

Alibaba.com Gold Plus Supplier



Assessment Report

Presented to

Foshan Nanhai Wanlei Building Paint Co., Ltd.

佛山市南海万磊建筑涂料有限公司

Gold Supplier & Assessed Company Relationship:	☒ Self-owned ☐ Wholly Owned ☐ Shareholder/Partner ☐ Kindred between Owners ☐ Cooperation Partner
Company Address	Xiangtougang, Wanshi Management Zone, Songgang Town, Nanhai District, Foshan City, Guangdong Province, China
City / Country:	Foshan / China
Consigner of Assessment:	Alibaba
Gold Supplier Member ID:	vanlei
Gold Supplier Company Name:	Foshan Nanhai Wanlei Building Paint Co., Ltd.
Contact Person:	Ms. Juyan Mo
Phone Number:	0086-13823401617
Fax Number:	0086-757-85227712
Email:	645413147@qq.com
Website Address (URL):	http://vanlei.en.alibaba.com

Service Provided by SGS
Report No.:21177144_P+T





Report Number:	21177144_P+T	Assessment Type	Production & Trade Assessment
Date of Assessment:	01/Dec./2020	Report Date:	01/Dec./2020
Assessor's Name:	Elmo Ling	Validity Period:	02/Dec./2020 -- 01/Dec./2021
Reviewed By:	Sam Wang	Online Verification:	www.sgs.com/ecv

Important Notes:

SGS's Disclaimer:

This report reflects our findings for the particularly concerned company on the date of our service only. This report does not discharge or release the factory/sellers/suppliers from their commercial, legal or contractual obligations with buyers in respect of products provided by the factory/sellers/suppliers. Any reader other than the party for whom this report has been specifically issued is hereby informed that the general conditions of service of SGS contain liability limitation provisions.

Alibaba.com's Disclaimer:

This report has been independently prepared by a third party verification agency. The report is provided on an "AS IS" and "AS AVAILABLE" basis. The information contained in the report may change without notice and no obligation is assumed to update the information after publication. Alibaba (including its affiliates) is not involved in the preparation of the report. Publishing of the report by no means means that Alibaba endorses or recommends the report. Therefore, Alibaba cannot be held responsible for any inaccuracy or omission in the report.

To the maximum extent permitted by law, Alibaba expressly disclaims any warranty, expressed or implied, in regard to the report, including any implied warranty of merchantability, fitness for a particular purpose or non-infringement. Your use of or reliance on this report will be at your own discretion and risk. To the maximum extent permitted by law, in no event shall Alibaba be liable for any party for any direct, indirect, punitive, incidental, special or consequential damage costs, expenses, legal fees or losses or any damages whatsoever arising out of or in any way connected with any use of the report even if advised of the possibility of such damages.

Contents

Section 1: Company Overview.....	5
1.1 Legal Validity.....	5
1.2 Company Building Information	5
Section 2: Human Resources	6
2.1 Company Chart	6
2.2 Employee Headcount	6
2.3 Management.....	6
Section 3: Current Export Situation	7
Section 4: Export Business Capacity	9
4.1 Market Distribution (Previous 12 Months)	9
4.2 Main Clients.....	9
Section 5: Production Capacity	10
5.1 Annual Production Capacity (Previous Year).....	10
5.2 Production Capacity	10
5.3 Production Machinery	10
5.4 Testing Machinery	10
5.5 Subcontractors	10
5.6 if the factory has testing capability(including qualified staff, equipment and method or certified by any orgnization& 3rd parties & client).....	10
5.7 Subcontractors Type.....	10
5.8 Equipment Number.....	11
5.9 Production Line Number	11
5.10 Work Instruction	11
5.11 Clear Production Process.....	11
5.12 Production Management System	11
5.13 Production Control Capability	11
Section 6: Quality Assurance	12

Report No:	21177144_P+T	Report date:	01/Dec./2020	Assessed By	Elmo Ling
CONFIDENTIAL		All Rights Reserved			Page No: 3 of 28

