



Report Number: QIP-ASI100000

Audit Date : 16 Oct., 2012 **Expiry Date** : 15 Oct., 2013

This report is issued by Focus Technology Co., Ltd. (Made-in-China.com) and the supervising inspectorate (SGS-CSTC Standards Technical Services Co., Ltd.) to confirm that:

Company Name : ABC Technical Services Co., Ltd.

ABC 技术服务有限公司

Showroom : http://abc.en.made-in-china.com

Address : A Building, No.315 Zhongshan South Road, Nanjing, China

Product : Clothing and lamp

has been on site audited for the Following Scope of Activity

1. General Information

2. Foreign Trade Capacity

3. Product Research & Development Capacity

4. Management System and Product Certification

5. Production Capacity & Quality Control

6. Financial Position

7. Working Environment

8. Energy Saving and Emission Reduction

9. Industry Information

10. Photos

General Comments:

ABC Company Limited. is a manufacturer with 900 employees; it was established in 1991, located in A Building, No.315 Zhongshan South Road, Nanjing City. The workshops occupy an area of more than 20,000 square meters, and the annual production output was 10 million lamps in last year. ABC Company Limited. has its own brand "ABC" and has expanded its product line to all kind lamp and clothing. They have passed ISO9001:2008 certification in 2009, and already have obtained CE certificates for lamp. ABC Company Limited. has successful foreign trading experience in Europe, North American and Asia, their foreign trade revenue was around USD1.275 million in year 2009.

Sign for and on behalf of SGS-CSTC Standards Technical Services Co., Ltd.

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SUPPLIER ASSESSMENT REPORT

Audited Company	ABC Company Limited. ABC 有限责任公司
Audited Site:	A Building, No.315 Zhongshan South Road, Nanjing, China

Consigner of Assessment Audit Type	Made-in-China.com ☐ Initial Audit ☐ Re-audit	
Valid Date	From 16 Oct., 2012 to 15 Oct., 2013	Verify Report www.sgs.com
Auditor		Reviewed by Roger Wang

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Part A: General Information

Section 1: Company Overview

1.1 Legal Validity			
Does the company have a valid business license?	☐ Yes ☐ No ☐ Others	Registration Number	320422011103213
Year of established	19 Mar., 1991	Valid Date	19 Mar., 2032
Registered address	A Building, No.315 Zhongshan S	outh Road, Nanjing	, China
Actual address	A Building, No.315 Zhongshan S	outh Road, Nanjing	, China
Is the annual review done by local authority (Industrial & Commercial Bureau)?	uthority (Industrial & Commercial Refer to business license provided; it was reviewed in year 2009.		
Registered capital	RMB 10,000,000		
Name of legal representative	Mr. Richard Gu		
Special item: none Normal item: Sale clothing, material, textile, leather products, textile raw materials and lamps; Import & export business.			
1.2 Basic Information			
Contact person	Ms. Grace Zhao	Email	XXXX@sgs.com
Phone number	0086-25-XXXXXXXX	Fax number	0086-25-XXXXXXXX
URL/Web address	www.sus.com		
Company type	☐ Grou	ng Company o Corporation	
Type of ownership	☐ Limited Company ☐ Public	Company 🗌 Fo	reign joint venture
	☐ State-Owned ☐ Privat	e Owner 🔲 W	holly foreign-owned enterprises
Subsidiary company	No subsidiary factory		
Products manufactured / sold scope	Clothing and lamp		
1.3 Company Building Information			
According to: Land certificate Lease agreement Check the plant area 10,000 square meters The plant area 1500 square meters. The offices occupy 4000 square meters. The workshops occupy 6000 square meters.			

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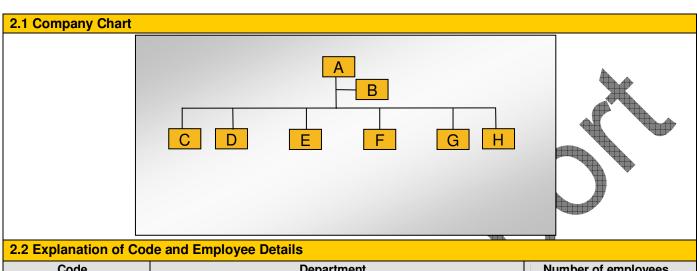
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Section 2: Human Resources



The Explanation of Godo and Employee Setano		
Code	Department	Number of employees
Α	General Manager	1
В	Vice General Manager	1
С	Engineering Dept.	2
D	Quality Dept.	15
Е	Financial Dept.	6
F	Foreign Trade Dept.	8
G	Production Dept.	857
Н	HR	10

