

# Alibaba.com Assessed Supplier



## Assessment Report

*Presented to*

**Jieyang Kailian Stainless Steel Co., Ltd.**

揭阳市凯链不锈钢有限公司

Gold Supplier & Assessed Company Relationship:	<input checked="" type="checkbox"/> Self-owned <input type="checkbox"/> Wholly Owned <input type="checkbox"/> Shareholder/Partner <input type="checkbox"/> Kindred between Owners <input type="checkbox"/> Cooperation Partner
Company Address	Bolao Industrial Zone, Meiyun Town, Rongcheng District, Jieyang City, Guangdong Province, China
City / Country:	Jieyang, China
Consigner of Assessment:	Alibaba
Gold Supplier Member ID:	kailiansteel
Gold Supplier Company Name:	Jieyang Kailian Stainless Steel Co., Ltd.
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*Service Provided by Bureau Veritas Certification*

*Report No.: 7219814\_P+T*





Report Number:	7219814_P+T	Assessment Type:	Production & Trade Assessment
Date of Assessment:	23/Dec./2013	Report Date:	23/Dec./2013
Assessor's Name:	Tomsun Chen	Validity Period:	24/Dec./2013 -- 23/Dec./2014
Reviewed By:	Mark Zhou	Online Verification:	www.bv-certification.com.cn

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## Section 1: Company Overview

Company Overview			
<b>1.1 Legal Validity</b>			
Does the company have a valid business license?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Business License Number:	445200000000254
Year Established:	14/Jun./2004	Validity Period:	14/Jun./2004 -- 31/Dec./2049
Registered Address:	(Shibutou Piece) Bolao Industrial Zone, Meiyun Town, Rongcheng District, Jieyang City, Guangdong Province, China		
Company Address:	Bolao Industrial Zone, Meiyun Town, Rongcheng District, Jieyang City, Guangdong Province, China		
Annual review conducted by the Industrial & Commercial Bureau?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Reviewed By:	Jieyang Industrial & Commercial Bureau
Registered Capital:	RMB 13,800,000.00		
Corporate Representative:	Mr. Wei Zhou		
Industry:	Basic Metal Products and Fabricated Parts		
Business Type:	<input type="checkbox"/> Manufacturer <input type="checkbox"/> Trading Company <input checked="" type="checkbox"/> Combined		
Type of Ownership:	<input checked="" type="checkbox"/> Private Owner <input type="checkbox"/> Public Company <input type="checkbox"/> Joint Venture <input type="checkbox"/> Stated Owned <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other		
Products /Service:	Stainless Steel Products (Stainless Steel Coil / Strip, Stainless Steel Sheet, Stainless Steel Circle)		
<b>1.2 Company Building Information</b>			
Certification Type: <input type="checkbox"/> Land Certification <input type="checkbox"/> Real Estate Certification <input type="checkbox"/> Lease Agreement <input checked="" type="checkbox"/> Factory Officer Claimed			
Total Building Size: <u>15,790 m<sup>2</sup></u>			
Number of Building(s) : <u>6</u>			
Office Size: <u>500 m<sup>2</sup></u>			



## Section 2: Human Resources

Human Resources				
2.1 Company Chart				
<pre> graph TD     GM[GM] --- PD[Production Dept.]     GM --- QD[Quality Dept.]     GM --- SD[Sales Dept.]     GM --- FD[Finance Dept.]     GM --- LD[Logistics Dept.]           </pre>				
2.2 Employee Headcount				
Department Name	Full Time Employee(s)	Part-Time Employee(s)	Total	
GM	1	0	1	
Production Dept.	70	0	70	
Quality Dept.	2	0	2	
Sales Dept.	2	0	2	
Finance Dept.	4	0	4	
Logistics Dept.	2	0	2	
<b>Total Number:</b>	81	0	81	
2.3 Management				
Department	Name	Title	Education	Year(s) in Current Company
GM	Mr. Wei Zhou	GM	University graduate	9.5
Production Dept.	Mr. Zhijun Ye	Manager	Senior high school graduate	9.5
Quality Dept.	Ms. Jieqing Huang	Manager	Senior high school graduate	3
Sales Dept.	Ms. Huiping Hong	Manager	University graduate	1
Finance Dept.	Ms. Xiaomei Zhou	Manager	University graduate	6
Logistics Dept.	Ms. Xiaoyu Zhou	Manager	Technical school graduate	2



