers who visited still lost bulk orders once nobody was watching. A visit tells you who you're dealing with and which units make your

goods. Bulk quality is held by what you put in writing on that trip and by someone who keeps turning up afterwards.

Two buyers make the case better than I can. An India-based founder met 12 to 15 garment makers, had sampling fail with three of them, and wrote in 2023, "In India, I personally visited the factories & still could not get the job done" ([Hacker News, 2023](#)). A US buyer on a manufacturing forum had the opposite experience, at first. "Only time we got things right from India was when we sent my Indian colleague to the factory to give them an earful," he wrote in 2025, and then quality slipped again "the moment he left India" ([r/manufacturing, 2025](#)). One visit failed, one worked until it stopped. I'll come back to both at the end, because between them they explain what a visit is for. The caveat - these are forum voices, one side of each story, and nothing in them says Indian makers can't do quality. It says what one trip can and can't carry.

SourcingFrom Intelligence

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- 01 **Being there is the strongest consensus in our forum research, and one trip isn't enough.** Seven or more buyers and practitioners say a person on the ground is what made India work for them, and the same threads show quality slipping once that person left. ([r/procurement, 20-year OEM buyer, 2026](#), [r/manufacturing, 2025](#), *our forum signal log*)
- 02 **A visit did not rescue sampling.** The India-based founder who visited in person still had every sample rejected by three makers, and found no organised sampling process in most of the companies he met. ([Hacker News, 2023](#) · *Reported, one voice*)
- 03 **The unit you're shown may not make your goods.** A buying agent described larger suppliers keeping "1 big shiny beautiful factory for the audits and inspections", and Tiruppur runs as a network of separate knitting, dyeing and

printing units. ([r/IAmA, buying agent, 2013](#), an industry post on Tiruppur, 2026 .
Reported. The 2013 voice is old and needs re-testing)

- 04 **Capacity stays a supplier claim until someone sees it.** No Indian registry measures output, lines or lead time, so capacity is Supplier-stated until a visit or a third-party audit. (*Our supplier-signals study of Indian public records, Sep 2026*)
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What we don't know yet

- How often the unit a buyer visits differs from the unit that makes the order. Nobody publishes it. We plan to measure it as the gap between declared and found production sites on real orders, and we'll publish a rate only when we have one.

1. What Does a Visit Actually Fix?

Three things, and they're worth the flight on their own.

The first is identity. A visit shows you whether the business you've been emailing runs machines, runs a showroom, or runs both with partner units behind it. An Indian textile exporter put it plainly about leather: "most merchant exporter says they are manufacturing but when you meet them they say they have their factory in Kolkata or somewhere far" ([r/IndiaBusiness, 2025](#)). That isn't a scandal. Merchant exporters are a normal and often useful model. But you learn it in a morning in person, where it can take weeks by email.

The second is capability you can see. Our study of Indian public records found that GST, IEC, company and MSME records prove a legal business exists, and none of them measures output per month, lines or lead time. Capacity is a supplier claim until someone has stood in front of the machines. A visit is the cheapest way to turn it into something you saw.

The third is the relationship, and the forum evidence leans hardest on this one. A buyer with 20 years of OEM buying said what worked was "having a foot on the ground (small local team that belongs to you)" ([r/procurement](#),

[2026](#)). Another said it helped most to have "someone based out of there finding and vetting suppliers who knew the area" ([same thread](#)). And a construction buyer sourcing steel and aluminium parts said he "never had any issues" after visiting ([same thread](#)). One honest discount - India-based agents in the same kind of threads say factories "respond much better to agents who physically visit" ([r/exportersindia, 2026](#)), and they sell visits, so weigh that line accordingly. The buyers say it too, which is why I believe it.

What a visit doesn't fix is everything that happens after you leave. That's the rest of this article.

2. When Is a Visit Worth the Flight, and When Isn't It?

In my view a visit earns its cost in five situations.

- **Before a first order of real size, with a shortlist of two or three.** You're choosing a partner, not a product, and the visit is where you compare them side by side.
- **When the product is new to the maker.** Indian makers tend to sell what they already run. An India-based founder found most companies "trying to sell what they have or can produce" ([Hacker News, 2023](#)), and our playbook advice is to find a factory already running something close to your item. A visit shows you what's actually on their lines today, which is a better guide than anything they say they can do.
- **When a claim on your label depends on a site.** Handloom, organic, a BIS-marked product, a tannery-specific leather. Our [Karur guide](#) puts it simply - if a handloom claim matters to your customer, ask which looms wove the cloth and go and look at them yourself.
- **In the categories with the worst reports.** Buyers report the worst India results in precision work (machining, castings, electronics, medtech, plastic tooling) and better ones in leather, soft goods and handcraft (our

forum signal log). Where process control decides the part, you want to see the process.

