

Alibaba.com Assessed Supplier



Assessment Report

Presented to

Handan Laihao Trading Co., Ltd.

邯郸市来浩贸易有限公司

| | |
|--|---|
| 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 | Room 1716, Baoli Building, No. 99, Renmin West Road, Fuxing District, Handan City, Hebei Province, China |
| City / Country: | Handan / China |
| Consigner of Assessment: | Alibaba |
| Gold Supplier Member ID: | hdslhmy |
| Gold Supplier Company Name: | Handan Laihao Trading Co., Ltd. |
| Contact Person: | Ms. Liping Lan |
| Phone Number: | 0086-310-4016669 |
| Fax Number: | 0086-310-4016669 |
| Email: | justine1026@163.com |
| Website Address (URL): | http://hdslhmy.en.alibaba.com |

Service Provided by SGS

Report No.: 15236945_T





| | | | |
|---------------------|--------------|----------------------|------------------------------|
| Report Number: | 15236945_T | | |
| Date of Assessment: | 22/Nov./2016 | Report Date: | 22/Nov./2016 |
| Assessed By: | Levi Wang | Validity Period: | 23/Nov./2016 -- 22/Nov./2017 |
| 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 | 8 |
| 4.1 Market Distribution (Previous 12 Months) | 8 |
| 4.2 Main Clients | 8 |
| Section 5: Quality Assurance | 9 |
| 5.1.1 Quality Management System Certification (N/A)..... | 9 |
| 5.1.2 Product Certification (N/A)..... | 9 |
| 5.2 Testing Report (N/A) | 9 |
| 5.3 Supplier Management | 9 |
| 5.4 After Sales Service..... | 10 |
| Section 6: R & D Capacity | 11 |
| 6.1 Current Situation | 11 |
| 6.2 R&D Real Case Description | 12 |
| 6.3 Design Process | 12 |
| 6.4 Design Devices (N/A) | 12 |
| Section 7: Company Development / Expansion Plans | 13 |
| Section 8: Certification & Photos | 14 |
| Section 9: Company and Product Samples | 15 |
| Section 10: Competitive Advantages | 17 |
| 10.1 Product Group Capacity | 17 |

| | | | | | | |
|--------------|------------|---------------------|--------------|-------------|-----------|---------|
| Report No: | 15236945_T | Report date: | 22/Nov./2016 | Assessed By | Levi Wang | |
| CONFIDENTIAL | | All Rights Reserved | | | Page No: | 3 of 18 |



Alibaba.com Assessed Supplier
Assessment Report

Report No.: 15236945_T

10.2 Real Case for Lower MOQ & Lead Time..... 17

10.3 Real Case for Large Contract & Lead Time 17

10.4 Overseas After Sales Service Capacity 18

10.5 After-sales service capacity 18

| | | | | | | |
|--------------|------------|---------------------|--------------|-------------|-----------|---------|
| Report No: | 15236945_T | Report date: | 22/Nov./2016 | Assessed By | Levi Wang | |
| CONFIDENTIAL | | All Rights Reserved | | | Page No: | 4 of 18 |



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: | 91130404050992511B |
| Year Established: | 13/Aug./2012 | Validity Period: | 13/Aug./2012 -- 12/Aug./2032 |
| Export Experience: | 0 | Industry Experience: | 4 |
| Registered Address: | Room 1716, Baoli Building, No. 99, Renmin West Road, Fuxing District, Handan City, Hebei Province, China | | |
| Company Address | Room 1716, Baoli Building, No. 99, Renmin West Road, Fuxing District, Handan City, Hebei Province, China | | |
| Annual review conducted by the Industrial & Commercial Bureau? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | Reviewed By: | Handan Industrial & Commercial Bureau Fuxing Branch |
| Registered Capital: | RMB 3,000,000 | | |
| Corporate Representative: | Ms. Fang Ren | | |
| Industry: | Steel | | |
| 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: | Cold Rolled Steel Coil, Galvanized Steel Coil, Galvanized Steel Strip Coil, Prepainted Galvanized Steel Coil | | |
| 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: <u>330</u> m ² | | | |
| Office Size: <u>330</u> m ² | | | |