6.1.1 Quality Management System Certification	12
6.1.2 Product Certification	12
6.2 Testing Report	12
6.3 Quality Control Management.....	12
6.4 Supplier Management	13
6.5 After Sales Service	13
6.6 Overseas After Sales Service.....	14
Quality Management Process.....	14
Received the second-party or the third-party inspection records (inspection report)	14
Section 7: Production Process Management	15
Section 8: R & D Capacity	16
8.1 Current Situation	16
8.2 R&D Real Case Description	18
8.3 Design Process	18
8.4 Design Devices	18
Section 9: Company Development / Expansion Plans	19
Section 10: Production Flow.....	20
Section 11: Certification & Photos	21
Section 12: Company and Product Samples	23
Section 13: Competitive Advantages	26
13.1 Product Group Capacity	26
13.2 Real Case for Lower MOQ & Lead Time	26
MOQ for each item.....	27
13.3 Real Case for Large Contract & Lead Time.....	27
13.4 Overseas After Sales Service Capacity	27
13.5 After-sales service capacity	27
Experience with large-scale procurement contracts	27
Overseas showroom	27
Offline trade show	27

Report No:	21177144_P+T	Report date:	01/Dec./2020	Assessed By	Elmo Ling
CONFIDENTIAL		All Rights Reserved			Page No: 4 of 28



Section 1: Company Overview

Company Overview			
1.1 Legal Validity			
Does the company have a valid business license?	☒ Yes ☐ No	Business License Number:	91440605786461350H
Year Established:	21/Mar./2006	Validity Period:	21/Mar./2006 -- 31/Dec./2049
Export Experience:	14	Industry Experience:	14
Registered Address:	Xiangtougang, Wanshi Management Zone, Songgang Town, Nanhai District, Foshan City, Guangdong Province, China		
Company Address:	Xiangtougang, Wanshi Management Zone, Songgang Town, Nanhai District, Foshan City, Guangdong Province, China		
Is it listed company?	☐ Yes ☒ No	Company Stock Code	N/A
Annual review conducted by the Industrial & Commercial Bureau?	☒ Yes ☐ No	Reviewed By:	Foshan Nanhai Market Supervision and Management Bureau
Registered Capital:	RMB 3,000,000		
Corporate Representative:	Mr. Huaqiu Chen		
Industry:	Wallpapers/Wall Coating		
Business Type:	☐ Manufacturer ☐ Trading Company ☒ Manufacturer & Trading Company		
Type of Ownership:	☒ Private Owner ☐ Public Company ☐ Joint Venture ☐ Stated Owned ☐ Sole Proprietorship ☐ Other		
Products /Service:	Natural Stone Paint; Art Coatings; Diatom Mud; Gold Paint; Imitation Stone Paint; Emulsion Coatings		
1.2 Company Building Information			
Certification Type: ☐ Land Certification ☐ Real Estate Certification ☐ Lease Agreement ☒ Factory Officer Claimed			
Total Building Size: <u>10,000</u> m ²			
Number of Building(s) : <u>2</u>			
Office Size: <u>700</u> m ²			

Section 2: Human Resources

Human Resources

2.1 Company Chart

```
graph TD; GM[GM] --- Fin[Fin. Dept.]; GM --- Admin[Admin. Dept.]; GM --- Sales[Sales Dept.]; GM --- Production[Production Dept.]; GM --- QC[QC Dept.]; GM --- RnD[R&D Dept.]; GM --- PMC[PMC Dept.]; GM --- Purchase[Purchase Dept.];
```

2.2 Employee Headcount

Department Name	Full Time Employee(s)	Part-Time Employee(s)	Total
GM	2	0	2
Fin. Dept.	4	0	4
Admin. Dept.	8	0	8
Sales Dept.	52	0	52
Production Dept.	37	0	37
QC Dept.	5	0	5
R&D Dept.	17	0	17
PMC Dept.	3	0	3
Purchase Dept.	2	0	2
Total Number:	130	0	130

2.3 Management

Department	Name	Title	Education	Year(s) in Current Company
Confidential	Confidential	Confidential	Confidential	Confidential

Section 3: Current Export Situation

Current Export Situation

There is/are 5 foreign trading employee(s) in the company.