### Section 3: Current Export Situation

Current Export Situation				
There is/are <u>2</u> foreign trading employee(s) in the company.				
Working Experience	Headcount	Accepted Language	Listening & Speaking	Reading & Writing
Over 30 Years	0	English	Yes	Yes
21-30 Years	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	0	N/A	N/A	N/A
Less than 2 years	0	N/A	N/A	N/A
Does the company have a valid export license?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Export License Registration No.:		01557009		
Total Revenue (Previous Year):		USD 84,500,000.00		
Total Export Revenue (Previous Year):		USD 25,700,000.00		
Estimated Export Revenue (Current Year):		USD 26,000,000.00		
Trade Agents Employed Overseas:		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Nearest Port:		Shenzhen Port		
Accepted Payment Terms		<input checked="" type="checkbox"/> FOB <input checked="" type="checkbox"/> CIF <input checked="" type="checkbox"/> EXW <input checked="" type="checkbox"/> CFR		
Accepted Payment Type:		<input checked="" type="checkbox"/> L/C <input checked="" type="checkbox"/> T/T <input type="checkbox"/> Credit Card <input checked="" type="checkbox"/> Cash <input type="checkbox"/> West Union <input type="checkbox"/> Money Gram <input type="checkbox"/> Paypal <input type="checkbox"/> Moneybooker		
Average lead time from product order confirmation to production delivery (products exiting the factory):		15 -- 35 Days		



## 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	0.00	0.00
South America	Stainless Steel Coil / Strip, Stainless Steel Sheet	1,600,000.00	1.89
Eastern Europe	Stainless Steel Coil / Strip, Stainless Steel Sheet	9,660,000.00	11.43
Southeast Asia	Stainless Steel Coil / Strip	1,680,000.00	1.99
Africa	Stainless Steel Coil / Strip	1,500,000.00	1.78
Oceania	N/A	0.00	0.00
Mid East	Stainless Steel Coil / Strip, Stainless Steel Circle	1,600,000.00	1.89
Eastern Asia	Stainless Steel Coil / Strip	420,000.00	0.50
Western Europe	N/A	0.00	0.00
Central America	N/A	0.00	0.00
Northern Europe	N/A	0.00	0.00
Southern Europe	N/A	0.00	0.00
South Asia	Stainless Steel Coil / Strip, Stainless Steel Circle	9,240,000.00	10.93
Domestic Market	Stainless Steel Coil / Strip	58,800,000.00	69.59
4.2 Main Clients			
Client Name	Main Product(s)	Total Revenue (%)	
Confidential	Confidential	Confidential	





## Section 5: Production Capacity

Production Capacity				
<b>5.1 Annual Production Capacity (Previous Year)</b>				
Stainless Steel Coil / Strip: 58,000 Tons, Stainless Steel Sheet: 3,000 Tons, Stainless Steel Circle: 5,000 Tons				
<b>5.2 Production Capacity</b>				
Product Name	Production Line Capacity	Actual Units Produced (Previous Year)		
Stainless Steel Coil / Strip	6,000 Tons / Month	58,000 Tons		
Stainless Steel Sheet	6,000 Tons / Month	3,000 Tons		
Stainless Steel Circle	6,000 Tons / Month	5,000 Tons		
<b>5.3 Production Machinery</b>				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Cold Rolling Machine	No Information	16	6	Acceptable
Bright Anneal Furnace	No Information	12	6	Acceptable
Film Laminating Machine	No Information	1	4	Acceptable
Flat Pressing Machine	No Information	1	4	Acceptable
<b>5.4 Testing Machinery</b>				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
N/A	N/A	N/A	N/A	N/A
<b>5.5 Subcontractors</b>				
Subcontractor Name	Product Subcontracted	Volume Supplied	Cooperation Period (Years)	
N/A	N/A	N/A	N/A	



