

# Alibaba.com Assessed Supplier



## Assessment Report

*Presented to*

**Zibo Fang Refractory International Trade Co., Ltd.**

**淄博方耐国际贸易有限公司**

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 1007, Block C, International Trade Building, No. 105, Liuquan Road, Zhangdian District, Zibo City, Shandong Province, China
City / Country:	Zibo / China
Consigner of Assessment:	Alibaba
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*Service Provided by TÜV Rheinland  
Report No.: 6772431\_T*





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Assessed By:	Guicai Wang	Validity Period:	12/Oct./2013 -- 11/Oct./2014
Reviewed By:	Xiaobin Huang	Online Verification:	<a href="http://assessed-suppliers.chn.tuv.com">http://assessed-suppliers.chn.tuv.com</a>

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CONFIDENTIAL		All Rights Reserved			Page No:	3 of 17



## Section 1: Company Overview

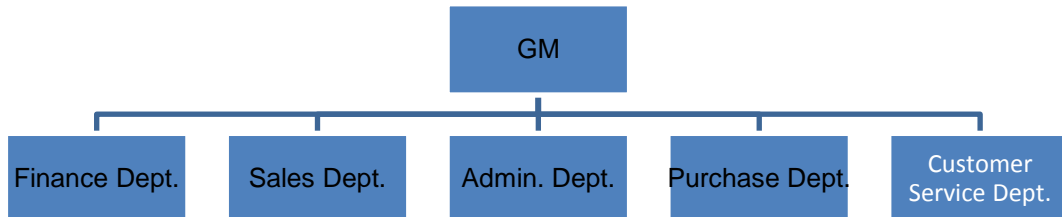
Company Overview			
<b>1.1 Legal Validity</b>			
Does the company have a valid business license?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Business License Number:	3703032806561
Year Established:	28/Nov./2008	Validity Period:	28/Nov./2008 -- 27/Nov./2028
Registered Address:	No. 97, Liuquan Road, Zhangdian District, Zibo City, Shandong Province, China		
Company Address	Room 1007, Block C, International Trade Building, No. 105, Liuquan Road, Zhangdian District, Zibo City, Shandong Province, China		
Annual review conducted by the Industrial & Commercial Bureau?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Reviewed By:	Zibo Industrial & Commercial Bureau Zhangdian Branch
Registered Capital:	RMB100,000.00		
Corporate Representative:	Ms. Lanhua Jing		
Industry:	Minerals & Metallurgy		
Business Type:	<input type="checkbox"/> Manufacturer <input checked="" type="checkbox"/> Trading Company <input type="checkbox"/> Combined		
Type of Ownership:	<input type="checkbox"/> Private Owner <input type="checkbox"/> Public Company <input type="checkbox"/> Joint Venture <input type="checkbox"/> Stated Owned <input checked="" type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other		
Products/Service:	Ceramic Fiber Products		
<b>1.2 Company Building Information</b>			
Certification Type: <input type="checkbox"/> Land Certification <input checked="" type="checkbox"/> Real Estate Certification <input type="checkbox"/> Lease Agreement <input type="checkbox"/> Factory Officer Claimed			
Total Building Size: 255 m <sup>2</sup>			
Office Size: 255 m <sup>2</sup>			



## Section 2: Human Resources

### Section 2: 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
Finance Dept.	2	0	2
Sales Dept.	12	0	12
Admin. Dept.	2	0	2
Purchase Dept.	2	0	2
Customer Service Dept.	5	0	5
<b>Total Number:</b>	24	0	24

#### 2.3 Management

Department	Name	Title	Education	Year(s) in Current Company
GM	Ms. Lanhua Jing	GM	Junior college graduate	4.8
Finance Dept.	Ms. Jing Zhang	Manager	University graduate	4.8
Sales Dept.	Ms. Ruizi Sun	Manager	University graduate	2
Admin. Dept.	Ms. Dan Han	Manager	Junior college graduate	2
Purchase Dept.	Ms. Minghui Jing	Manager	Junior college graduate	4
Customer Service Dept.	Ms. Mei Gao	Manager	University graduate	3



### Section 3: Current Export Situation

Current Export Situation				
There are 8 foreign trading employees in the company.				
Working Experience	Headcount	Accepted Language	Listening & Speaking	Reading & Writing
Over 30 Years	0	English	Yes	Yes
21-30Years	0	Japanese	Yes	Yes
11-20 Years	0	Russian	Yes	Yes
6-10 Years	0	N/A	N/A	N/A
2-5 Years	6	N/A	N/A	N/A
Less than 2 years	2	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.:		00585754		
Total revenue(Previous year):		USD2,699,000		
Total export revenue (Previous year):		USD2,699,000		
Estimated export revenue (Current year):		USD4,000,000		
Trade agents employed overseas:		<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No		
Nearest port:		Qingdao Port, Shanghai Port, Tianjin 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 checked="" type="checkbox"/> CreditCard <input checked="" type="checkbox"/> Cash <input checked="" type="checkbox"/> West Union <input type="checkbox"/> MoneyGram <input checked="" type="checkbox"/> Paypal <input type="checkbox"/> Moneybooker		
Average lead time from Product order confirmation to production delivery (products exiting the factory):		15 Days		