Working Experience	Headcount	Accepted Language	Listening & Speaking	Reading & Writing
Over 30 Years	0	English	Yes	Yes
21-30Years	0	N/A	N/A	N/A
11-20 Years	0	N/A	N/A	N/A
6-10 Years	2	N/A	N/A	N/A
2-5 Years	2	N/A	N/A	N/A
Less than 2 years	1	N/A	N/A	N/A

Does the company have a valid export license?	☐ Yes ☒ No
Export License Registration No.:	N/A
Total Revenue (Previous Year):	Confidential
Total Export Revenue (Previous Year):	Confidential
Estimated Export Revenue (Current Year):	Confidential
Trade Agents Employed Overseas:	☐ Yes ☒ No
Nearest Port:	Guangzhou Port, Dongguan Port
Accepted Payment Terms	☒ FOB ☒ CIF ☒ EXW ☒ CFR
Accepted Payment Type:	☐ L/C ☒ T/T ☒ Credit Card ☒ Cash ☒ West Union ☐ Money Gram ☒ Paypal ☐ Moneybooker

Average lead time from product order confirmation to production delivery (products exiting the factory):

Product Category	Num	Unit
Natural Stone Paint	3	Days
Art Coatings	3	Days
Diatom Mud	3	Days
Gold Paint	3	Days
Imitation Stone Paint	3	Days
Emulsion Coatings	3	Days

Average Sampling Time

Product Category	Lead Time
Natural Stone Paint	3 Days
Art Coatings	3 Days
Diatom Mud	3 Days
Gold Paint	3 Days
Imitation Stone Paint	3 Days
Emulsion Coatings	3 Days

The Shortest Sampling Time

Report No:	21177144_P+T	Report date:	01/Dec./2020	Assessed By	Elmo Ling
CONFIDENTIAL		All Rights Reserved			Page No: 7 of 28



Alibaba.com Gold Plus Supplier
Assessment Report

Report No.: 21177144_P+T

Product Category	Shortest Lead Time
Natural Stone Paint	3 Days

Report No:	21177144_P+T	Report date:	01/Dec./2020	Assessed By	Elmo Ling
CONFIDENTIAL		All Rights Reserved			Page No: 8 of 28

Section 4: Export Business Capacity

Export Business Capacity			
4.1 Market Distribution (Previous 12 Months)			
Market	Main Product(s)	Revenue (USD)	Total Revenue (%)
North America	N/A	0	0
South America	N/A	0	0
Eastern Europe	N/A	0	0
Southeast Asia	Natural Stone Paint; Art Coatings; Diatom Mud; Gold Paint; Imitation Stone Paint; Emulsion Coatings	Confidential	4
Africa	N/A	0	0
Oceania	N/A	0	0
Mid East	N/A	0	0
Eastern Asia	N/A	0	0
Western Europe	N/A	0	0
Central America	N/A	0	0
Northern Europe	N/A	0	0
Southern Europe	N/A	0	0
South Asia	Natural Stone Paint; Art Coatings; Diatom Mud; Gold Paint; Imitation Stone Paint; Emulsion Coatings	Confidential	1
Domestic Market	Natural Stone Paint; Art Coatings; Diatom Mud; Gold Paint; Imitation Stone Paint; Emulsion Coatings	Confidential	95
4.2 Main Clients			
Client Name	Main Product(s)	Total Revenue (%)	
Confidential	Confidential	Confidential	

Section 5: Production Capacity

Production Capacity				
5.1 Annual Production Capacity (Previous Year)				
Natural Stone Paint; Art Coatings; Diatom Mud; Gold Paint; Imitation Stone Paint; Emulsion Coatings: 7,000 Tons				
5.2 Production Capacity				
Product Name	Production Line Capacity	Actual Units Produced (Previous Year)		
Natural Stone Paint; Art Coatings; Diatom Mud; Gold Paint; Imitation Stone Paint; Emulsion Coatings	12,000 Tons / Year	7,000 Tons		
5.3 Production Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Sewage tTreatment Equipment	N/A	1	3	Acceptable
Texture Coating Production Line	N/A	1	3	Acceptable
Blender	N/A	6	4	Acceptable
Raw Material Storage Tank	N/A	2	2	Acceptable
Art Coating Production Line	N/A	1	2	Acceptable
Automatic Powder Filling Machine	N/A	3	2	Acceptable
Dust Removal Equipment	N/A	3	1	Acceptable
Automatic Packing Machine	N/A	2	1	Acceptable
Viscometer	N/A	2	2	Acceptable
5.4 Testing Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
N/A	N/A	N/A	N/A	N/A
5.5 Subcontractors				
Subcontractor Name	Product Subcontracted	Volume Supplied	Cooperation Period (Years)	
N/A	N/A	N/A	N/A	
5.6 if the factory has testing capability(including qualified staff, equipment and method or certified by any orgnization& 3rd parties & client)		☐ Yes ☒ No		
5.7 Subcontractors Type		☐ Order outsourcing ☐ Process outsourcing ☒ No need to outsource ☐ Other		