## Section 6: Quality Assurance

Quality Management System and Product Certification				
<b>6.1 Quality Management System Certification</b>				
Certification	Certified By	Certificate No.	Business Scope	Expiry Date
N/A	N/A	N/A	N/A	N/A
<b>6.2 Product Certification</b>				
Certification	Certified By	Certificate No.	Product Name & Model No.	Expiry Date
N/A	N/A	N/A	N/A	N/A
<b>6.3 Quality Control Management</b>				
Item	Content	Observations /Comments		
6.3.1	Is there quality control on all production lines?	<input checked="" type="checkbox"/> Yes, all production lines have adequate quality control <input type="checkbox"/> Yes, some production lines have adequate quality control <input type="checkbox"/> No		
6.3.2	Do the QA/QC inspectors work independently from the production line?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
6.3.3	Who does the QC/QA Manager /Supervisor report to?	GM -- Mr. Wei Zhou		
6.3.4	How many QA/QC inspectors in total?	2		
No. of Employees in Each Production Line:				
Production Line	Supervisor	No. of Operators	No. of In-line QC/QA	
Workshop	2	68	2	
<b>6.4 Supplier Management</b>				
Item	Content	Observations /Comments		
6.4.1	Does the company have a supplier assessment procedure?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
6.4.2	Does the company have an updated list of approved suppliers?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
6.4.3	Does the company establish and implement a standard procedure for purchasing contract review and approval?	<input checked="" type="checkbox"/> Yes, with written standard procedures <input type="checkbox"/> Yes, with written procedure but lack of consistent standard <input type="checkbox"/> No		



6.4.4	Does the company keep its supplier assessment reports?	<input type="checkbox"/> Yes, assessment reports are available for more than 3 years <input type="checkbox"/> Yes, assessment reports are available for the last 1-3 years <input type="checkbox"/> Yes, assessment reports are available for the previous 12 months <input checked="" type="checkbox"/> No
6.4.5	Are the company's purchasing documents sufficient to ensure product safety control and their customers' requirements?	<input checked="" type="checkbox"/> Yes, the purchasing document includes all the information required <input type="checkbox"/> Yes, however the purchasing document includes incomplete information <input type="checkbox"/> No
6.4.6	Is there a procedure to conduct random product inspections after final packaging?	<input checked="" type="checkbox"/> Yes, with clear standard and written inspection records <input type="checkbox"/> Yes, with inspection records but no procedures <input type="checkbox"/> Yes, with procedures but no inspection records <input type="checkbox"/> 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?	<input type="checkbox"/> Yes, with a standard feedback form and records <input type="checkbox"/> Yes, with a standard feedback form but no records <input checked="" type="checkbox"/> Yes, with records but no standard feedback form <input type="checkbox"/> No
6.5.2	Are there any clear procedures for handling customer complaints?	<input type="checkbox"/> Yes, with clear procedures and written records <input type="checkbox"/> Yes, with clear procedures but no written records <input checked="" type="checkbox"/> Yes, with written records but no clear procedures <input type="checkbox"/> No
6.5.3	Is there a closed-loop corrective action system in place?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
6.5.4	Can finished/package products be traced by lot identification to the appropriate raw material test reports?	<input type="checkbox"/> Yes, with procedures to trace raw materials <input checked="" type="checkbox"/> Yes, main raw material can be traced <input type="checkbox"/> No, only the production date can be traced <input type="checkbox"/> No
6.5.5	Is there a product alert and recall procedure?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No



## Section 7: Production Process Management

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



## Section 8: R & D Capacity

R&D Capacity				
8.1 Current Situation				
There is/are _____ 0 _____ 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	0		11-20 Years	0
Junior College	0		6-10 Years	0
Technical School	0		2-5 Years	0
High School	0		Less than 2 years	0
List of successful project(s) (Example: patented products):		N/A		
Does the company have its own brand?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
If yes, please specify:		N/A		
Does the company provide ODM service for others?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Are there relevant design input/output, review, and verification documents available for the assessment company?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Based on inspection, are R & D employees equipped with adequate specialized equipment?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
If yes, please list all key equipment used:		N/A		
Do R & D employees use any specific software for designing new products?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
If yes, please list the main software used:		N/A		
Please list all certifications and/or qualifications of the R & D department:		N/A		
Have the company established standard design procedures for new products?		<input type="checkbox"/> Yes, with clear written instructions <input type="checkbox"/> Yes, without written instructions <input type="checkbox"/> No N/A		



