

Alibaba.com Assessed Supplier



Assessment Report

Presented to

Shandong Santong Rope Co., Ltd.

山东三同塑纤有限公司

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	Chaoquan Industrial Park, Feicheng City, Tai'an City, Shandong Province, China
City / Country:	Tai'an, China
Consigner of Assessment:	Alibaba
Gold Supplier Member ID:	sdsantong
Gold Supplier Company Name:	Shandong Santong Rope Co., Ltd.
Contact Person:	Mr. Rungang Cui
Phone Number:	0086-538-3490666
Fax Number:	0086-538-3490777
Email:	rope@sdsantong.net
Website Address (URL):	http://cn-rope.en.alibaba.com , http://www.sdsantong.net

Service Provided by Bureau Veritas Certification

Report No.: 6783077_P+T





Report Number:	6783077_P+T	Assessment Type:	Production & Trade Assessment
Date of Assessment:	16/Oct./2013	Report Date:	16/Oct./2013
Assessor's Name:	Jerry He	Validity Period:	17/Oct./2013 -- 16/Oct./2014
Reviewed By:	Wallis Chen	Online Verification:	www.bv-certification.com.cn

Important Notes:

Bureau Veritas'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 Bureau Veritas 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.....	4
1.1 Legal Validity.....	4
1.2 Company Building Information	4
Section 2: Human Resources	5
2.1 Company Chart	5
2.2 Employee Headcount.....	5
2.3 Management.....	5
Section 3: Current Export Situation	6
Section 4: Export Business Capacity	7
4.1 Market Distribution (Previous 12 Months)	7
4.2 Main Clients.....	7
Section 5: Production Capacity	8
5.1 Annual Production Capacity (Previous Year)	8
5.2 Production Capacity	8
5.3 Production Machinery.....	8
5.4 Testing Machinery.....	8
5.5 Subcontractors.....	8
Section 6: Quality Assurance	9
6.1 Quality Management System Certification.....	9
6.2 Product Certification	9
6.3 Quality Control Management.....	9
6.4 Supplier Management	9
6.5 After Sales Service.....	10
Section 7: Production Process Management.....	11
Section 8: R & D Capacity	12
8.1 Current Situation.....	12
8.2 R&D Real Case Description	13
8.3 Design Process	13
8.4 Design Devices.....	13
Section 9: Company Development / Expansion Plans	14
Section 10: Production Flow	15
Section 11: Certification & Photos	16
Section 12: Company and Product Samples	18
Section 13: Competitive Advantages	22
13.1 Product Group Capacity	22
13.2 Real Case for Lower MOQ & Short Lead Time	22
13.3 Real Case for Large Contract	22
13.4 Overseas After Sales Service Capacity.....	22



Section 1: Company Overview

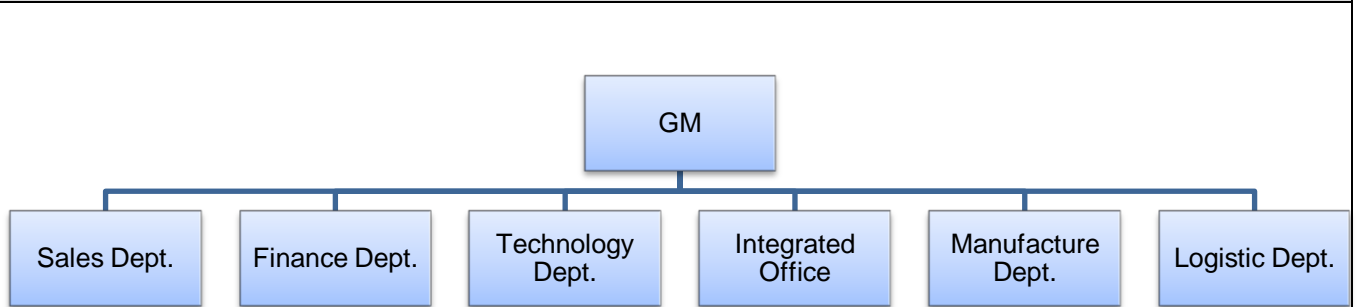
Company Overview			
1.1 Legal Validity			
Does the company have a valid business license?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Business License Number:	370983228008660
Year Established:	27/Sep./2004	Validity Period:	27/Sep./2004 -- 31/Dec./2049
Registered Address:	Chaoquan Town Industrial Park, Feicheng City, Tai'an City, Shandong Province, China		
Company Address:	Chaoquan Industrial Park, Feicheng City, Tai'an City, Shandong Province, China		
Annual review conducted by the Industrial & Commercial Bureau?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Reviewed By:	Feicheng Industrial & Commercial Bureau
Registered Capital:	RMB 5,000,000.00		
Corporate Representative:	Mr. Rungang Cui		
Industry:	Textiles and Textile Products		
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:	Rope		
1.2 Company Building Information			
Certification Type: <input type="checkbox"/> Land Certification <input type="checkbox"/> Real Estate Certification <input checked="" type="checkbox"/> Lease Agreement <input type="checkbox"/> Factory Officer Claimed			
Total Building Size: 27,000 m ²			
Number of Building(s) : 6			
Office Size: 300 m ²			