Section 2: Human Resources

| Section 2: Human Resources | | | | |
|---|-----------------------|-----------------------|---------------------|----------------------------|
| 2.1 Company Chart | | | | |
| <pre> graph TD A[GM Office] --- B[Sales Dept.] A --- C[Financial Dept.] A --- D[Tech. Dept.] A --- E[Admin. Dept.] </pre> | | | | |
| 2.2 Employee Headcount | | | | |
| Department Name | Full Time Employee(s) | Part-Time Employee(s) | Total | |
| GM Office | 4 | 0 | 4 | |
| Sales Dept. | 11 | 0 | 11 | |
| Financial Dept. | 3 | 0 | 3 | |
| Tech. Dept. | 2 | 0 | 2 | |
| Admin. Dept. | 1 | 0 | 1 | |
| Total Number: | 21 | 0 | 21 | |
| 2.3 Management | | | | |
| Department | Name | Title | Education | Year(s) in Current Company |
| GM Office | Ms. Fang Ren | General Manager | University graduate | 4 |



Section 3: Current Export Situation

| Current Export Situation | | | |
|--|--------------------|---|----------------------|
| There are <u>5</u> foreign trading employee(s) in the company. | | | |
| Working Experience | Headcount | Accepted Language | Listening & Speaking |
| Over 30 Years | 0 | English | Yes |
| 21-30Years | 0 | N/A | N/A |
| 11-20 Years | 1 | N/A | N/A |
| 6-10 Years | 2 | N/A | N/A |
| 2-5 Years | 2 | N/A | N/A |
| Less than 2 years | 0 | N/A | N/A |
| Working Experience | Headcount | Accepted Language | Reading & Writing |
| Over 30 Years | 0 | English | Yes |
| 21-30Years | 0 | N/A | N/A |
| 11-20 Years | 1 | N/A | N/A |
| 6-10 Years | 2 | N/A | N/A |
| 2-5 Years | 2 | N/A | N/A |
| Less than 2 years | 0 | 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.: | | 02152476 | |
| 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: | | Tianjin Port, Qingdao Port | |
| Accepted Payment Terms | | <input checked="" type="checkbox"/> FOB <input checked="" type="checkbox"/> CIF <input checked="" type="checkbox"/> EXW <input checked="" type="checkbox"/> CFR <input checked="" type="checkbox"/> L/C <input checked="" type="checkbox"/> T/T <input checked="" type="checkbox"/> Credit Card <input checked="" type="checkbox"/> Cash <input checked="" type="checkbox"/> West Union <input checked="" type="checkbox"/> MoneyGram <input checked="" type="checkbox"/> Paypal <input checked="" type="checkbox"/> Moneybooker | |
| Accepted Payment Type: | | | |
| Average lead time from product order confirmation to production delivery (products exiting the factory): | | | |
| Product Category | Num | Unit | |
| Cold Rolled Steel Coil | 45 | Days | |
| Galvanized Steel Coil | 45 | Days | |
| Galvanized Steel Strip Coil | 45 | Days | |
| Prepainted Galvanized Steel Coil | 45 | Days | |
| Average Sampling Time | | | |
| Product Category | Lead Time | | |
| Cold Rolled Steel Coil | 3 Days | | |
| Galvanized Steel Coil | 3 Days | | |
| Galvanized Steel Strip Coil | 3 Days | | |
| Prepainted Galvanized Steel Coil | 3 Days | | |
| The Shortest Sampling Time | | | |
| Product Category | Shortest Lead Time | | |
| Cold Rolled Steel Coil | 3 Days | | |



Section 4: 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 | N/A | 0 | 0 |
| 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 | N/A | 0 | 0 |
| Domestic Market | Cold Rolled Steel Coil, Galvanized Steel Coil, Galvanized Steel Strip Coil, Prepainted Galvanized Steel Coil | Confidential | 100.00 |
| 4.2 Main Clients | | | |
| Client Name | Main Product(s) | Total Revenue (%) | |
| Confidential | Confidential | Confidential | |