5.8 Equipment Number	N/A
5.9 Production Line Number	N/A
5.10 Work Instruction	☐ Yes ☒ No
5.11 Clear Production Process	☐ Yes ☒ No
5.12 Production Management System	☐ Yes ☒ No
5.13 Production Control Capability	☐ Yes ☒ No

Section 6: Quality Assurance

Quality Assurance					
6.1.1 Quality Management System Certification					
Certification	Certified By	Certificate No.	Business Scope	Validity Date	
N/A	N/A	N/A	N/A	N/A	
6.1.2 Product Certification					
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date	
N/A	N/A	N/A	N/A	N/A	
6.2 Testing Report					
Certification	Certified By	Certificate No.	Product Name & Model No.	Validity Date	
N/A	N/A	N/A	N/A	N/A	
6.3 Quality Control Management					
Item	Content	Observations /Comments			
6.3.1	Is there quality control on all production lines?	☒ Yes, all production lines have adequate quality control ☐ Yes, some production lines have adequate quality control ☐ No			
6.3.2	Do the QA/QC inspectors work independently from the production line?	☒ Yes ☐ No			
6.3.3	Who does the QC/QA Manager /Supervisor report to?	Marketing Manager -- Mr. Chen			
6.3.4	How many QA/QC inspectors in total?	5			
No. of Employees in Each Production Line:					
Production Line	Supervisor	No. of Operators	No. of In-line QC/QA		
Workshop	1	36	5		
6.3.5 Average Guarantee Time					
Product Category		Guarantee Time			
Natural Stone Paint		20 Years			
Art Coatings		20 Years			
Diatom Mud		20 Years			
Gold Paint		20 Years			
Imitation Stone Paint		20 Years			
Emulsion Coatings		20 Years			
6.3.6 The Longest Guarantee Time					
Product Category		Guarantee Time			
Natural Stone Paint		20 Years			
6.3.7 Are there any specific inspection standards and guidelines/records of workflow?		☒ Yes ☐ No			
Report No:	21177144_P+T	Report date:	01/Dec./2020	Assessed By	Elmo Ling
CONFIDENTIAL		All Rights Reserved			Page No: 12 of 28

6.4 Supplier Management		
Item	Content	Observations /Comments
6.4.1	Does the company have a supplier assessment procedure?	☒ Yes ☐ No
6.4.2	Does the company have an updated list of approved suppliers?	☒ Yes ☐ No
6.4.3	Has the company established and implemented a standard procedure for purchasing contract review and approval?	☒ Yes, with written standard procedures ☐ Yes, with written procedure but lack of consistent standard ☐ No
6.4.4	Does the company keep its supplier assessment reports?	☒ Yes, assessment reports are available for more than 3 years ☐ Yes, assessment reports are available for the last 1-3 years ☐ Yes, assessment reports are available for the previous 12 months ☐ No
6.4.5	Are the company's purchasing documents sufficient to ensure product safety control and their customers' requirements?	☒ Yes, the purchasing document includes all the information required ☐ Yes, however the purchasing document includes incomplete information ☐ No
6.4.6	Is there a procedure to conduct random product inspections after final packaging?	☒ Yes, with clear standard and written inspection records ☐ Yes, with inspection records but no procedures ☐ Yes, with procedures but no inspection records ☐ No, inspections are not necessary
6.5 After Sales Service		
Item	Content	Observations /Comments
6.5.1	Is customer feedback, including complaints, clearly recorded and maintained?	☒ Yes, with a standard feedback form and records ☐ Yes, with a standard feedback form but no records ☐ Yes, with records but no standard feedback form ☐ No
6.5.2	Are there any clear procedures for handling customer complaints?	☒ Yes, with clear procedures and written records ☐ Yes, with clear procedures but no written records ☐ Yes, with written records but no clear procedures ☐ No
6.5.3	Is there a closed-loop corrective action system in place?	☒ Yes ☐ No