Section 2: Human Resources

Human Resources

2.1 Company Chart



2.2 Employee Headcount

Department Name	Full Time Employee(s)	Part-Time Employee(s)	Total
GM	1	0	1
Sales Dept.	5	0	5
Finance Dept.	3	0	3
Technology Dept.	3	0	3
Integrated Office	3	0	3
Manufacture Dept.	99	0	99
Logistic Dept.	3	0	3
Total Number:	117	0	117

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 4 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	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.:	01497456
Total Revenue (Previous Year):	Confidential
Total Export Revenue (Previous Year):	Confidential
Estimated Export Revenue (Current Year):	Confidential
Trade Agents Employed Overseas:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Nearest Port:	Qingdao Port
Accepted Payment Terms	<input checked="" type="checkbox"/> FOB <input checked="" type="checkbox"/> CIF <input 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 checked="" 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):	25 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	Rope	Confidential	30.00
South America	N/A	0	0
Eastern Europe	N/A	0	0
Southeast Asia	N/A	0	0
Africa	N/A	0	0
Oceania	Rope	Confidential	20.00
Mid East	Rope	Confidential	12.00
Eastern Asia	Rope	Confidential	3.00
Western Europe	Rope	Confidential	10.00
Central America	N/A	0	0
Northern Europe	N/A	0	0
Southern Europe	N/A	0	0
South Asia	N/A	0	0
Domestic Market	Rope	Confidential	25.00
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)				
1,995.1 Tons				
5.2 Production Capacity				
Product Name		Production Line Capacity	Actual Units Produced (Previous Year)	
Rope		177.9 Tons Per Month	1,995.1 Tons	
5.3 Production Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Twisting Machine	SKV301, SKV717A	5	3	Acceptable
Pre-braiding Machine	No Information	4	9	Acceptable
Braiding Machine	D32, D18, D24, D16, S-12	306	9	Acceptable
Hi-speed Braiding Machine	KBL16	72	4	Acceptable
Rope Twisting Machine	M44, M33, M55	4	4	Acceptable
5.4 Testing Machinery				
Machine Name	Brand & Model No.	Quantity	Number of Year(s) Used	Condition
Tension Tester	WDP203	2	5	Acceptable
5.5 Subcontractors				
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				
6.1 Quality Management System Certification				
Certification	Certified By	Certificate No.	Business Scope	Expiry Date
N/A	N/A	N/A	N/A	N/A
6.2 Product Certification				
Certification	Certified By	Certificate No.	Product Name & Model No.	Expiry Date
CE Certification	Morgarn Lab	CE-10-0909-02	Rope, Diameter (From 2mm to 100mm)	09/Sep./2010 -- 31/Dec./2049
6.3 Quality Control Management				
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?	Mr. Ruangang Cui -- GM		
6.3.4	How many QA/QC inspectors in total?	3		
No. of Employees in Each Production Line:				
Production Line	Supervisor	No. of Operators	No. of In-line QC/QA	
Rope Twist Workshop	1	46	2	
Packaging Workshop	1	48	1	
6.4 Supplier Management				
Item	Content	Observations /Comments		
6.4.1	Does the company have a supplier assessment procedure?	<input checked="" type="checkbox"/> Yes <input 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 checked="" type="checkbox"/> Yes, assessment reports are available for the previous 12 months <input 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 checked="" type="checkbox"/> Yes, with a standard feedback form and records <input type="checkbox"/> Yes, with a standard feedback form but no records <input 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 checked="" type="checkbox"/> Yes, with clear procedures and written records <input type="checkbox"/> Yes, with clear procedures but no written records <input 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 checked="" type="checkbox"/> Yes, with procedures to trace raw materials <input 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 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
7.4	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 type="checkbox"/> Repaired and re-inspected <input checked="" 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 <u>3</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	2		11-20 Years	2
Junior College	1		6-10 Years	1
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:		Santong, See Brand Registration No. 5077611 (Authorized)		
Does the company provide ODM service for others?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Are there relevant design input/output, review, and verification documents available for the assessment company?		<input checked="" type="checkbox"/> Yes <input 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