Section 5: Quality Assurance

| Quality Assurance | | | | | | |
|--|---|---|--------------------------|---------------|-----------|---------|
| 5.1.1 Quality Management System Certification (N/A) | | | | | | |
| Certification | Certified By | Certificate No. | Business Scope | Validity Date | | |
| N/A | N/A | N/A | N/A | N/A | | |
| 5.1.2 Product Certification (N/A) | | | | | | |
| Certification | Certified By | Certificate No. | Product Name & Model No. | Validity Date | | |
| N/A | N/A | N/A | N/A | N/A | | |
| 5.2 Testing Report (N/A) | | | | | | |
| Certification | Certified By | Certificate No. | Product Name & Model No. | Validity Date | | |
| N/A | N/A | N/A | N/A | N/A | | |
| 5.3 Supplier Management | | | | | | |
| Item | Content | Observations /Comments | | | | |
| 5.3.1 | Does the company have a supplier assessment procedure? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | | | | |
| 5.3.2 | Does the company have an updated list of approved suppliers? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | | | | |
| 5.3.3 | Has the company established and implemented 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 | | | | |
| 5.3.4 | Does the company keep its supplier assessment report? | <input type="checkbox"/> Yes, assessment reports are available for the previous 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 | | | | |
| 5.3.5 | 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 | | | | |
| 5.3.6 | 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 | | | | |
| Report No: | 15236945_T | Report date: | 22/Nov./2016 | Assessed By | Levi Wang | |
| CONFIDENTIAL | | All Rights Reserved | | | Page No: | 9 of 18 |



| 5.4 After Sales Service | | |
|-------------------------|---|---|
| Item | Content | Observations /Comments |
| 5.4.1 | 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 |
| 5.4.2 | 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 |
| 5.4.3 | Is there a closed-loop corrective action system in place? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |
| 5.4.4 | 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 |
| 5.4.5 | Is there a product alert and recall procedure? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No |



Section 6: R & D Capacity

| R&D Capacity | | | | |
|--|------------------------|--|-------------------|-----------|
| 6.1 Current Situation | | | | |
| There are <u>2</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 | 1 |
| Junior College | 0 | | 6-10 Years | 1 |
| Technical School | 0 | | 2-5 Years | 0 |
| High School | 0 | | Less than 2 years | 0 |
| Patent Situation | | | | |
| Patent No. | The Name of the Patent | The Patent Type | Available Date | |
| N/A | N/A | N/A | N/A | |
| Brand Situation | | | | |
| Registration/ application No. | Brand Name | For Approval to Use Goods | Validity Date | Ref. |
| N/A | N/A | N/A | N/A | N/A |
| The Average Time For New Products Launched | | | | |
| Product Category | | Lead Time | | |
| Cold Rolled Steel Coil | | 7 Days | | |
| Galvanized Steel Coil | | 7 Days | | |
| Galvanized Steel Strip Coil | | 7 Days | | |
| Prepainted Galvanized Steel Coil | | 7 Days | | |
| The Shortest Time For A New Item Launched | | | | |
| Product Category | | Shortest Lead Time | | |
| Cold Rolled Steel Coil | | 7 Days | | |
| 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 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 |
| Has 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 checked="" type="checkbox"/> No |
| 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 checked="" type="checkbox"/> Yes, without written records <input type="checkbox"/> No |
| 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 checked="" type="checkbox"/> No |
| Are the designed products confirmed by the customers? | <input type="checkbox"/> Yes, all designed products have been confirmed <input checked="" type="checkbox"/> Yes, part of designed products have been confirmed according to client's requirements <input type="checkbox"/> No |
| Does the company has qualification requirements for designers? | <input type="checkbox"/> Yes, with written job description <input type="checkbox"/> Yes, without written job description <input checked="" type="checkbox"/> No, but at least two years design experience is needed <input type="checkbox"/> No |
| Are the designers' qualifications recognized by the company? | <input type="checkbox"/> Yes, with written records <input type="checkbox"/> Yes, without written records <input checked="" type="checkbox"/> No |

