



**Report 2016**

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**Customer:** Example LLC

**Report ID:** SH16D2A

**Date:** 2016-10-10

# Supplier Development Report

Sample

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# Contact Us

If you have questions or concerns, please contact us through the following email address:


[Qin@discoversourcing.com](mailto:Qin@discoversourcing.com)

# How Do We Source



We will quote as more as possible, and will select 9 candidate suppliers to provide basic information. The top 3 suppliers are preferred; we provide more information about them.

## Requirements from Customers

Product	<b>Plastic Box</b>	
Volume	5000PCS/Year	
Target Price	N/A	
Package Requirement	Cartons on Pallet	
Country	USA	
Transport Modes	Ocean shipping	
Other Requirement	Material is PP (100% New Material), Provide Material Report	

## Result (We Got Quotations from 20+ Suppliers, But 9 of Them are Reliable)

#	Manufacturers (Factories)	Price (EXW)	Tooling (USD)	MOQ (PCS)	Sample (Fee)
1	Shanghai AAA Example Molds Co., Ltd.	\$1.21	\$4,500	1000	Free
2	Jiaxing BBB Plastic Products Co., Ltd.	\$1.22	\$5,500	2000	Free
3	Kunshan CCC Plastic Products Co., Ltd.	\$1.27	\$5,000	2000	Free
4	Wuxi DDD Plastic Products Co., Ltd.	\$1.23	\$8,600	1000	Free
5	Yuyao EEE Plastic Products Co., Ltd.	\$1.33	\$6,300	1000	Free
6	Suzhou FFF Plastic Products Co., Ltd.	\$1.65	\$7,100	2000	Free
7	Wenzhou GGG Plastic Products Co., Ltd.	\$1.83	\$9,800	1000	Free
8	Ningbo HHH Plastic Products Co., Ltd.	\$1.96	\$8,900	1000	Free
9	Yiwu KKK Information technology Co., Ltd.	\$2.12	\$12,200	1000	Free

Item	#1 Supplier	#2 Supplier	#3 Supplier
Contact Person	Bruce	Jack	Lisa
Email	Bruce@aaa.com	Jack@bbb.com	Lisa@ccc.com
Phone	(86) 135 0000 0000	(86) 136 0000 0000	(86) 137 0000 0000
Website	aaa.com	bbb.com	ccc.com
Registered capital	CNY 5,000,000	CNY 2,000,000	CNY 1,000,000
Sales Volume	CNY 30,000,000	CNY 32,000,000	CNY 15,000,000
City	Shanghai	Jiaxing	Kunshan
Province	Shanghai	Zhejiang	Jiangsu
OEM	√	√	√
ODM	√	√	√
Import Export Authority	√	√	√
Tooling Lead Time (Day)	30	35	45
Product Lead Time (Day)	10	15	20
Scale	68 People	58 People	35 People
Payment Terms (T/T)	Deposit: 30% Balance: 70%	Deposit: 30% Balance: 70%	Deposit: 30% Balance: 70%
Letter of Credit	√	√	√
L/C Min. Order Value	\$50,000	\$60,000	\$80,000
Nearest Sea Port	Shanghai	Shanghai	Shanghai
Quality System	ISO 9001:2008	ISO 9001:2008	ISO 9001:2008

Item	#4 Supplier	#5 Supplier	#6 Supplier
Contact Person	David	Frank	Dave
Email	David@ddd.com	Frank@eee.com	Dave@fff.com
Phone	(86) 138 0000 0000	(86) 139 0000 0000	(86) 131 0000 0000
Website	ddd.com	eee.com	fff.com
Registered capital	CNY 1,000,000	CNY 500,000	CNY 1,000,000
Sales Volume	CNY 10,000,000	CNY 8,000,000	CNY 13,000,000
City	Wuxi	Yuyao	Suzhou
Province	Jiangsu	Zhejiang	Jiangsu
OEM	√	√	√
ODM	√	✘	√
Import Export Authority	✘	✘	✘
Tooling Lead Time (Day)	45	30	30
Product Lead Time (Day)	25	30	25
Scale	36 People	32 People	46 People
Payment Terms (T/T)	Deposit: 30% Balance: 70%	Deposit: 30% Balance: 70%	Deposit: 30% Balance: 70%
Letter of Credit	√	✘	✘
L/C Min. Order Value	\$70,000	\$90,000	\$50,000
Nearest Sea Port	Shanghai	Ningbo	Shanghai
Quality System	ISO 9001:2008	None	None