6.5.4	Can finished/package products be traced by lot identification to the appropriate raw material test reports?	☒ Yes, with procedures to trace raw materials ☐ Yes, main raw material can be traced ☐ No, only the production date can be traced ☐ No
6.5.5	Is there a product alert and recall procedure?	☒ Yes ☐ No
6.5.6	Do you have a complete after sales service capability?	☒ Yes ☐ No

6.6 Overseas After Sales Service

Item	Content	Observations /Comments
6.6.1	Do you have an overseas onsite service center?	☐ Yes ☒ No
6.6.2	The location country of overseas service center	☐ U.S.A ☐ India ☐ Indonesia ☐ Russia ☐ Germany ☐ Malaysia ☐ Turkey ☒ Other
6.6.3	Is it possible to provide expatriate engineer services?	☐ Yes ☒ No
6.6.4	If possible provide expatriate engineer,what kind of onsite after-sales services are included?	☐ Debugging ☐ Maintain ☐ Repair ☒ Other

Quality Management Process

Process 1	Process 2	Process 3
Confidential	Confidential	Confidential
Confidential	Confidential	Confidential

Received the second-party or the third-party inspection records (inspection report)

Photo 1	Photo 2	Photo 3
---------	---------	---------

Confidential	Confidential	Confidential
Confidential	Confidential	Confidential

Section 7: Production Process Management

Quality Control Management		
Item	Content	Observations /Comments
7.1	Is the factory tidy and clean enough for production?	☐ Yes, very good ☒ Yes, acceptable ☐ No, needs improvement ☐ No, very poor
7.2	Are the following items /documents provided at the appropriate location?	☒ Work instructions ☐ Approved sample ☐ Product picture ☐ No the above-mentioned was not available.
7.3	Are written instructions available for onsite material inspection/testing? Are the relevant records maintained?	☒ Yes, with clear written instructions and records ☐ Yes, with written instructions but no records ☐ Yes, with records but no written instructions ☐ No
7.4	Are written inspection/testing instructions available for finished products? Are the relevant records maintained?	☒ Yes, with clear written instructions and records ☐ Yes, with written instructions but no records ☐ Yes, with records but no written instructions ☐ No
7.5	How are finished products inspected?	☒ 100% of products with detailed inspection ☐ Random inspection ☐ No inspection ☐ No inspection necessary
7.6	Are units that failed inspection clearly marked and separated to prevent accidental dispatch?	☒ Yes, the units are separated and marked clearly ☐ Yes, the units are separated but not marked clearly ☐ No
7.7	How are finished products that failed inspection handled?	☒ Repaired and re-inspected ☐ Thrown away ☐ No inspection necessary

Section 8: R & D Capacity

R&D Capacity				
8.1 Current Situation				
There is/are <u>17</u> R&D engineer(s) in the company.				
Education Level	Headcount		Work Experience	Headcount
Doctorate	0		Over 30 Years	0
Post-Graduate	0		21-30 Years	0
Graduate	4		11-20 Years	3
Junior College	10		6-10 Years	5
Technical School	3		2-5 Years	8
High School	0		Less than 2 years	1
Patent Situation				
Patent No.	The Name of the Patent	The Patent Type	Available Date	
ZL 2015 1 0099014.8	An Inorganic Waterborne Metallic Paint and Its Preparation Method	Invention patent	05/Mar./2015 -- 04/Mar./2035	
ZL 2015 1 0125090.1	A Weak Basic inorganic Multifunctional Diatom Mud Dry Powder Coating and Its Preparation Method	Invention patent	20/Mar./2015 -- 19/Mar./2035	
ZL 2015 1 0166353.3	A Composite Inorganic Metal Velvet Coating and Its Preparation Method	Invention patent	08/Apr./2015 -- 07/Apr./2035	
Brand Situation				
Registration/ap plication No.	Brand Name	For Approval to Use Goods	Validity Date	Ref.
14184866	Refer to the Photo	Category 2	21/May/2015 -- 20/May/2025	Photo in Section 11 (Trademark Photos)
27601052	Refer to the Photo	Category 2	07/Dec./2018 -- 06/Dec./2028	Photo in Section 11 (Trademark Photos)
The Average Time For New Products Launched				
Product Category		Lead Time		
Natural Stone Paint		30 Days		
Art Coatings		30 Days		
Diatom Mud		30 Days		
Gold Paint		30 Days		
Imitation Stone Paint		30 Days		
Emulsion Coatings		30 Days		
The Shortest Time For A New Item Launched				
Product Category		Shortest Lead Time		
Natural Stone Paint		30 Days		

