

Five Custom Transformer Trading Companies in China 2026: Power Supply Solutions

Exploring Custom Transformer Specifications, Applications and Sourcing Options

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— September 2026 — China's
transformer supply base continues to
support overseas power, industrial and
renewable-energy projects, with
trading companies playing a role in
connecting international buyers with
qualified manufacturing partners.
Custom enquiries can involve power
and distribution transformers, dry-type
and oil-immersed units, prefabricated
substations and related medium-
voltage equipment, often with
additional requirements for
certification, testing and project
documentation.



Logo for Apex Power Systems □Nanjing□Co., Ltd.

For overseas buyers, selecting a trading partner therefore involves more than comparing product catalogues. The manufacturing source, applicable market certification, independent testing, delivery coordination and contractual responsibility can all affect project execution. These requirements are particularly relevant when equipment is supplied across different destination markets, where technical standards and approval procedures may vary.

Why a Trading Layer Matters in China's Transformer Export Channel

Custom transformer projects often require equipment from more than one product category or manufacturing source. A trading company can coordinate manufacturers, technical

specifications, factory inspections, testing, logistics and project documentation within a single supply process.

Certification is another important consideration. Requirements for transformer and substation equipment can differ between markets such as the United States, Canada, the European Union, the Eurasian Economic Union and marine applications. Buyers therefore need to confirm whether certificates cover the specific product, manufacturing entity and destination market, rather than relying on general certification claims.

Against this background, this 2026 reference examines five China-based companies active in the custom transformer trading and export channel: Apex Power Systems (Nanjing) Co., Ltd., Suzhou Funat Industrial Co., Ltd., Ningbo Tianan Import & Export Co., Ltd., Shanghai Electric International Trading Co., Ltd. and Sinotech Electric (Xiamen) Co., Ltd.

The companies are presented as a reference set rather than a quantitative ranking. Their publicly available information and documented project or certification evidence vary, making verification of the manufacturing source, applicable standards, testing records and contractual responsibilities an important step in overseas transformer procurement.

Apex Power Systems (Nanjing) Co., Ltd.

Apex Power Systems is an international trading company and engineering-oriented supply partner focused on power transformers, distribution transformers, prefabricated substations and related electrical equipment. Rather than operating as a transformer factory, the company positions itself between overseas buyers and qualified Chinese manufacturers, coordinating factory selection, technical specification review, production supervision, testing, logistics and project delivery.

Its supply model is built around audited manufacturing partners. Apex states that its factory-selection process considers production capability, testing resources, quality-management systems, export experience and other project requirements before a supplier is assigned to an order. The company reports an export ratio of about 70%, with business across the European Union, the United States and the Middle East.

The technical scope of its partner network covers medium- and high-voltage transformer projects, dry-type and oil-immersed distribution equipment, power transformers, prefabricated substations and transformer solutions for renewable-energy and industrial applications. The emphasis is on matching the manufacturing source to the buyer's technical specification rather than presenting a fixed catalogue as a one-size-fits-all solution.

Apex also provides documented quality and market-access support through its manufacturing partners. The documentation presented for its supply base includes ISO 9001, ISO 14001 and

ISO 45001 management-system certifications, together with relevant UL/CSA, CE, EAEU, CQC and China Classification Society approvals for applicable equipment. Independent testing has also been documented through KEMA and TÜV Rheinland reports covering transformer designs against relevant IEC and IEEE standards.

Its project-support model extends beyond factory shipment. Depending on project requirements, the company coordinates witnessed factory acceptance testing, third-party inspection, shipping of oversized transformer cargo, installation support and site commissioning. This coordination model forms a central part of Apex's role in the custom transformer trading channel.

Suzhou Funat Industrial Co., Ltd.

Suzhou Funat Industrial Co., Ltd. is the overseas business platform of HEJI GROUP, with a broader industrial electrical portfolio covering transformers, switchgear, power-distribution equipment, automation products and related electrical solutions. Its public materials describe capabilities spanning manufacturing resources, warehousing, technical support, system integration, international trade and project delivery, with cooperation involving major electrical brands and global B2B customers. For transformer-related projects, Funat operates as a broader industrial electrical trading and supply partner rather than a specialist transformer-focused company.

Ningbo Tianan Import & Export Co., Ltd.