Item	#7 Supplier	#8 Supplier	#9 Supplier
Contact Person	Lucy	Lily	Mark
Email	Lucy@ggg.com	Lily@hhh.com	Mark@kkk.com
Phone	(86) 189 0000 0000	(86) 187 0000 0000	(86) 170 0000 0000
Website	ggg.com	hhh.com	kkk.com
Registered capital	CNY 500,000	CNY 500,000	CNY 3,000,000
Sales Volume	CNY 6,000,000	CNY 8,000,000	CNY 45,000,000
City	Wenzhou	Ningbo	Yiwu
Province	Zhejiang	Zhejiang	Zhejiang
OEM	√	√	√
ODM	✘	✘	✘
Import Export Authority	✘	√	√
Tooling Lead Time (Day)	35	30	45
Product Lead Time (Day)	30	25	45
Scale	27 People	32 People	133 People
Payment Terms (T/T)	Deposit: 30% Balance: 70%	Deposit: 30% Balance: 70%	Deposit: 30% Balance: 70%
Letter of Credit	✘	✘	√
L/C Min. Order Value	\$80,000	\$60,000	\$90,000
Nearest Sea Port	Wenzhou	Ningbo	Ningbo
Quality System	None	None	ISO 9001:2008

## Tooling Cost Analysis

Items	#1 Supplier	#2 Supplier	#3 Supplier
Die Material	45#	45#	P20
Core Material	P20	P20	P20
Cavity	1	1	1
Hot runner	None	None	None
Tooling life	200,000 Times	150,000 Times	100,000 Times
Part Weight	456g	456g	456g
Wastage & Gate	10g	12g	10g
Material Unit Cost	CNY8.0/kg	CNY8.5/kg	CNY8.9/kg
Cycle Time	45s	47s	46s
Machine Type	800g	1000g	1000g
Tooling Cost	\$4,500	\$5,500	\$5,000

## Unit Price Analysis

Items	#1 Supplier	#2 Supplier	#3 Supplier
Material Cost	0.573	0.612	0.638
Processing Cost	0.231	0.242	0.239
Labor Cost	0.035	0.036	0.035
Print Cost	0	0	0
Finishing Cost	0	0	0
Venue & Machine Cost	0.054	0.038	0.046
Packing Cost	0.038	0.024	0.051
Delivery Cost	0.091	0.091	0.091
Management Cost	0.102	0.109	0.088
Profit	0.086	0.068	0.082
TAX (Export drawback)	0	0	0
Total	1.21	1.22	1.27

## Our Comment





**Price:** All of these supplier can provide competitive Price;

**Quality Control:** All of these suppliers have quality control system, and can provide 100% dimension report before inspection.

**Experience:** All of them have exporting experiences, and supply products to famous customers.

**Tooling making:** All of them are making tooling by themselves.

## Supplier Information - (1# Supplier)



<b>Supplier Name</b>	Shanghai AAA Example Molds Co., Ltd.			Manufacturer (√)			
<b>Business License</b>	913100000000001	<b>Registered Capital</b>		CNY5,000,000			
<b>Address</b>	#1 Building, #22 Rimi Road, Pudong, Shanghai, China (200121)						
<b>Found Date</b>	2006-2-26	<b>Tel</b>	+86 21 0000 0000	<b>Website</b>	www.aaa.com		
<b>Total Area</b>	3000M <sup>2</sup>	<b>Roofed Area</b>		10000M <sup>2</sup>	Owned ( ) Rented(√)		
<b>Contact Person</b>	Bruce		<b>Email</b>	Bruce@aaa.com			
<b>Title</b>	Sale Manager		<b>Phone</b>	(86) 135 0000 0000			
<b>Business Scope</b>	Professional in manufacture of plastic products used in automobile and related moulds, exporting and importing goods.						
<b>Sales Volume</b>	30 Million	<b>Export</b>	70%	<b>Sales Country</b>	USA, UK, Germany		
<b>Main Equipment</b>			<b>QTY</b>	<b>Employee</b>	68		
Plastic-injection molding machine			22	<b>Management</b>	9		
Robot			12	<b>Engineer</b>	5		
EDM			3	<b>QC / Inspector</b>	7		
CNC			2	<b>R&amp;D Capability</b>	NO( ) Average (√) Good( )		
<b>Quality Control Device</b>			<b>Quality System</b>		ISO 9001: 2008		
CMM			2	<b>English</b>	YES(√) NO( )		
3D coordinate-measure-machine			1	<b>Famous Client</b>	ABC Company		
<b>Inspection Report</b>	YES(√) NO( )	<b>100% Inspection</b>		Processing (√) Pre-shipment (√)			
<b>Product Certificates &amp; Test Reports</b>			<b>Company Certificates &amp; Audit Reports</b>				
1	SGS	1	ISO 9001: 2008				
2	ROSH	2	ISO14000: 2004				
							