Have the designed products been internal verified or validated?	<input type="checkbox"/> Yes, with clear written records <input type="checkbox"/> Yes, only part written records <input type="checkbox"/> Yes, without written records <input type="checkbox"/> No N/A	
Have the designed products been tested by a third-party inspection body?	<input type="checkbox"/> Yes, all designed products have been tested <input type="checkbox"/> Yes, only part of designed products have been tested <input type="checkbox"/> No N/A	
Are the designed products confirmed by the customers?	<input type="checkbox"/> Yes, all designed products have been confirmed <input type="checkbox"/> Yes, part of designed products have been confirmed according to client's requirements <input type="checkbox"/> No N/A	
Do the company has qualification requirements for designers?	<input type="checkbox"/> Yes, with written job description <input type="checkbox"/> Yes, without written job description <input type="checkbox"/> No, but at least two years design experience is needed <input type="checkbox"/> No N/A	
Are the designers' qualifications recognized by the company?	<input type="checkbox"/> Yes, with written records <input type="checkbox"/> Yes, without written records <input type="checkbox"/> No N/A	
<b>8.2 R&amp;D Real Case Description</b>		
<b>Customer's Name</b>	N/A	
<b>Customer's Location</b>	N/A	
<b>Customer's Industry:</b>	N/A	
<b>Order's Requirement Description:</b>	N/A	
<b>8.3 Design Process</b>		
<b>Process 1</b>	<b>Process 2</b>	<b>Process 3</b>
N/A	N/A	N/A



Description: N/A	Description: N/A	Description: N/A
<b>8.4 Design Devices</b>		
N/A	N/A	N/A
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 focus on providing the best products and services.	3 years
2	The organization is going to increase its production and sales by 50%.	3 years





## Section 10: Production Flow

Production Flow					
No	Production Process	No	Production Process	No	Production Process
1	 Steel Slitting	2	 Cold Rolling	3	 Annealing
4	 Laminating	5	 Flat Pressing	6	 Packing



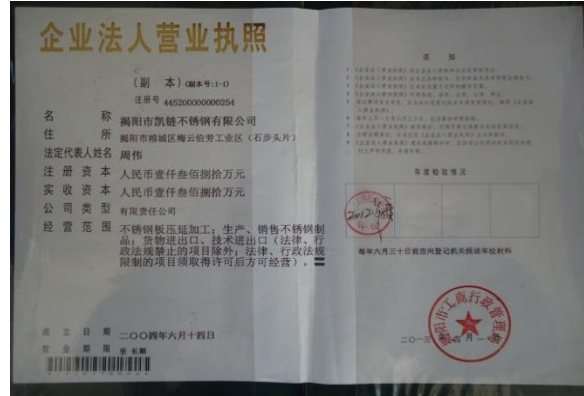
## Section 11: Certification & Photos

### Certification

#### Certification & Photos -- Business License (Original)



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



#### Certification & Photos -- Tax Registration Certificate



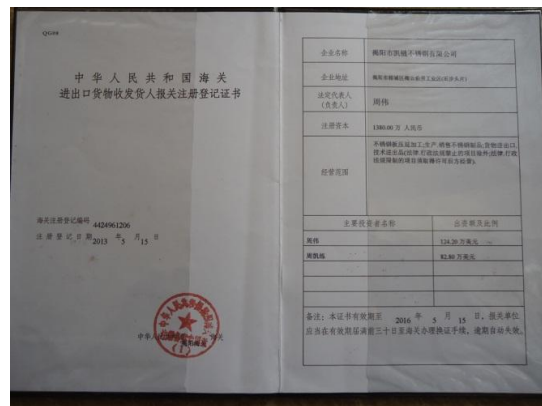
#### Certification & Photos -- Permit for Opening Bank Account