2.3 Key Staff	

Title	Full name	Education	Working experience for this trade / total experience
General Manager	Mr. Steven	University	10 years
Vice General Manager	Ms. Linda	University	9 years
Sales Manager	Mr. Charlie	University	6 years

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Number in total:

900





Part B: Foreign Trade Capacity

Section 1: Export Overall Situation

1.1 Export Overall Situation		
Does the company have a valid Import and Export license?	⊠ Yes □ No	
The import and export enterprise code.	No.: 32117312324234	
The number of foreign trading staff with relevant trading experience.	☐ within 1 year staff ☐ 1-5 years 2 staff ☐ over 10 years staff ☐ Total 4 staff	
The language freely used by foreign trade staff	☐ English ☐ others	
Annual revenue of previous year	Refer to financial report; this revenue was USD1.50 million in year 2009.	
Annual export revenue of previous year	Refer to financial report; this revenue was USD1.275 million in year 2009.	
Estimated export revenue for this year.	Based on interview with Mr. Steven, the estimated export revenue was USD 1.65 million in this year.	
Overseas agent	No overseas agent	
Nearest port	Shanghai port	
Acceptable quotation terms	☑ FOB ☑ CIF ☑ CFR	
Acceptable payment terms	□ □ □ □ □ □ □	
Average lead time	☐ within 15 workday ☐ one month ☐ 2-3 months ☐ 4-6 months ☐ 6-12 months ☐ more time	
Section 2: Export Business Capacity		

2.1 Market Distribution (please list top three areas)			
Market	Main Product	Main client	
	Lamp	WAFFF, BCDD	
☐ South America			
☐ Europe			
Southeast Asia/ Mideast	Clothing and lamp	WAFFF, BCDD	
☐ Africa			
☐ East Asia (Japan/ South	•		
Korea)			
□ Domestic □	Lamp	WAFFF, BCDD	
☐ Others			

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Section 3: Supplier Management

3.1 Supplier Management		
Item	Content	Observations /Comments
1	Does the company establish and implement an effective suppliers' assessment procedure?	
2	Does the company have an updated list of approved suppliers?	 ☑ The approved suppliers list was updated in 2012 ☐ Have the written suppliers without approved signature or date. ☐ Provided some suppliers names ☐ No approved suppliers list

Section 4: After-sales Service Capacity

4.1 After-s	.1 After-sales Service Capacity		
Item	Content	Observations / Comments	
1	Is there a procedure to conduct random product inspection after final packaging in place?	Have clear standards and written inspection records No written standards but had inspection reports Have the procedures but no inspection records It's not necessary to carry out the inspection	
2	Is there a clear procedure for handling customer complaints?	☐ Has the clear procedure and followed records ☐ Has the procedure but no written records. ☐ No written procedures or records.	
3	Can the finished/packaged product be traced by lot identification to the appropriate raw materials test reports?	Have the procedures to trace the raw materials. Can trace main materials Can trace production date. Can't trace products	
4	Are corrective & preventive actions mechanism established and implemented effectively (including the suppliers/ sub-contractors control, incoming inspection, process control, final inspection and customer complaint)?	 ☐ Has the clear procedure and followed records ☐ Has the procedure but no written records. ☐ No written procedures or records. 	

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Part C: Product Research & Development Capacity

1.1 Product Research & Development Capacity	
The amount of R&D and relevant working experience.	☐ within 1year staff ☐ 1-5 years staff ☐ 6-10 years 5 staff ☐ over 10 years staff ☐ Total 5 engineers
What is the main job responsibility for R&D engineers?	Format design with AutoCAD and sample making
Is there any relevant design input, output, review, verification and validation documentation available for auditor to review?	Refer to the related documents provided by the company; auditor noted there was the relevant design input, output, review, verification.
Is there any special software or instrument used by the R&D staffs during the design process of new products? If yes, please list the main software or instrument.	Software: AutoCAD, Pro/E
Does the company have an effective design change control procedure in place?	Refer to related records; auditor noted that this company had established an effective design change controlling procedure.
Please list the patent certificates and qualification license.	Invention patent: No. 735645



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Part D: Management System and Product Certification

1.1 Management System and Product Certification	
Management system certification	☐ ISO9001:2008 certificate
	☐ ISO14001:2004 certificate
	☐ OHSAS18000:2001 certificate
	☐ TS16949
	□ SA8000
	☐ Others
	□ NIL
Product certification	☑ CE
	□ ccc
	Others
	□ NIL
Test reports for raw materials	⊠ RoHS
	Reach
	Others
	□ NIL