Does the company provide ODM service for others?	☒ Yes ☐ No	
Are there relevant design input/output, review, and verification documents available for the assessment company?	☒ Yes ☐ No	
Based on inspection, are R & D employees equipped with adequate specialized equipment?	☐ Yes ☒ No	
If yes, please list all key equipment used:	N/A	
Do R& D employees use any specific software for designing new products?	☒ Yes ☐ No	
If yes, please list the main software used:	Auto CAD, PS, 3D Max, Pro/E	
Please list all certifications and/or qualifications of the R & D department:	N/A	
Has the company established standard design procedures for new products?	☒ Yes, with clear written instructions ☐ Yes, without written instructions ☐ No	
Have the designed products been internal verified or validated?	☒ Yes, with clear written records ☐ Yes, only part written records ☐ Yes, without written records ☐ No	
Have the designed products been tested by a third-party inspection body?	☒ Yes, all designed products have been tested ☐ Yes, only part of designed products have been tested ☐ No	
Are the designed products confirmed by the customers?	☒ Yes, all designed products have been confirmed ☐ Yes, part of designed products have been confirmed according to client's requirements ☐ No	
Does the company has qualification requirements for designers?	☒ Yes, with written job description ☐ Yes, without written job description ☐ No, but at least two years design experience is needed ☐ No	
Are the designers' qualifications recognized by the company?	☒ Yes, with written records ☐ Yes, without written records ☐ No	
What level of design services are provided?	☐ Only add logo/change color/material ☐ Sample processing ☐ Graphic processing ☒ Create an entirely new product	
New Products Launched quantity for each year		
Product Category	Num	Unit
Natural Stone Paint	1	Style

Art Coatings	6	Styles
Diatom Mud	1	Style
Gold Paint	1	Style
Imitation Stone Paint	1	Style
Emulsion Coatings	1	Style
8.2 R&D Real Case Description		
Customer's Name	Confidential	
Customer's Location	Confidential	
Customer's Industry:	Confidential	
Order's Requirement Description:	Confidential	
8.3 Design Process		
Process 1	Process 2	Process 3
Confidential↴	Confidential↴	Confidential↴
Confidential	Confidential	Confidential
8.4 Design Devices		
Device 1	Device 2	Device 3
N/A	N/A	N/A



Section 9: Company Development / Expansion Plans

Company Development / Expansion Plans		
Item	Company Development Action	Timeframe
1	The organization is going to Become the NO.1 in Alibaba coatings industry within 5 years.	5 Years

Section 10: Production Flow

Production Flow					
No	Production Process	No	Production Process	No	Production Process
1		2		3	
	Raw Material		Stiring		Testing
4		5		6	
	Filling		Packing		Warehouse



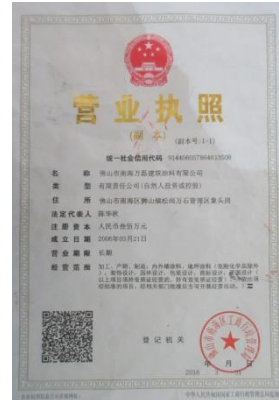
Section 11: Certification & Photos

Certification & Photos

Certification & Photos -- Business License (Original)



Certification & Photos -- Business License (Duplicate) with Certificate / Records of Annual Inspection



Certification & Photos -- Permit for Opening Bank Account



N/A

N/A

Patent Photos

Certification & Photos -- Patent Certificate

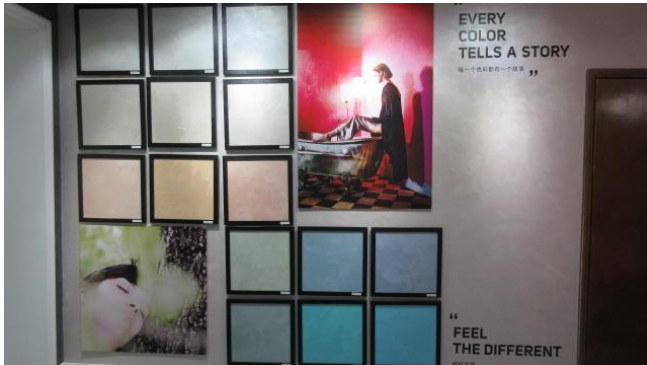


Certification & Photos -- Patent Certificate



Certification & Photos -- Patent Certificate 	N/A N/A
Trademark Photos	
Certification & Photos -- Trademark Certificate 	Certification & Photos -- Trademark Certificate 