6.2 R&D Real Case Description

| | |
|---|--------------|
| Customer's Name | Confidential |
| Customer's Location | Confidential |
| Customer's Industry: | Confidential |
| Order's Requirement Description: | Confidential |

6.3 Design Process

| Process 1 | Process 2 | Process 3 |
|---------------------------|---------------------------|---------------------------|
| Confidential | Confidential | Confidential |
| Description: Confidential | Description: Confidential | Description: Confidential |

6.4 Design Devices (N/A)

| Device 1 | Device 2 | Device 3 |
|----------|----------|----------|
| N/A | N/A | N/A |



Section 7: Company Development / Expansion Plans

| Company Development / Expansion Plans | | |
|---------------------------------------|---|-----------|
| Item | Company Development Action | Timeframe |
| 1 | The company will develop overseas market. | 2016 |

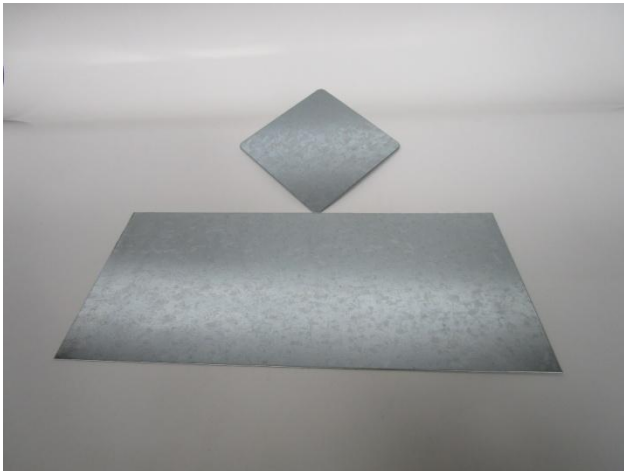


Section 9: Company and Product Samples

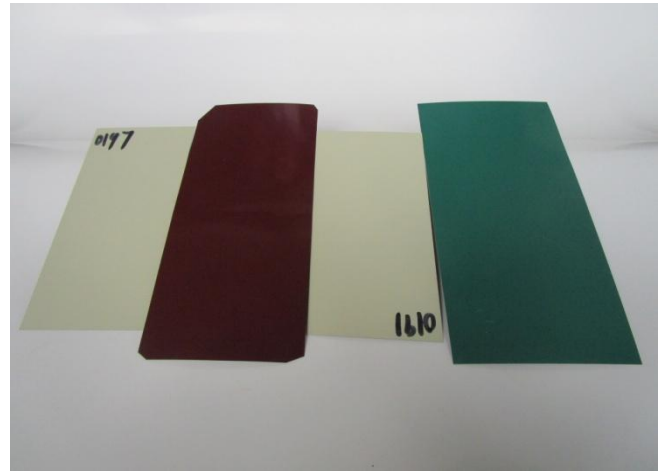
| Company and Product Samples | |
|-----------------------------|--------|
| Company Gate | Office |
| | |
| Office | Office |
| | |
| Office | Office |
| | |



