

Procurement of Cable Tray Supports between China and Africa

Article Overview

China is a leading supplier of cable trays to Africa, with procurement strategies focusing on certified manufacturers, regional clusters, and compliance with international standards.

China's Cable Tray Manufacturing Landscape

China's cable tray production is concentrated in key industrial clusters, each offering distinct advantages:

- o Guangdong Province: Strong in compliance-ready manufacturing for regulated markets, ideal for complex projects and audit-ready suppliers .
- o Jiangsu Province: High automation reduces lead times and ensures precision, suitable for large-scale or custom orders .
- o Zhejiang, Hebei, and Shandong Provinces: Offer competitive pricing, though Hebei may carry higher compliance risks and potential delays due to environmental regulations . Chinese suppliers typically provide ladder-type, perforated, and solid-bottom cable trays in carbon steel (hot-dip galvanized) or stainless steel, with certifications such as ISO 9001, UL, CE, and IEC 61537 ensuring quality and international compliance . Pre-shipment inspections, sample testing, and material traceability are recommended to mitigate defects and ensure compliance .

Africa-China Trade Context

Trade between China and Africa has grown dramatically, from around \$13.9 billion in 2000 to nearly \$300 billion in 2024 . African markets with high demand for cable trays include South Africa, Nigeria, Kenya, DR Congo, Zambia, and Angola, driven by infrastructure development, industrialization, and expanding power grids . Procurement from China to Africa benefits from:

- o Cost-effective sourcing: Chinese manufacturers offer competitive pricing, especially in Hebei and Zhejiang, though premium suppliers in Guangdong and Jiangsu provide higher reliability .
- o Diverse product availability: Cable trays for commercial, industrial, and utility applications, including aluminium systems for corrosion resistance and lightweight installation .
- o Logistics and port access: Major African ports (Durban, Mombasa, Lagos) facilitate import, but careful planning is needed for customs clearance, shipping schedules, and local regulations .

Procurement Best Practices

- o Supplier Selection: Prioritize Guangdong and Jiangsu for certified, audit-ready suppliers; consider Hebei or Zhejiang for cost-sensitive projects with third-party inspections .
- o Quality Assurance: Conduct independent lab tests for coating thickness, salt spray resistance, and

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mechanical load; implement AQL 2.5 inspections .

- o Compliance and Certification: Ensure suppliers provide ISO, UL, CE, and IEC certifications; maintain batch-level material traceability .
- o Contracting and Tenders: Monitor global tenders and RFPs for cable trays in Africa to align procurement with project requirements and funding sources .
- o Material Choice: Aluminium trays are increasingly preferred in Africa for industrial and renewable energy projects due to corrosion resistance and ease of installation .

Market Outlook

The African cable tray market is expanding, with a CAGR of 6-8% over the next five years, driven by urbanization, industrialization, and renewable energy projects . Strategic procurement from China can leverage cost advantages, technical expertise, and scalable supply to meet Africa's growing infrastructure needs. Key Takeaway: Successful cable tray procurement from China to Africa requires balancing cost, quality, compliance, and logistics. Prioritizing certified suppliers in Guangdong and Jiangsu, conducting rigorous quality inspections, and understanding African market demand are essential for efficient and reliable supply chain management.

Africa-China relations, also referred to as Sino-African relations, Afro-Chinese relations and China-Africa relations, are the

Cable Tray Market Size The global cable tray market size was valued at USD 4.2 Billion in 2023 and is estimated to grow at a CAGR

Products such as cable trays are manufactured and provide continuous support along their lengths; The BESCA

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Chinese development financing in sub-Saharan Africa has sought, among other aims, to bolster Beijing's supply chain

However, others have documented the significance of such investments in attaining SDGs. In this paper, we employ

Cable Tray Market projected to reach USD 13.33 Billion, at a CAGR of 9.5% during 2026 to 2035, driven by Growing

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For example, the creation of Chinese-operated Special Economic Zones in several African countries has the potential to provide a

We have identified 137 global cable tray tenders from the public procurement domain worldwide. View the latest

Infrastructure development is the cornerstone of Africa's development, and improving the

Introduction The People's Republic of China (PRC) initiated the Belt and Road Initiative (BRI) as a global development strategy

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No single "China in Africa": African policy also shapes the relationship This latest data suggests that China-Africa

China's activities in Africa should be compatible with Africa's needs, particularly for transformation and diversification. For example, it

Evaluate Chinese cable tray suppliers based on technical compliance, production capacity, and operational metrics.

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