Section 12: Company and Product Samples

Company and Product Samples	
Company Gate 	Office 
Office 	Showroom 
Showroom 	Showroom 

Workshop



Workshop



Warehouse



Warehouse



Product Sample



Product Sample



Product Sample

Product Sample



Product Sample



Product Sample



Section 13: Competitive Advantages

13.1 Product Group Capacity		
13.1.1 Products Sold (Within 12 Months)		
Products Name	Quantity	Revenue (USD)
Natural Stone Paint	Confidential	USD 3,340,000
Art Coatings	Confidential	USD 1,820,000
Diatom Mud	Confidential	USD 2,740,000
Gold Paint	Confidential	USD 1,520,000
Imitation Stone Paint	Confidential	USD 2,730,000
Emulsion Coatings	Confidential	USD 1,520,000
13.1.2 Suppliers Cooperated With (Within 12 Months)		
No. of cooperation suppliers (total)	80	
No. of suppliers (which cooperated over 2 times)	80	
No. of provinces which cooperation suppliers belong to	3 (Guangdong, Fujian, Shandong)	
Would the company like to provide design solution service for integration project?	☐ Yes ☒ No	
If yes, these projects include	N/A	
Would the company like to provide a total solution for purchasing?	☐ Yes ☐ Part, _____ ☒ No	
If yes, please describe it	N/A	
13.1.3 Real Case Description:		
Customer Name	Confidential	
Customer Country	Confidential	
Customer Region	Confidential	
Products Category	Confidential	
Order Value (USD)	Confidential	
Order Processing Process	Confidential	
Customer's Feedback	Confidential	
13.2 Real Case for Lower MOQ & Lead Time		
Products Name	MOQ (Within 12 Months)	Lead Time
Natural Stone Paint	1 Bucket	1 Day
Art Coatings	1 Bucket	1 Day
Diatom Mud	1 Bucket	1 Day
Gold Paint	1 Bucket	1 Day
Imitation Stone Paint	1 Bucket	1 Day
Emulsion Coatings	1 Bucket	1 Day

MOQ for each item		☒ less 10 ☐ 10-20 ☐ 20-50 ☐ 50-100 ☐ 100-300 ☐ above 300		
13.3 Real Case for Large Contract & Lead Time				
Products Name		Order (Within 12 Months)		Lead Time
Confidential		Confidential		Confidential
13.4 Overseas After Sales Service Capacity				
13.4.1 Do you have an overseas onsite service center?		☐ Yes ☒ No		
13.4.2 If yes, what onsite after-sales services are included		Location	Evidence- provided	Self-description
Equipment -installation, maintenance and other services	☐ Yes ☒ No	N/A	N/A	N/A
Technical advice	☐ Yes ☒ No	N/A	N/A	N/A
Personnel training	☐ Yes ☒ No	N/A	N/A	N/A
Other		N/A	N/A	N/A
13.4.3 Average response time		12 Hours		
13.5 After-sales service capacity				
Does the company accept small order?		☒ Yes ☐ No		
Experience with large-scale procurement contracts				
Have you had a procurement contract with a Fortune 500 company?		☐ Yes ☒ No		
The country/region of your overseas service center		N/A		
Overseas showroom				
Do you have an overseas showroom?		☐ Yes ☒ No		
The country/region of your overseas showroom		N/A		
Offline trade show				
Have you participated in offline trade shows?		☐ Yes ☒ No		
Tradeshow name	N/A	Official images from the trade show		



Date attended	N/A	N/A
Host Country/Region	N/A	
Centralized procurement		
In the past 12 months, have you sold products from at least three sub-categories?	☒ Yes ☐ No	
Overseas warehouse		
Do you have an overseas warehouse?	☐ Yes ☒ No	
The country/region of your overseas warehouse	N/A	

-- End of Report --