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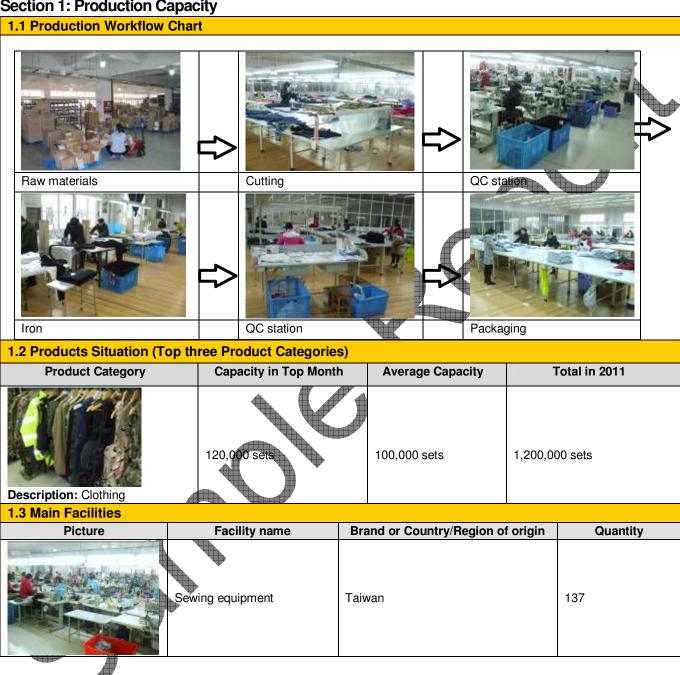
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Part E: Production Capacity & Quality Control

Section 1: Production Capacity



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Section 2: Production Process Control

2.1 Pro	2.1 Production Process Control			
Item	Content	Observations /Comments		
1	Product R&D capacity	☑ Own brand☑ ODM☐ OEM		
2	Are the environmental conditions, such as tidiness and cleanliness being controlled and suitable for the operation performed?	 □ Very tidy ☑ Normal □ Need to improve □ Very poor 		
3	Are the necessary items /documents provided at appropriate location and under control?	 ☐ Work Instructions /procedures ☑ Workmanship standard /acceptance ☐ Golden sample /Approval sample ☐ Product picture ☐ Verbal by workshop director 		
4	Are written instructions available for incoming material inspections /testing? Is the relevant record maintained?	☐ Has instructions and uniformly followed ☐ Has instruction but no written records ☐ Materials checked by storage staff		
5	Are written inspections /testing instructions available for finished products? Is the relevant record maintained?	 ✓ Have instructions and uniformly followed ✓ Have instruction but no written records ✓ Finished product checked by packing staff 		
6	What type of inspection is used for finished products?	Random inspection Visual inspection Function inspection 100% inspection Visual inspection Function inspection		
7	Are non-conforming units clearly marked/ segregated to prevent accidental dispatch?	✓ Marked and segregated✓ Segregated but not marked clearly✓ Not found on site		
8	How are the non-conforming units handled?	 ☒ Repaired and re-inspection ☐ Picked out ☐ Used under control ☐ Others 		

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Part F: Financial Position

Section 1: Financial Data

1.1 Inco	me Statement			
Item	Content	2011	2010	2009
1	Operating revenue	183,550	122,746	96,180
2	Operating cost	156,800	108,600	80,000
3	Gross profit	25,500	22,600	10,520
4	Operating profit	16,430	10,800	4,300
1.2 Bala	nce Sheet			
Item	Content	2011	2010	2009
1	Cash and cash equivalents	27,780	20,700	5,300
2	Total current assets	103,400	95,700	87,600
3	Total current liabilities	101,600	72,400	75,740
4	Total assets	200,500	170,000	120,200
1.3 Cash	Flow From Operating Activ			
Item	Content	2011	2010	2009
1	Cash received from sales of goods or rendering of services	162,500	120,700	88,100
2	Sub-total of cash inflows	172,800	133,600	91,000
3	Sub-total of cash outflows	120,566	97,600	67,880

Remark: 1、All monetary amounts quoted in this part are shown in RMB, unless otherwise stated.

2. all financial data was from the audited company's financial reports reviewed by ****accounting firm.