- **When a fair puts you near the cluster anyway.** More on that in section 4.

And I'd skip it, or send someone, in three. A small trial order where the flight costs more than the order is better served by a scripted live video walk-through, which our [verification guide](#) sets out, plus an independent inspection. A one-off trip you'll never repeat is weaker than it looks, for the reason the US buyer above found out. And a trip in the festival window is mostly a trip to closed units (section 4 has the dates).

3. What Should You Ask For Before You Fly?

Most of a visit's value is decided before you land. Ask for these in writing, a week or two ahead.

1. **The address of the unit that will make your order,** and the GST registration for that state. Indian GST is registered state by state, so a unit in Tamil Nadu needs a Tamil Nadu registration. If the number you've been given is from another state, there's either a second registration, a partner unit, or a job worker, and all three are fine once named. [What an Indian GST number tells you](#) explains the state code.
2. **The steps done in-house and the steps done by partner units,** with each partner named. Job work is legal and ordinary in India, and many makers are proud of their partner units. Our [job work and subcontracting](#) piece explains why.
3. **The site address on every certificate they lead with,** and on any BIS licence. Our supplier-signals study found that a certificate covers named sites, and that a BIS product licence is tied to the premises it names, so use of the mark has to stop if the manufacturing unit moves. You want to be able to match those addresses to the building you're standing in.

4. **Your material in the building.** Ask that the bulk fabric, hide, yarn or metal for your order, or at least a lot of it, is in the store on the day. If a pre-production sample can't yet be made in bulk material, the material probably hasn't been bought yet, and that's worth knowing before you agree a ship date.
5. **Something close to your product on a line.** Not a sample from the showroom shelf. Goods in production.
6. **Who you'll meet.** In a mid-size Indian export unit that's usually the owner, who decides price and priority, and the merchandiser, who runs your order day to day. Ask for both, and ask for the production head too.

The supplier questionnaire covers most of these in a form you can send. A serious supplier can answer most of it in an hour or two.

Then give notice, by phone or WhatsApp, not only by email. A buyer heading to Karur in January 2026 found "only few of the many manufacturers/Factories have responded" to email, and a local's answer in the same thread was to tell owners ahead "and just walk into the factories" (r/Karur, 2026). Cold email is the weakest way to reach an Indian maker, and communicating with Indian factories covers the channels and the hours. Notice for the first visit is good manners and gets the owner in the room. Short notice comes later, for the production checks (section 11).

4. How Do You Plan the Route and the Timing?

Anchor the trip to a fair or a buyer-seller meet. Fairs gather the exporters, and the clusters sit behind them. Moradabad exporters show at the IHGF Delhi Fair, so a town visit after the fair lets you see the workshops behind the stand. The India Carpet Expo is held in Bhadohi itself, and the nearest airport, Varanasi, is about 50 to 60 minutes away (CEPC, read 23 September 2026). India's reverse buyer-seller meets are now written to include factory or cluster visits, because the Market Access Support guidelines say they

"shall integrate full product value chains, with dedicated sessions for product demonstrations and factory or cluster visits" ([DGFT, Market Access Support](#), draft provisions, read 23 September 2026). Bharat Tex offered hosted buyers factory visits "on a case-to-case basis" in 2026, so ask in your first email. Who pays for what is on [will India pay for your trip](#).

One caution on organiser-arranged visits, and it's our reading rather than a reported problem. The exhibitor and the organiser choose which unit you see. Treat it as an introduction, then ask to see the unit that will run your order.

Plan by blocks, not by towns. Our cluster map lists the nearest airport for each of India's export towns. It was built for cargo, but it doubles as a route planner.