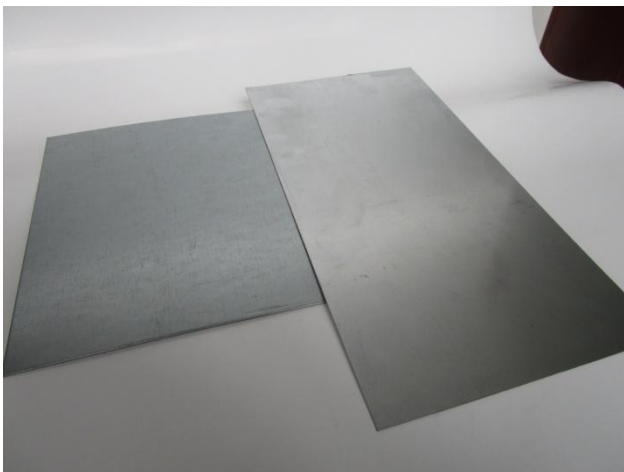
Product Sample



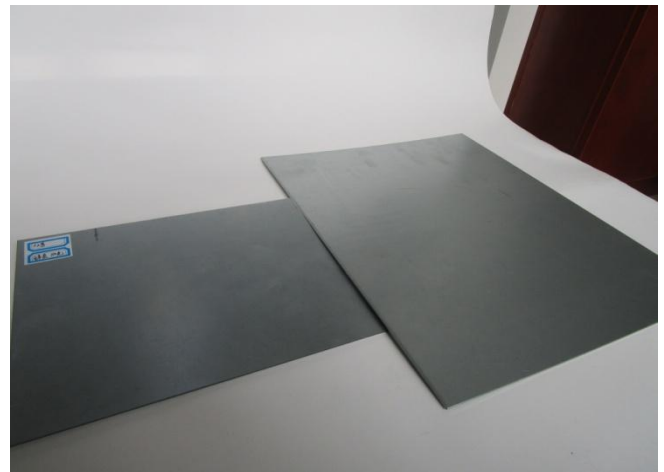
Product Sample



Product Sample



Product Sample





Section 10: Competitive Advantages

| 10.1 Product Group Capacity | | |
|--|--|---------------|
| 10.1.1 Products Sold (Within 12 Months) | | |
| Products Name | Quantity | Revenue (USD) |
| Cold Rolled Steel Coil | Confidential | Confidential |
| Galvanized Steel Coil | Confidential | Confidential |
| Galvanized Steel Strip Coil | Confidential | Confidential |
| Prepainted Galvanized Steel Coil | Confidential | Confidential |
| 10.1.2 Suppliers Cooperated With (Within 12 Months) | | |
| No. of cooperation suppliers (total) | 10 | |
| No. of suppliers (which cooperated over 2 times) | 10 | |
| No. of provinces which cooperation suppliers belong to | 4 (Fujian, Shandong, Shanghai, Hebei) | |
| 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 | The company would like to provide solution service for cold rolled steel coil, galvanized steel coil, galvanized steel strip coil, prepainted galvanized steel coil. | |
| Would the company like to provide a total solution for purchasing? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> Part, _____ <input type="checkbox"/> No | |
| If yes, please describe it | The company would like to provide a total solution for purchase according to client's requirements. | |
| 10.1.3 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 | |
| 10.2 Real Case for Lower MOQ & Lead Time | | |
| Products Name | MOQ (Within 12 Months) | Lead Time |
| Galvanized Steel Coil | 7tons | 7 Days |
| 10.3 Real Case for Large Contract & Lead Time | | |
| Products Name | Order (Within 12 Months) | Lead Time |
| Galvanized Steel Coil | 300tons | 30 Days |



| 10.4 Overseas After Sales Service Capacity | | | | |
|--|--|----------------|--------------------|------------------|
| 10.4.1 Do you have an overseas onsite service center? | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | | |
| 10.4.2 If yes, what onsite after-sales services are included | | Location | Evidence- provided | Self-description |
| 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 |
| 10.4.3 Average response time | 12 Hours | | | |
| 10.5 After-sales service capacity | | | | |
| 10.5.1 The Average Guarantee Time | | | | |
| Product Category | | Guarantee Time | | |
| Cold Rolled Steel Coil | | 3 Months | | |
| Galvanized Steel Coil | | 3 Months | | |
| Galvanized Steel Strip Coil | | 3 Months | | |
| Prepainted Galvanized Steel Coil | | 3 Months | | |
| 10.5.2 The Longest Guarantee Time | | | | |
| Product Category | | Guarantee Time | | |
| Cold Rolled Steel Coil | | 3 Months | | |
| 10.5.3 Does the company accept small order? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | | | |

-- End of Report --