#### Certification & Photos -- Organization Code Certificate



#### Certification & Photos -- Custom Clearance Registration Form





**Certification & Photos -- Import and Export  
Enterprise Registration**



**Certification & Photos -- Letter Of Credit Agency**





## Section 12: Company and Product Samples

### Company and Product Samples

Company Gate



Office



Workshop



Workshop



Product Sample



Product Sample





Product Sample



Product Sample



Product Sample



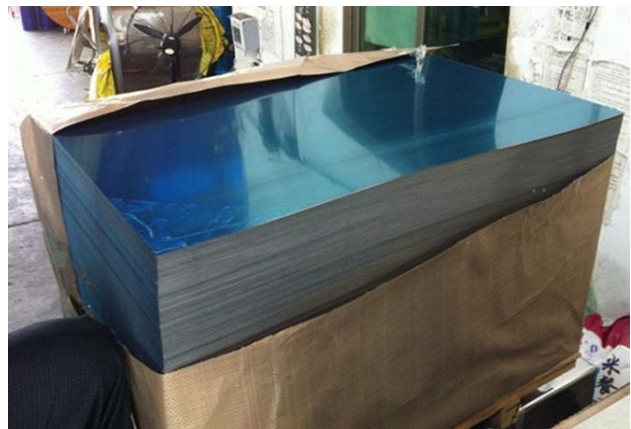
Product Sample



Product Sample

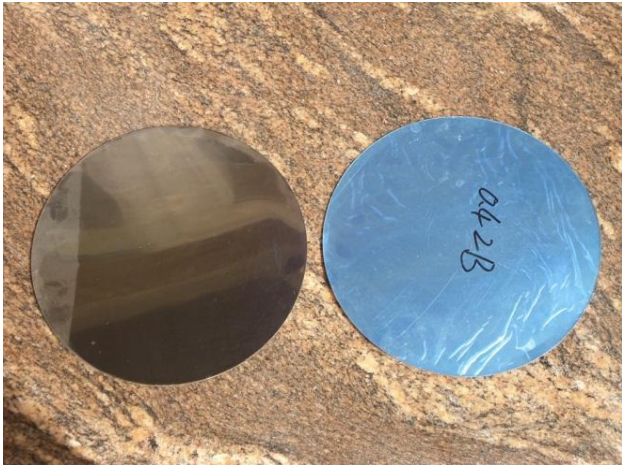


Product Sample

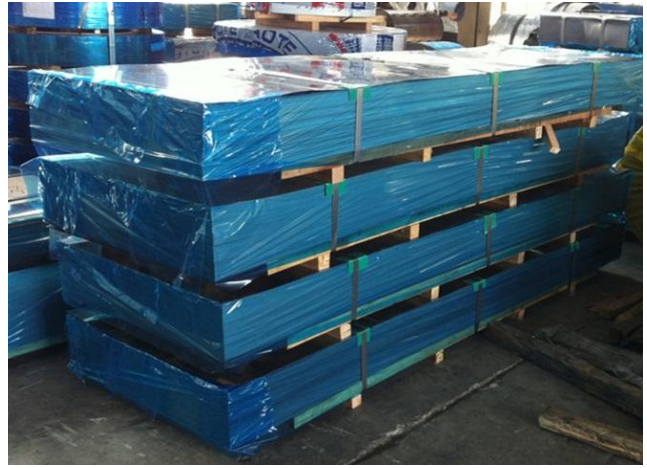




Product Sample



Product Sample





## Section 13: Competitive Advantages

13.1 Product Group Capacity				
13.1.1 Products Sold (Within 12 Months)				
Products Name	Quantity	Revenue (USD)		
Minerals & Metallurgy	66,000 Tons	84,500,000.00		
13.1.2 Suppliers Cooperated With (Within 12 Months)				
No. of cooperation suppliers (total)	Confidential			
No. of suppliers (which cooperated over 2 times)	Confidential			
No. of provinces which cooperation suppliers belong to	Confidential			
Would the company like to provide design solution service for integration project?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
If yes, these projects include	N/A			
Would the company like to provide a total solution for purchasing?	<input type="checkbox"/> Yes <input type="checkbox"/> Part, _____ <input checked="" type="checkbox"/> 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 & Short Lead Time				
Products Name	MOQ (Within 12 Months)	Shortest Lead Time		
Stainless Steel Coil / Strip	25 Tons	15 Days		
Stainless Steel Sheet	25 Tons	30 Days		
Stainless Steel Circle	25 Tons	30 Days		
13.3 Real Case for Large Contract				
Products Name	Order (Within 12 Months)	Shortest Lead Time		
Confidential	Confidential	Confidential		
13.4 Overseas After Sales Service Capacity				
13.4.1 Do you have an overseas onsite service center?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No			
13.4.2 If yes, what onsite after-sales services are included		Location	Evidence-provided	Self-description



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Equipment-installation, maintenance and other services	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Technical advice	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Personnel training	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	N/A	N/A	N/A
Other		N/A	N/A	N/A

-- End of Report --