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Section 2: Key Performance Indication

2.1 Key	2.1 Key Performance Indication			
Item	Content	2011	2010	2009
1	Operating revenues year-on-year rise (OR in this year- OR in last year) / (OR in last year)	49.54%	27.62%	
2	Gross Margin Gross profit/ Operating revenues	13.89%	14.41%	10.94%
3	Current ratio Current assets / Current liabilities	1.97	2.10	1.67

Section 3: Banking

3.1 Bank	3.1 Banking			
Item	Content	Comments		
1	Opening bank	Nanjing Branch ICBC		
2	A/C No.:	23456789012345678		
3	The credit level evaluated by bank	AAA level issued by ICBC		

Section 4: Product Insurance

4.1 Product Insurance				
Certification	Insurer	Number	Product	Expiry date
Certificate of product quality warranty	Alltrust Insurance Brokers & Consultants Co., Ltd.	PBBD200 12301160 0000003	Solar cell and solar module	31 Jan., 2010
Certificate of product liability insurance	Alltrust Insurance Brokers & Consultants Co., Ltd.	BJC03090 345004	Solar cell and solar module	31 Jan., 2010

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Part G: Working Environment

Section 1: Working Environment

1.1 Welfa	1.1 Welfare Benefits			
Item	Content	Observations /Comments		
1	Does the company have effective procedures to verify the age of staff at the time of recruitment?	 ☐ Has written procedure and keeps adequate age documents of workers ☐ Has written procedure but doesn't follow records ☐ Hasn't written procedure or follows records 		
2	Do all workers sign employment contracts with the factory?			
3	Is statutory contribution required for all employees' social insurance (e.g. health insurance, unemployment insurance, accident insurance etc.) paid for by the enterprise?	 ✓ All workers have social insurance. ✓ Some workers have social insurance ✓ Only management staffs have social insurance ✓ No staff have social insurance 		
4	Does the company have a clear and effective policy on working hours, rest and vacations? If does, please list it.	 All staffs work kept to the policy Most of the time it keeps to the policy except midseason. Usually needs overtime No relevant records for working hours Describe the working hours: 		
5	Does the company pay extra remunerations for all overtime work?	 ☐ For all overtime work. ☐ For official holidays ☐ For official holidays except weekend. ☐ No extra remunerations for overtime. 		
6	Does the company have dormitories for staff? If yes, please describe the condition.	☐ Provide dormitories for all staff ☐ Provide dormitories for workers ☐ Provide dormitories for management staff ☐ No dormitories were provided. Describe the condition:		
1.2 Labor	Protection			
Item	Content	Observations / Comments		
1	Are there uniforms for all staff in company?	☐ Yes ☐ No ☐ Other		
2	Is the emergency medical supplies enough and easily used in workshop?	✓ Yes☐ No☐ Other		
3	Does the company arrange health and safety training for new workers?	☐ Yes ☐ No ☐ Other		
4	Do the workers have the appropriate protective equipment during operation in workshop? Such as gloves, masks.	☑ Yes☐ No☐ Other		
5	Is there training needed and carried out for fire protection?	☐ Yes ☐ No ☐ Other		

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Part H: Energy Saving and Emission Reduction

Section 1: Environmental Management

1.1 Envir	1.1 Environmental Management			
Item	Content	Observations / Comments		
1	Environmental Management System	☑ ISO 14001 Certificate☐ Cleaner production management☐ NIL		
2	Environmental Impact Assessment	 ☑ The Report of Environmental impact assessment is approved by EPA Nanjing City in 2011. ☐ NIL 		
3	Check and Acceptance of Completed Constructive Projects	 ☑ The Report Completed Constructive Projects Inspection and Acceptance is approved. ☐ The company was founded in 1970 without relevant assessment report, they had a review report for environmental control in 2011. ☐ NIL 		
4	"Three Simultaneity" for Environmental protection	 ☑ The Report of "Three Simultaneity" for Environmental protection Inspection and Acceptance is available. ☐ The company was found in 1970 without relevant assessment report, they had a review report for environmental control in 2011. ☐ NIL 		

Section 2: Water, Gas and Noise Control

2.1 Water	2.1 Water, Gas and Noise Control			
Item	Content	Observations / Comments		
1	Water-intaking	□ Water-intaking license□ No water-intaking license□ No water taken from natural water body		
2	Waste water	 □ Water-draining license or contract □ Having carried out waste water treatment before draining □ Having carried out waste water monitoring and the result of which being within the standard limit □ No detail activities were found 		
3	Emission to air	 ☑ Air pollutant emission license ☐ Having carried out air pollutant emission monitoring and the result of which being within the standard limit ☐ No detail activities were found to reduce emission to air 		
4	Classification and Recycling for solid waste	 ☐ Having applied trash classification recycling ☐ Having special warehouse for hazardous waste ☐ No detail activities were found 		
5	Noise	☑ The company carried out noise monitoring and the result of which being within the standard limit one time per year☐ No detail activities were found		