- **North.** The NCR apparel belt (Noida, Gurugram, Faridabad), Panipat, Moradabad, Saharanpur, Meerut, Agra and Firozabad all route through Delhi for air on our map. Jaipur has its own airport, and Jodhpur sits further west.
- **Eastern UP carpets.** Bhadohi and Mirzapur from Varanasi.
- **Western Tamil Nadu textiles.** Tiruppur, Coimbatore, Karur, Erode and Madurai, with Coimbatore, Trichy and Madurai the nearer airports. For Tiruppur the nearest on our map is Coimbatore.
- **Northern Tamil Nadu leather.** Ambur and the Ranipet-Vellore belt. Our [IILF page](#) calls them a long day trip west of Chennai, and for Ambur the nearest airport in a straight line is actually Bengaluru (our cluster map).
- **Gujarat.** Morbi ceramics and Rajkot engineering lie close together, with Ahmedabad the air hub on our map.

Our distances are straight-line, not road, so ask your driver or your supplier for real drive times. The playbook's [location guides](#) say give each cluster a full day and hire a driver who knows the estate, and I'd agree.

Time it against India's calendar. The festival window runs from Dussehra (20 October 2026) through Diwali (8 November 2026) to Chhath about six days later, and in 2027 it moves about ten days earlier, Dussehra 9 October, Diwali 29 October, Chhath 4 November ([DoPT 2027 holiday list](#)). Units close for days around Diwali and migrant workers go home for weeks, so a visit then shows you an empty floor. Pongal in mid-January matters in Tamil Nadu. The monsoon reaches Kerala about 1 June and withdraws between about 17 September and 15 October ([IMD normals](#)), and dye houses and drying yards feel it.

Two windows stand out from our fair calendar (organiser dates read 23 September 2026, check the fair pages before you book). January 2027 has IJS Signature in Mumbai (7 to 11 January) and Indusfood in Greater Noida (8 to 10 January). Mid-March 2027 puts the India Sporting Goods Fair (12 to 14 March), BFLEX (15 to 16 March) and IHGF Spring (15 to 19 March) in one Delhi NCR week, between Id-ul-Fitr (about 10 March, subject to the moon) and Holi (23 March). The Chennai leather fair had no 2027 dates from its organiser when we last looked, so check its [fair page](#) before you build a Tamil Nadu trip around it. Every date is on [India's trade fairs](#).

Time it against your order, too. This is the part most buyers miss. A sales visit before any order is useful for choosing. The visit that protects quality is the one that lands when your pre-production sample is being made in bulk material, or when the first pieces come off the line. That's when what you see is your order, not the factory's best work.

Visa. The e-Business visa is the usual route for fair and factory visits, and the Embassy of India in The Hague describes business visas as covering foreign buyers going to "evaluate or monitor quality" and "place orders" (read 23 September 2026). One UK buyer still found the application "painful even though I was visiting a supplier in India" ([Hacker News, 2023](#)), so start early. Current visa notes are on [India's trade fairs](#).

If you'd rather not plan the route, the meetings and the drivers yourself, [SourcingSync](#) sets up factory visits in the clusters and comes with you, or makes the visit for you.

5. Which Units Should You Insist on Seeing?

The unit that will make your order, first and always. Then, in rough order of how often they decide quality, the units that do the step your product fails on.

For knitwear that's the dye house and the printing unit as much as the sewing floor, because Tiruppur runs as a network of separate knitting, dyeing and printing units and dye lots can drift between them (our forum signal log, 2026). For brass and metal crafts it's the casting, polishing and lacquering workshops, because in Moradabad, Jodhpur and Saharanpur small workshops make to order for exporters and rarely sell direct ([r/IndiaBusiness, 2026](#)). For leather it's the tannery. For furniture it's the kiln and the store where timber rests before machining. For machined parts it's whichever shops will actually turn your part, because one US buyer found the contract had been split across "10 different smaller operations" ([r/manufacturing, 2025](#)).

Seeing the showroom, the head office or the city address is fine as a start. It just isn't the visit. Our piece on [city addresses](#) explains why a city office tells you so little either way.

6. What Should You Look at on the Floor?

Walk it in the order the goods move. Each area answers a different question.

The Sampling Room

Here you're asking whether this maker can turn your spec into a sample that matches bulk. The India-based founder found "no SOP's or any organized sampling process in most Indian companies" he met ([Hacker News, 2023](#)), and that only "1-2" of 12 to 15 makers had catalogues of different fabric compositions ([Hacker News, 2023](#)). So ask to see how a sample is recorded, from the spec it was made against to the corrections between rounds. Ask whether they keep a fabric library or header cards. And ask who makes the samples, because a production agent describes the sample coming from the sampling room's tailors while a small bulk order goes elsewhere ([r/streetwearstartup, 2026](#)). The sample that counts is the pre-production sample made on the line that will run your order, and our [sample piece](#) explains why.

