



**Comparative Report
Kwikstage Scaffolding ASNZS 1576.3
November 2023.**

**CASE STUDY DUE
DILIGENCE REPORT**

Comprised by Dracon International Trading NZ Ltd

Director: - Timikara Taurerewa

China Ph: +86 15800349175

NZ Ph: +64 2102668457

Email: timikara@dracon.co.nz

Index

| Details | Page no |
|-------------------------------|----------|
| Introduction` | 3 |
| Comparative Report | 6 |
| Our Service Quality Assurance | 7 |
| Third Pary Inspections | 8 |
| Business Description | 9 |
| Management Structure | 9 |

Introduction

Dracon NZ Ltd welcomes the opportunity to submit audit report on the entire supply chain. This Project we audited entire supply Chain for Kwikstage scaffolding and training apparatus. From 55+ Suppliers we shortlisted Top 5 suppliers. See page 6.

Background:

For numerous decades, China has held a significant role in the worldwide manufacturing sector. Renowned for its extensive production capacities, competitive pricing, and diverse manufacturing capabilities, the country hosts many specialized companies focusing on the production of construction and building materials, such as scaffolding.

When seeking Chinese manufacturers of Kwikstage Scaffolding, conducting comprehensive research is crucial to pinpoint reputable companies with a track record of delivering high-quality products. Key considerations in direct procurement from China include assessing the company's reputation, certifications, production capacity, and commitment to meeting international quality standards.

Purpose:

The Value, of knowing I have the very best suppliers all of China is a competitive advantage in our respective industry.

The reasons for buying Chinese scaffolding: include cost savings, availability, quality, innovation, and customization options. Chinese manufacturers are often at the forefront of producing high-quality building materials that meet international standards and are willing to work with buyers to develop customized materials for unique or complex projects.

Statement of Approach

Our approach is to create a seamless buying process for our clients, this includes source suppliers of credibility, negotiate terms, arrange factory inspections, visa applications, quality control production, inspection of inventory pre-container load, logistics and freight. Results from business trading globally, has proven to have obstacles that could have been mitigated.

Potential issues when buying from China:

1. **Quality concerns:** While some Chinese manufacturers produce high-quality Kwikstage scaffolding, others may use subpar materials or cut corners in production to save costs.
2. **Intellectual property infringement:** China has a reputation for being a hotbed of intellectual property theft, and some manufacturers may produce Kwikstage scaffolding that infringes on patents or trademarks held by other companies. This could lead to legal issues for both the manufacturer and the buyer.
3. **Language barriers:** Communication can be a challenge when dealing with Chinese manufacturers, as English may not be their first language. This can make it difficult to convey specifications, discuss any issues or concerns, and ensure that both parties are on the same page.
4. **Shipping and logistics:** Shipping from China can be expensive and slow, particularly if you're buying large or heavy items like Kwikstage scaffolding. Customs clearance can also be a time-consuming process that adds to the overall lead time.
5. **Fraudulent sellers:** Unfortunately, there are some fraudulent sellers in China who may take your money and never deliver the goods or send you low-quality products that don't match the specifications you agreed on. It's important to do your due diligence and research any potential suppliers thoroughly before making a purchase.

Advantages of Buying China Made:

- **Cost-effectiveness:** Chinese manufacturers often offer lower prices than their counterparts in other countries due to lower labour costs and a competitive market. This can make purchasing Kwikstage scaffolding from China more cost-effective for individuals and businesses alike.
- **Wide range of options:** China has a large number over 55 scaffolding manufacturers, which means that there is a wide range of equipment options available for buyers.

- Customization: Chinese manufacturers often offer customization options for Kwikstage scaffolding, allowing buyers to create equipment that meets their specific needs and preferences.
- Quality control: Many Chinese manufacturers have improved their quality control systems in recent years, which means that buyers can expect high-quality equipment that meets international standards. However, it is important to research and vet potential suppliers before making a purchase to ensure that the equipment meets your standards.
- Innovation: China is known for innovation in manufacturing and technology, and this extends to Kwikstage scaffolding as well. Chinese manufacturers often invest in research and development, which means that buyers may have access to new and innovative equipment options that are not available elsewhere.

Criteria When choosing a good Chinese supplier:

- Quality: The quality of the steel materials should be your top priority. Ensure that the supplier has a reputation for producing high-quality products that meet international standards. Ask for product samples, certifications, and quality control measures they have in place.
- Pricing: Price is another critical factor when choosing a supplier. While you want to ensure that you are getting a fair price, be wary of suppliers who offer prices that are significantly lower than the market average. Such low prices may be an indication of subpar materials.
- Reputation: Look for a supplier with a good reputation in the industry. Check out reviews and feedback from other customers to see what their experiences have been. Also, verify the supplier's business license and registration with the relevant authorities.
- Communication: Good communication is crucial when dealing with a Chinese supplier. Ensure that the supplier has a good command of English, and you can easily communicate your requirements and expectations. A supplier who is responsive and communicates regularly is more likely to be reliable.
- Shipping and logistics: Check if the supplier has experience in exporting building materials to your country and if they offer shipping and logistics services. Verify the lead times, shipping costs, and delivery times. Also, consider the supplier's capacity to handle large orders and their ability to manage customs clearance.
- Payment terms: Ensure that the supplier has flexible payment terms that work for you. Typically, a deposit is required upfront, with the balance payable upon delivery. Avoid suppliers who demand full payment upfront or offer payment terms that seem too good to be true.
- After-sales support: Choose a supplier who offers after-sales support, including warranties and guarantees. A reliable supplier should be willing to address any issues that arise after the purchase promptly.