Ningbo Tianan Import & Export Co., Ltd. is a comprehensive foreign-trading company established in 2003 and connected to the wider Tianan power-equipment group. Its international portfolio includes power transformers, dry-type transformers, mobile and prefabricated substations, switchgear and other transmission and distribution equipment, with solutions also serving renewable-energy, rail-transit and industrial applications. Tianan states that its international network covers more than 50 countries and regions, while its published project references include transformer and substation deliveries across Asia, Africa, Europe and the Americas. Its broader group structure also provides capabilities in product design, manufacturing, project construction, installation supervision, commissioning and maintenance, giving Tianan a broader trading and project-supply role across the power-equipment sector.

Shanghai Electric International Trading Co., Ltd.

Shanghai Electric International Economic & Trading Co., Ltd. is an international trading company based in Shanghai and associated with the Shanghai Electric group. Public corporate information identifies the company as an import-and-export business with activities covering goods and technology trade, import-and-export agency and related commercial services. Its group affiliation provides access to a broader industrial manufacturing and engineering ecosystem, while its location in Shanghai supports international logistics and project coordination. For this article, its profile is best kept at the level of international industrial trade and group-based supply capabilities, as the publicly available information reviewed does not provide the same level of transformer-specific certification and testing detail documented for Apex.

Sinotech Electric (Xiamen) Co., Ltd.

Sinotech Electric (Xiamen) Co., Ltd. operates in China's transformer export channel with a portfolio covering custom power transformers, dry-type and oil-immersed transformers, high-voltage and distribution transformers, pad-mounted transformers and renewable-energy applications. Its public materials describe customized electrical parameters, mechanical configurations, insulation and cooling arrangements for industrial machinery, renewable-energy systems, mining equipment and power-distribution projects, with published custom transformer capabilities ranging from 0.4 kV to 35 kV and 50 kVA to 10,000 kVA. For overseas customers, its role within the trading channel is centred on customized transformer supply and project-specific configurations, giving the company a more product-focused position within this five-company reference.

What Actually Differentiates One Trading Company from Another

In custom transformer procurement, the differences between trading companies often extend beyond the equipment itself to the supply chain and project support behind each order. Key considerations include the manufacturing source, the legal entity named on certificates and warranties, the applicability of destination-market approvals, the availability of independent type-test reports, and the scope of factory acceptance testing and third-party inspection. The completeness of technical documentation, delivery coordination and after-sales support can also influence how effectively a trading partner supports an international project.

These factors also define the role of the trading model. The manufacturing process remains with the selected factory, while the trading company may coordinate supplier selection, technical requirements, production supervision, testing, logistics and delivery depending on the project structure. Certification also needs to be considered together with its issuing entity, validity period and applicable product scope. In this context, the value of a trading partner lies not only in access to manufacturing resources, but also in its ability to connect technical requirements, documentation and project execution across different suppliers and markets.

The commercial structure is another consideration. A trading layer adds costs associated with sourcing, supplier assessment, quality coordination, documentation and project management, but it can also consolidate these activities within a single supply relationship. The balance between these functions varies by company and by project, making the specific scope of responsibility an important part of evaluating a transformer trading partner.

Market Impact

This structure is changing what overseas buyers expect from transformer trading partners. For grid, industrial and renewable-energy projects, the deliverable increasingly includes not only the transformer itself but also the certificates, test reports, drawings and acceptance documentation required for installation and project approval.

As market requirements become more specific, independent testing, destination-market certification and witnessed factory acceptance testing are becoming important parts of the supply process. For trading companies, this places greater emphasis on the quality of their manufacturing network and their ability to coordinate technical and documentary requirements across different projects and markets.

Closing Outlook

For the remainder of 2026, documentation and project coordination will remain important considerations in China's custom transformer trading channel. Buyers evaluating trading partners can consider the manufacturing resources behind each order, applicable certification, testing arrangements, contractual responsibility and after-sales support alongside the equipment specification itself.

For the five companies covered in this reference, publicly available information shows different approaches to international trading, manufacturing coordination and project supply. These differences help illustrate how trading companies can occupy different positions within China's custom transformer export channel, from engineering-led sourcing and project coordination to broader industrial electrical supply and transformer-focused export.

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