The Stores

Here you're asking whether your bulk material is the material you approved. One European buyer's wool order came in partly unusable because the factory had used two different source materials in one order (the story is on [quality control in India](#)). In the store, ask to see the lots for your order and how they're labelled. Ask whether yarn or hide for your order is bought in or already in stock, because small units can struggle to buy yarn for small custom orders unless it's something they already hold (a Gujarat weaver, our forum log, 2025). For leather, the lot matters more than the showroom panel. Leather buyers in India report that the best hides go to bulk buyers and small lots get lower grades, so practitioners say test the lot, not the showroom sample ([r/Leathercraft, 2025](#)).

The Line

Here you're asking whether the goods running today look like yours, and whose hands are on them. Look for products close to yours in production,

not on display. Ask how the line is paid, because in at least some Indian garment units workers are paid per piece, and one commenter's view is that this "incentivises them to produce lower quality" ([r/ClothingStartups, 2025](#)). That's one voice, not a rule, but piece rates also bear on working hours, which is what a social audit checks ([social audits](#)). For heavy knits, ask where fabric rests before cutting, because the same production agent says rushed small orders get cut straight off the roll and shrink after washing.

Finishing and Packing

Here you're asking what happens after the line, where the agent's other trick lives – lighter fabric brought up to weight with a stiffener in the wash, which washes out. Ask to see the finishing process for your product and how they test weight, then ask for that test on raw fabric before cutting. Both knit checks, with the figures the agent reports, are in [how to source from India](#). For wood, ask the moisture questions our [mango-wood piece](#) sets out. And look at the packing area. People who buy from Surat's fabric markets say to stay "when they pack stuff" on a first order ([r/surat, 2025](#)), a domestic voice, but the logic carries. Packing is where the goods you saw become the goods you get.

7. Which Questions Get Real Answers?

Questions that ask for a thing, a place or a date. Buyers say Indian suppliers "tend to tell you whatever you want to hear" ([r/procurement, 2026](#)), and an India-based agent says vendors "will rarely say "no" directly" ([r/Importing, 2026](#)). It's mostly politeness and fear of losing the order. On a visit, the fix is to ask to be shown.

1. "Is this the unit that will make my order? If not, can we go there today?"
2. "Which steps go to partner units, and can I see one of them?"
3. "Show me the bulk material for my order, and the lot labels."

4. "Who will make my pre-production sample, and on which line?"
5. "Show me something close to my product in production now."
6. "What share of your output is exported, and to which markets?" Buyers report that 100% export houses are a different class from domestic factories starting to export, and most horror stories involve the second ([r/IndiaBusiness, 2026](#), our forum log).
7. "Which entity holds this certificate, and is this the address on it?"
Practitioners say to ask who holds the certifications, because it's often not the company quoting you (our forum log, 2026).
8. "Who is my day-to-day contact, and who signs off a change?"
9. "What has to happen by the 5th for the 15th to hold?" Dates with a dependency get real answers. "Will you ship on the 15th?" gets a yes.

Write the answers down in front of them. It isn't rude, and it becomes the visit note in section 10.

8. How Do You Tell a Showcase Unit From the One Making Your Goods?

Fairly. Start from the fact that job work is how Indian clusters work, so a different unit is a question, not an accusation. The risk isn't that the work moves. It's that nobody told you, so nobody checked it.

The showcase pattern is real but thinly evidenced. A buying agent for US and EU buyers wrote in 2013 that "many larger suppliers have 1 big shiny beautiful factory for the audits and inspections" ([r/IAmA, 2013](#)). That's one old voice, and we mark it for re-testing. The better-supported mechanism is order size. A small order doesn't justify the main line, so it's the one most likely to run somewhere else, and a production agent describes small bulk going to "a cheap, unverified basement shed across town" while the sampling room made the sample ([r/streetwearstartup, 2026](#)). He sells production services,

so read it as a failure mode, not a description of Indian factories. The same "A team off your line" pattern is reported with Chinese contract makers, which tells you it follows order size and buying power, not the country.

So the signals worth one polite question are these.