8.2 R&D Real Case Description

Customer's Name	N/A
Customer's Location	N/A
Customer's Industry:	N/A
Order's Requirement Description:	N/A

8.3 Design Process

Process 1	Process 2	Process 3
N/A	N/A	N/A
N/A	N/A	N/A

8.4 Design Devices

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 be top enterprise in marine rope in domestic market.	2-3 years
2	The organization is going to build agent in overseas.	3-5 years
3	The organization is going to IPO.	Longtime



Section 10: Production Flow

Production Flow					
No	Production Process	No	Production Process	No	Production Process
1		2		3	
	Raw Material		Twisting		Pre-braiding
4		5		6	
	Braiding		Rope Twisting		Coiling and Reeling
7		8	N/A	9	N/A
	Packaging		N/A		N/A



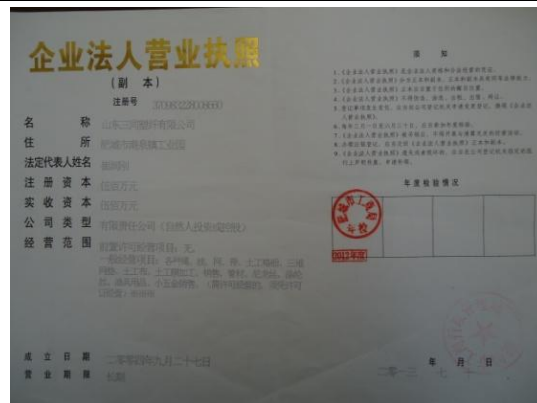
Section 11: Certification & Photos

Certification

Certification & Photos -- Business License (Original)



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



Certification & Photos -- Tax Registration Certificate



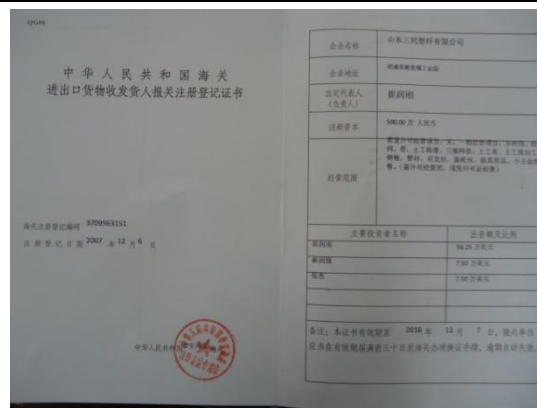
Certification & Photos -- Permit for Opening Bank Account



Certification & Photos -- Organization Code Certificate



Certification & Photos -- Custom Clearance Registration Form





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



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)			
Tools	1,995.1 Tons		Confidential			
13.1.2 Suppliers Cooperated With (Within 12 Months)						
No. of cooperation suppliers (total)		28				
No. of suppliers (which cooperated over 2 times)		28				
No. of provinces which cooperation suppliers belong to		3 (Shandong Province, Jiangsu Province, Zhejiang Province)				
Would the company like to provide design solution service for integration project?		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No				
If yes, these projects include		Provide proposal service of the rope material, construction, color pattern, tension tester				
Would the company like to provide a total solution for purchasing?		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> Part, _____ <input type="checkbox"/> No				
If yes, please describe it		All the related accessories of rope, such as hooks, thimbles and mooring snubber.				
13.1.3 Real Case Description:						
Customer Name		Confidential				
Customer Country		Denmark				
Customer Region		North European				
Products Category		Rope, Rope Cutter, Rope Meter Counter				
Order Value (USD)		48,750.00				
Order Processing Process		Normal				
Customer's Feedback		Meet Requirement				
13.2 Real Case for Lower MOQ & Short Lead Time						
Products Name	MOQ (Within 12 Months)		Shortest Lead Time			
Double Braided Line	96 PCS		7 Days			
13.3 Real Case for Large Contract						
Products Name	Order (Within 12 Months)		Shortest Lead Time			
Mooring Line	21,700 PCS		60 Days			
Winch Rope	7,600 PCS		60 Days			
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		
Report No:	6783077_P+T	Report date:	16/Oct./2013	Assessed By	Jerry He	
CONFIDENTIAL		All Rights Reserved			Page No:	22 of 23



Alibaba.com Assessed Supplier
Assessment Report

Report No.: 6783077_P+T

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 --