<b>Questionnaire for Survey</b>					<b>YES</b>	<b>NO</b>	<b>N/A</b>
Have there been any recent work stoppages as a result of industrial actions?					√		
Are there any ongoing lawsuits or legal processes towards the company?					√		
Is your company actively seeking to achieve certification in the future?					√		
Have persons responsible for quality matters been trained to an appropriate level?					√		
Where specified, do you undertake to provide a certificate of analysis for materials, or certificate of conformance for products, supplied to your customer?					√		
Do you use any risk analysis methods (e.g. FMEA) when planning new products, processes and methods?					√		
Are there revision levels on all working specifications as tickets, forms, drawings and procedures?					√		
Are there written routines for set-up procedures established for all processes?					√		
Are there written instructions for internal inspections?					√		
Are claims always traceable to raw materials and production time, batch?					√		
Do you have an established preventive maintenance program?					√		
Do you apply a calibration system for your measuring equipment?					√		



## Supplier Information – (2# Supplier)

<b>Supplier Name</b>	Jiaxing BBB Plastic Products Co., Ltd.			Manufacturer (√)			
<b>Business License</b>	913100000000002	<b>Registered Capital</b>		CNY2,000,000			
<b>Address</b>	#22 Building, #13 Demma Road, Jiaxing, China (314000)						
<b>Found Date</b>	2008-11-10	<b>Tel</b>	+86 573 000 000	<b>Website</b>	www.bbb.com		
<b>Total Area</b>	5000M <sup>2</sup>	<b>Roofed Area</b>		13000M <sup>2</sup>	Owned ( ) Rented(√)		
<b>Contact Person</b>	Jack	<b>Email</b>		Jack@bbb.com			
<b>Title</b>	Sales Manager	<b>Phone</b>		(86) 136 0000 0000			
<b>Business Scope</b>	Manufacturing plastic products, tooling, auto parts, trading and exporting.						
<b>Sales Volume</b>	32 Million	<b>Export</b>	70%	<b>Sales Country</b>	USA, UK, Germany		
<b>Main Equipment</b>		<b>QTY</b>		<b>Employee</b>	58		
Plastic-injection molding machine		18		<b>Management</b>	8		
Robot		14		<b>Engineer</b>	5		
EDM		2		<b>QC / Inspector</b>	6		
CNC		1		<b>R&amp;D Capability</b>	NO( ) Average (√) Good( )		
<b>Quality Control Device</b>		<b>Quality System</b>		ISO 9001: 2008			
CMM		1		<b>English</b>	YES(√) NO( )		
3D coordinate-measure-machine		1		<b>Famous Client</b>	CXX Company		
<b>Inspection Report</b>	YES(√) NO( )	<b>100% Inspection</b>		Processing (√) Pre-shipment (√)			
<b>Product Certificates &amp; Test Reports</b>			<b>Company Certificates &amp; Audit Reports</b>				
1	SGS	1	ISO 9001: 2008				
2	FDA	2	/				
							
<b>Questionnaire for Survey</b>					<b>YES</b>	<b>NO</b>	<b>N/A</b>
Have there been any recent work stoppages as a result of industrial actions?					√		
Are there any ongoing lawsuits or legal processes towards the company?					√		
Is your company actively seeking to achieve certification in the future?					√		
Have persons responsible for quality matters been trained to an appropriate level?					√		
Where specified, do you undertake to provide a certificate of analysis for materials, or certificate of conformance for products, supplied to your customer?					√		
Do you use any risk analysis methods (e.g. FMEA) when planning new products, processes and methods?					√		
Are there revision levels on all working specifications as tickets, forms, drawings and procedures?					√		
Are there written routines for set-up procedures established for all processes?					√		
Are there written instructions for internal inspections?					√		
Are claims always traceable to raw materials and production time, batch?					√		
Do you have an established preventive maintenance program?					√		
Do you apply a calibration system for your measuring equipment?					√		