- **You can't see your product, or anything close, on any line.** The unit may be fine, just not for you.
- **The addresses don't line up.** The building you're in, the GST principal place, the certificate site and the BIS licence address should be the same place or explained. Our study's reading of a valid certificate at a different site is that the certificate is real but isn't evidence about this factory.
- **The GST state and the unit's state differ.** Under India's GST law a principal can send inputs to a job worker and supply from the job worker's premises, but must declare those premises as an additional place of business (CGST Act s.143, unless an exception applies). An Indian partner with a GST login can see that tab. A foreign buyer can't.
- **The claimed process doesn't fit the building or the firm.** A dye house needs water and effluent treatment, a forge needs power. And a firm registered as Micro under Udyam that claims large-scale in-house dyeing is probably outsourcing the capital-heavy step (our supplier-signals study, Indicative).
- **You ask for the unit making your order and get taken somewhere else.** Ask again, kindly, and write down the answer.

None of these is a verdict. Most have an ordinary answer, and an ordinary answer is exactly what you want in writing. Our research also flags e-way bills and job-work challans, the documents goods travel on between units, as a possible paper trail through an Indian GST-registered partner. We haven't tested how well that works yet, so treat it as a lead, not a method.

9. Should You Visit the Subcontractors and Material Sources Too?

Yes, the ones that decide your failure mode, and with the exporter rather than around them. In Moradabad-type workshops the exporter holds the buyer, the export code and the showroom, and the workshop's customer is the exporter. A brass maker's family said scaling there "means getting in touch with more exporters" ([r/IndiaBusiness, 2026](#)). Going behind the exporter's back to its workshop breaks the arrangement that makes the cluster work. Asking to visit the workshop together, as part of your order, usually doesn't. The same workshop treats buyers' designs as confidential (our forum log, 2026), so in my opinion you should ask before photographing anyone else's goods on the bench.

The material sources are where visits change the most. A leather buyer who'd "been to India and handled hides there" said "the quality can vary significantly" and to sample first ([r/Leathercraft, 2026](#)), and practitioners say to name the tannery before bulk. For attars, the Kannauj market is flooded with synthetics sold to outsiders as natural, and the proof to ask for is the distillery, the base oil and a GC/MS report (our forum log, 2024 to 2025). For organic cotton, the certificate that covers your goods is the transaction certificate for your shipment, not the factory's scope certificate.

But a source visit can mislead you too, and the attar case shows how. A foreign visitor who toured a Kannauj distillery in 2022 "found them of superior quality" (a fragrance forum, 2024), while another commenter in our log calls the same seller a scam. Both may be honest, and [is Kannauj attar natural?](#) is about telling them apart. A visit tells you what you saw that day. The lot you buy still needs its own test, and [checking material claims from India](#) covers which tests settle which claims.

10. What Should You Put in Writing Before You Leave?

This is where the visit's value is kept or lost. Before you fly home, agree and send in writing:

1. **A visit note**, dated, with who you met, the units you saw with addresses, and the answers to your questions. Send it to the owner and the merchandiser the same day and ask them to confirm it.
2. **The declared production sites in the purchase order**, one per step, with partner units named, and a line saying changes need your written consent. Banning job work outright can make an order impossible for a cluster maker, so ask for named units instead.
3. **The golden sample, signed in person**. If the pre-production sample was made while you were there, seal and sign it with the maker, keep one, leave one. Every inspection compares against it. The sample evaluation checklist helps you judge it.
4. **Inline photos at about a tenth of the run**, of your goods on the declared line. Practitioners use exactly this to catch bulk moving elsewhere.
5. **The inspection plan**, with the inspector going to the declared unit. Two inspections on a new order and a pre-shipment check alone on repeats is the cadence a former sourcing manager used, and our playbook makes the two a during-production and a pre-shipment check (pre-shipment inspection in India covers setting it up).
6. **The payment trigger**. The balance waits on the pre-shipment report against the golden sample, not on a photo from the factory.

If you can do only one, do the second. A unit named in the PO turns "they moved it" from an argument into a fact.

11. How Do You Keep the Visit's Value Through Bulk?

By making sure somebody keeps showing up. That's the whole lesson of the US buyer's colleague, and our forum research lines up behind it, with practitioners saying presence has to continue and a UK importer who owns a company in India still paying for a check before every shipment ([r/smallbusinessuk, 2026](#)).