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Part I: Industry Information

	tion 1: Industry Information				
1.1 Furnit	1.1 Furniture Industry Information				
Item	Content	Observations			
1	Product style	☐ European style furniture ☐ American style furniture ☐ Chinese style furniture ☐ Korean rural style furniture ☐ Mediterranean style furniture ☐ Others			
2	Product materials	☐ Jade furniture ☐ Solid wood furniture ☐ Panel-type furniture ☐ Soft furniture ☐ Woven rattan furniture ☐ Others			
3	Used Locations	☐ Outdoor ☐ Kitchen ☐ Living room ☐ Children room ☐ Office room ☐ Others			
4	Product structure	☐ Assembled furniture ☐ Detachable furniture ☐ Combination furniture ☐ Even wall furniture ☐ Hanging furniture			
5	Modelling effect	☐ Ordinary furniture ☐ Art furniture			
6	Regulation requirement test	California 65			
7	Key Account	Wal-Mart; ☐ Home Depot ☐ Lowes ☐ Target ☐ Costco ☐ Office Max ☐ Others ☐ Nil			
1 1 Anna	rel Industry Information	*			
Item	Content	Observations			
1	Product character				
2	Product type	Suits ✓ Vest ✓ Jeans ✓ Jacket ☐ Shirt Padded coat ☐ Down coat ☐ T shirt ☐ Sweater ☐ Cardigan ☐ Trousers ☐ Underwear ☐ Sportswear ☐ Accessories ☐ Others			
3	Product type for age range	☐ Baby ☐ Children ☐ Junior ☐ Adult ☐ Old adult ☐ Others			
4	Product type for season	Spring and Autumn Summer ⊠Winter			
5	Product type for fiber content	□ Cotton □ Linen □ Silk □ Wool □ Cashmere □ Feather&Down □ Others			
6	Product type for sexuality	⊠ Man ⊠ Woman			

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7	Special processes	☐ Grey cloth garment, ☐ Yarn dyeing garment ☐ Embroidery garment ☐ Garment dyed ☐ Enzyme wash ☐ Sand wash ☐ Others
8	Functional apparel	 ✓ Moisture wicking ☐quick dry ☐Wrinkle free ☐ Windproof ☐Waterproof ☐Antistatic finishing ☐ Flame-retardation finishing ☐Antibacterial ☐Others
9	Green test	☑ OKO 100 certificate☐ Blue sign certificate☐ Others
10	Key Account	☐ Gap ☐ Ralph Lauren ☐ Hugo Boss ☐ Nike ☐ Calvin Klein ☐ Others
1.1 LED L	ighting Industry Information	
Item	Content	Observations
	LED Product Type	☐ LED Display/Screen ☐ House light
1	, , , , , , , , , , , , , , , , , , ,	☐ LED industry light ☐ LED traffic light
		☐ LED public light ☐ Others
2	LED chip origin(s)	☐ Europe ☐ American ☐ Janpan
۷	LLD Chip origin(s)	☐ Korea ☐ Taiwan ☐ Mainland in China
		☐ Import equipment
3	SMT production line	☐ Domestic equipment
		☐ No SMT production line
		Automatic spectrophotometric color machine
4	Testing machines	Integrating sphere
		spectrum analyzer Others
		Officis
5	Welding process	☐ Manual welding ☐ Automatic welding
5	Welding process	ivialidal welding Automatic welding
6	Safety testing reports	☐ IEC60560 ☐ IEC60598
0	Safety testing reports	☐ IEC62031 ☐ IEC61347 ☐ Nil
7	Dayfayyaana ka ka ya ya ya ka	☐ IEC62722 ☐ IEC62384
7	Performance testing report	☐ IEC62717 ☐ IEC62162 ☐Nil
	Efficiency test	MEPS□ ErP (244/2009/EC)□ Energy Star□ Energy label (98/11/EC)
	Lindency test	☐ Energy Star ☐ Energy label (98/11/EC) ☐ CEC ☐ ELI ☐Nil

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Part J: Photos

Section 1: Photos of Documents

1.1 Photos of Documents

Description: Business License (銀 水) 株生 法定代表人姓名 3 8 8 * 10万天人阿书 安徽县本 1907 (7/7) 公司英型 Sweeces

Description: Export License



Description: ISO9001 Certificate



Description: Land Certificate



Description: Organization Code Certificate



Description: CE Certificate



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Section 2: Photos of Company

Description: Company Gate



Description: Workshop



Description: Warehouse



Description: Office



Description: Workshop



Description: Showroom



-- End of the Report --

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