## Section 4: Export Business Capacity

4.1 Market Distribution (Previous 12 month)			
Market	Main Product(s)	Revenue(USD)	Total Revenue (%)
North America	Ceramic Fiber Products	120,000	4.45
South America	Ceramic Fiber Products	105,000	3.89
Eastern Europe	Ceramic Fiber Products	1,300,000	48.16
Southeast Asia	Ceramic Fiber Products	145,000	5.37
Africa	Ceramic Fiber Products	36,000	1.33
Oceania	N/A	0	0
Mid East	Ceramic Fiber Products	35,000	1.3
Eastern Asia	N/A	0	0
Western Europe	Ceramic Fiber Products	300,000	11.12
Central America	Ceramic Fiber Products	15,000	0.56
Northern Europe	Ceramic Fiber Products	600,000	22.23
Southern Europe	Ceramic Fiber Products	25,000	0.93
South Asia	Ceramic Fiber Products	18,000	0.66
Domestic Market	N/A	0	0
4.2 Main Clients			
Client Name	Main Product(s)	Total Revenue (%)	
Confidential	Confidential	Confidential	



## Section 5: Quality Assurance

Quality Management System and Product Certification				
5.1 Quality Management System Certification				
Certification	Certified By	Certificate Number	Business Scope	Expiry Date
ISO 9001:2008	CQC, CNAS	00111Q211586R1M/3600	Refractory Material, Thermal Insulation Material, Construction Material	13/Dec./2011 -- 12/Dec./2014
5.2 Product Certification				
Certification	Certified By	Certificate Number	Product Name & Model No.	Expiry Date
CE	TSUS	1301-CPD-0311	Thermal Insulation Ceramic Wool & Euro Class A1, 64 Kg/Cubic Meter to 160 Kg/ Cubic Meter, 25 mm to 50 mm	19/Oct./2007 -- 31/Dec./2049
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	Does the company establish and implement a standard procedure for purchasing contract review and approval?	<input type="checkbox"/> Yes, with written standard procedures <input checked="" 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 reports?	<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

**5.4 After Sales Service**

Item	Content	Observations /Comments
5.4.1	Is customer feedback, including complaints, clearly recorded and maintained?	<input type="checkbox"/> Yes, with a standard feedback form and records <input checked="" 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 type="checkbox"/> Yes, with clear procedures and written records <input checked="" 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 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
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 is 0 R&D Engineer 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 checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
If yes, please specify:		CCEWOOL (6964274)	
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	
6.2 R&D Real Case Description (N/A)			
6.3 Design Process (N/A)			
6.4 Design Devices (N/A)			



## Section 7: Company Development / Expansion Plans

Company Development / Expansion Plans		
Item	Company Development Action	Timeframe
1	The organization is going to recruit 6 foreign staffs.	12 Months
2	The organization is going to develop 2 trade agents.	12 Months
3	The organization is going to sale soluble fiber.	12 Months



## Section 8: 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 -- CE



Certification & Photos -- ISO 9001:2008



Certification & Photos -- Trademark





## Section 9: Company and Product Samples

### Company and Product Samples

#### Company Gate



#### Office



#### Product Sample



#### Product Sample



#### Product Sample



#### Product Sample





Product Sample



Product Sample



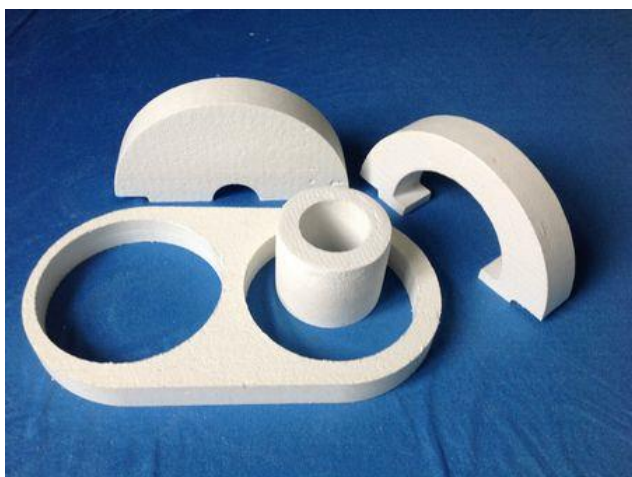
Product Sample



Product Sample



Product Sample



Product Sample



Product Sample

Product Sample



Product Sample



Product Sample



Product Sample



Product Sample





## Section 10: Competitive Advantages

<b>10.1 Product Group Capacity (N/A)</b>		
<b>10.1.1 Products Sold (In The Last 12 Months) (N/A)</b>		
<b>10.1.2 Suppliers Cooperated With (In The Last 12 Months) (N/A)</b>		
<b>10.1.3 Real Case Description: (N/A)</b>		
<b>10.2 Real Case for Lower MOQ &amp; Short Lead Time:</b>		
<b>Products Name</b>	<b>MOQ (In The Last 12 Months)</b>	<b>Shortest Lead Time</b>
Ceramic Fiber Board	1 Pcs	1 Day
Ceramic Fiber Blanket	1 Pcs	1 Day
Ceramic Fiber Paper	1 Pcs	1 Day
Ceramic Fiber Module	1 Pcs	1 Day
Ceramic Fiber Textiles	20 Meters	1 Day
<b>10.3 Real Case for Large Contract:</b>		
<b>Products Name</b>	<b>Order (In The Last 12 Months)</b>	<b>Shortest Lead Time</b>
Ceramic Fiber Board	110,000 Pcs	40 Days
Ceramic Fiber Blanket	30,000 Pcs	35 Days
Ceramic Fiber Paper	4,600 Pcs	30 Days
Ceramic Fiber Module	21,000 Pcs	30 Days
Ceramic Fiber Textiles	62,000 Meters	40 Days
<b>10.4 Overseas After-Sales Service Capacity (Confidential)</b>		

-- End of Report --