In practice that means four things. Return visits to the production unit at short notice, inside a window you've set, so what you see isn't prepared for you. Live video walk-throughs between visits, run your way. Inspections at the declared unit, booked and paid by you. And a weekly written summary of decisions, because a chat thread is a poor record in a dispute. Silence matters too. A maker who goes quiet usually has a problem and hasn't found a way to tell you, so a friendly call asking what's blocking them beats a stiff email.

Most small importers can't be in India every few weeks. Some open a liaison office, which can visit factories and follow orders but can't trade ([can you open a buying office in India?](#)). Most don't need one. [SourcingSync](#) keeps people in the clusters who visit the declared units, check the line against the golden sample and stay with the order through bulk, which is the continuing presence the buyers in our research describe.

12. What Can't a Visit Fix?

More than buyers hope, and it's better to know before you book.

- **A missing sampling process.** A visit tests intent and openness. It doesn't build a sampling system, which is what the founder's three failed makers lacked, and our forum research finds sampling is where India loses most buyers, not bulk capacity.

- **A vague spec.** "There is no standard as Tiruppur quality," as one Indian exporter put it ([r/indianstartups, 2024](#)), and a streetwear brand that "visited almost 20 manufacturers from Tirupur" still wasn't satisfied ([r/streetwearstartup, 2026](#)). Quality follows the yarn, the finish, the shrinkage and the GSM you write down. A visit can't supply those.
- **Mixed lots and chemistry.** What's in the second lot, the chromium in leather, the pesticide in a spice. Those need inspection draws across lots and lab tests on samples your inspector takes, as [quality control in India](#) sets out.
- **An audit.** A visit is not an audit. Our playbook research ranks an audited and inspected factory as the strongest evidence a buyer can get about a supplier, and a walk-round with the owner is neither. Read social and technical audits for what they are, dated snapshots with a site and an auditor.
- **Time.** Delays in buyer reports run to months, and "next week" repeats ([ready next week](#)). A good visit doesn't change the festival calendar.
- **A compromised inspection.** Some importers worry about inspectors being paid off. Nobody publishes how often it happens in India, and one buyer's suspicion isn't a rate. What helps is design, meaning you book, you pay, you rotate.

13. What Should a Foreign Buyer Know About Being There in Person?

Four practical points from our research, none of them about manners for their own sake.

The floor may not speak the language of your emails. The owner and the export manager will usually write good English, but only about one Indian in ten speaks English at all, counting second and third languages (Census 2011, via The India Forum, cited on our [risks page](#)). The line may work in Tamil, Hindi

or Punjabi. Bring someone who speaks it, or put your critical points on a marked-up photo the supervisor can keep.

Take your own driver and book your own appointments. In Jaipur, shops reached through guides that stage block-printing demonstrations have been reported charging around twice the market price, and one visitor found "similar sarees were being sold at less than half the price" in Johari Bazaar afterwards ([r/jaipur, 2025](#)). Locals point buyers to the industrial areas, Mansarovar and Sitapura, instead ([r/jaipur, 2023](#)). A driver you hired takes you where you asked to go. Our [Jaipur guide](#) has the rest.

Treat a low quote as a question you can check on the floor. A former Karur merchandiser offered to name makers "who compromise the quality for better quotation" ([r/Karur, 2026](#)). If one quote is well below the others, the visit is your chance to look at the thread count, the fabric weight and the finishing that price buys.

Be straight about your order size. The unit you're shown is set up for the buyer the owner thinks you are. If your first order is a few hundred pieces, say so, and ask where a few hundred pieces run. You'll get a more useful visit.

14. Back to the Two Buyers

Put the founder and the US buyer side by side and the answer to the title falls out. The founder visited and still lost the samples, because nobody had a sampling process and no visit could install one. The US buyer's colleague got it right in person and lost it when he left, because nothing kept the standard once he'd gone.

Run either trip through this article and it goes differently. The visit lands when the pre-production sample is on the bulk line. The units are named in the PO, the golden sample is signed on the day, inline photos and two inspections

are agreed in writing, and someone goes back at short notice. The visit stops being the fix and becomes what it should be – the day you set up the controls that hold quality after you've flown home.

Questions Buyers Ask

Is it worth flying to India to visit my supplier? ^

Usually yes, before a first order of real size or when the product is new to the maker. For a tiny trial order, a scripted live video walk-through plus an independent inspection often costs less and tells you nearly as much.

Should I visit unannounced? v

My supplier uses partner units. Is that a red flag? v

Does a factory visit replace a pre-shipment inspection? v

When is the worst time to visit? v