### Supplier Information – (3# Supplier)

<b>Supplier Name</b>	Kunshan CCC Plastic Products Co., Ltd.			Manufacturer (√)
<b>Business License</b>	913100000000003	<b>Registered Capital</b>	CNY1,000,000	
<b>Address</b>	#2 Building, #22 Limei Road, Hunshan, China (215300)			
<b>Found Date</b>	2009-12-12	<b>Tel</b>	+86 512 000 0000	<b>Website</b> ccc.com
<b>Total Area</b>	5000M <sup>2</sup>	<b>Roofed Area</b>	8000M <sup>2</sup>	Owned ( ) Rented(√)
<b>Contact Person</b>	Lisa	<b>Email</b>	Lisa@ccc.com	
<b>Title</b>	Sales Manager	<b>Phone</b>	(86) 137 0000 0000	
<b>Business Scope</b>	Manufacturing plastic products, tooling, auto parts, trading and exporting.			
<b>Sales Volume</b>	15 Million	<b>Export</b>	70%	<b>Sales Country</b> USA, UK, Germany
<b>Main Equipment</b>		<b>QTY</b>		<b>Employee</b> 35
Plastic-injection molding machine		16		<b>Management</b> 5
Robot		8		<b>Engineer</b> 3
EDM		1		<b>QC / Inspector</b> 5
CNC		1		<b>R&amp;D Capability</b> NO( ) Average (√) Good( )
<b>Quality Control Device</b>				<b>Quality System</b> ISO 9001: 2008
CMM		1		<b>English</b> YES(√) NO( )
3D coordinate-measure-machine		1		<b>Famous Client</b> DEF Company
<b>Inspection Report</b>	YES(√) NO( )	<b>100% Inspection</b>	Processing (√) Pre-shipment (√)	
<b>Product Certificates &amp; Test Reports</b>			<b>Company Certificates &amp; Audit Reports</b>	
1	SGS	1	ISO 9001: 2008	
2	/	2	/	
				
<b>Questionnaire for Survey</b>	<b>YES</b>	<b>NO</b>	<b>N/A</b>	
Have there been any recent work stoppages as a result of industrial actions?	√			
Are there any ongoing lawsuits or legal processes towards the company?	√			
Is your company actively seeking to achieve certification in the future?	√			
Have persons responsible for quality matters been trained to an appropriate level?	√			
Where specified, do you undertake to provide a certificate of analysis for materials, or certificate of conformance for products, supplied to your customer?	√			
Do you use any risk analysis methods (e.g. FMEA) when planning new products, processes and methods?	√			
Are there revision levels on all working specifications as tickets, forms, drawings and procedures?	√			
Are there written routines for set-up procedures established for all processes?	√			
Are there written instructions for internal inspections?	√			
Are claims always traceable to raw materials and production time, batch?	√			
Do you have an established preventive maintenance program?	√			
Do you apply a calibration system for your measuring equipment?	√			



## Guide

**Sample:** We can ask for sample from supplier for you for free, if you need to pay the sample fee (If it was requested by supplier) and express freight (We cooperate with international shipping agents, we can ask for the lowest shipping cost for you).

**Registered Capital:** New corporation law of China modified the “statutory capital system” with a new system combining the “subscription capital system” and “statutory capital system”. The higher Registered Capital, the better. DiscoverSourcing.com doesn’t suggest overseas customers to purchase with supplier with a low registered capital, such as less than CNY 500,000.

**Factory:** A supplier called “XXX factory” is not a limited liability company, but, it is a self-employed, no registered capital demand by China government.

**Quality System:** Quality management system is a set of business processes intended to prevent and manage the occurrence of defects throughout the production process.

**MOQ :** MOQ is Minimum order quantity which is accepted by the supplier. If the quantity on the order is less than the MOQ requirement, supplier will reject your order or move your order to behind.

**Lead time:** Lead time is the estimated production time, starting from the arrival date of the deposit payment until the batch is completed and ready for inspection. Delivery time is not included.

**OEM:** Custom designed products. (Manufacture for customers only)

**ODM:** Original design products with buyer brand. (Design and manufacture for customers)

**T/T:** T/T is called Telegraphic Transfer which is a regular wire transfer that can be ordered from your business internet bank or local bank office.

**Deposit payment:** Pay before production;

**Balance payment:** Pay after the batch is inspected and approved, but before booking.

**L/C:** L/C is Letter of credit which is issued by your local bank and ensures that the money is released only after certain documents are delivered by the supplier. This often includes quality inspection reports, compliance test reports and freight documents.

**Minimum L/C Order Value:** Suppliers that accept payment by L/C require a minimum order value due to L/C payment is a complicated and high cost payment. Most of the small companies cannot operate L/C payment.