By considering these criteria, you can select a reputable Chinese supplier of building materials that meets your requirements and budget.

Quality Control:

It is important to inspect Chinese goods before paying the final balance of goods for several reasons:

1. Quality Control: Inspecting the goods before making the final payment allows you to verify that the goods meet your quality requirements and specifications. If there are any defects or issues with the goods, you can address them before finalizing the payment.
2. Avoiding Fraud: Inspecting the goods before paying the final balance can help you avoid fraud. Unfortunately, some fraudulent suppliers in China will send substandard or defective products or may not send the products at all after receiving the final payment.
3. Peace of Mind: Conducting a final inspection of the goods gives you peace of mind that you are receiving the products that you ordered and paid for. You can be sure that the products meet your expectations before finalizing the transaction.
4. Avoiding Disputes: If there are any issues with the goods, it is easier to resolve them before making the final payment. Inspecting the goods before paying the final balance can help you avoid disputes over the quality, quantity, or specifications of the goods.
5. Cost Savings: Inspecting the goods before paying the final balance can save you money in the long run. If there are any issues with the goods, you can address them before finalizing the transaction, avoiding additional costs associated with returning or replacing the goods.

Overall, inspecting Chinese goods before paying the final balance is a crucial step in ensuring that you receive high-quality goods that meet your requirements and specifications. It can help you avoid fraud, disputes, and unnecessary costs, giving you peace of mind and ensuring a successful transaction.

Why Use a Buying Agent:

Using a buying agent to purchase building materials from China can provide benefits such as expertise in sourcing products, bridging language and cultural barriers, performing quality control inspections, handling logistics, negotiating better prices, mitigating risks, and protecting the buyer's interests throughout the purchasing process.

Dracon is aware, that many western businesses experienced purchasing issues from China that include fake factory fronts, payments gone astray, online bank hacking, price absorbance, product quality issues, loss of business profits and time.

This could have been avoided if an agency that operated within China with the sole purpose of serving client's needs, Dracon's advantage is the ability to understand, both western and Chinese business environment.

Dracon NZ Ltd is based out of Guangzhou, China. Our Chinese team is market savvy and understand the Chinese way of doing business. The Chinese business environment will not change overnight, accepting this Dracon's role is also not only to source quality product but to also educate our clients, and be aware of the environment in China and how to do business effectively.

Dracon NZ Ltd has a China network of suppliers and multiple industry professionals. This provides a base of skills to understand and utilize to forecast trends and potential changes to global market, government policy, regulations, marketing, industry gaps and the ability to reach a range of construction products supply throughout China mainland.

Comparative Report Pricing Comparison Sheet.

| SUPPLIERS | QTY | REF_LOV* | | REF_JUST | | EK DAVID | |
|-------------------------------------|-------------|--|---------|-------------------------|---------|----------------------------------|---------|
| 0.6m Tube - Galvanised | 80 | 2.19 | 175.56 | 2.49 | 199.08 | 2.04 | 163.20 |
| 0.9m Tube - Galvanised | 200 | 3.19 | 638.40 | 2.68 | 535.50 | 2.66 | 532.00 |
| 1.8m Tube - Galvanised | 10 | 6.17 | 61.74 | 5.12 | 51.24 | 7.85 | 78.50 |
| Double Coupler Drop Forged | 575 | 2.01 | 1153.16 | 1.64 | 941.85 | 1.32 | 759.00 |
| Swivel Coupler Drop Forged | 25 | 2.73 | 68.25 | 1.87 | 46.73 | 1.71 | 42.75 |
| Hardwood Soleboards | 180 | 3.76 | 676.62 | 0.00 | 0.00 | 2.24 | 403.20 |
| Solid Screw Base Jack - Galvanised | 180 | 6.99 | 1258.74 | 6.56 | 1181.25 | 6.43 | 1157.40 |
| 2.0m Standard - Galvanised | 200 | 12.57 | 2513.70 | 14.42 | 2883.30 | 14.46 | 2892.00 |
| 3.0m Standard - Galvanised | 300 | 18.30 | 5490.45 | 20.98 | 6293.70 | 21.08 | 6324.00 |
| 1.2m Ledgers Galvanised | 140 | 5.89 | 824.67 | 6.34 | 887.88 | 6.33 | 886.20 |
| 1.8m Ledgers Galvanised | 140 | 7.91 | 1106.91 | 8.39 | 1174.53 | 8.42 | 1178.80 |
| 2.4m Ledger - Galvanised | 700 | 10.00 | 6997.20 | 10.59 | 7416.15 | 10.69 | 7483.00 |
| 1.2m Transom - Galvanised | 400 | 10.65 | 4258.80 | 12.50 | 4998.00 | 10.98 | 4392.00 |
| 2.0M Braces Galvanised | 25 | 9.09 | 227.33 | 10.19 | 254.63 | 11.35 | 283.75 |
| 2.7M Brace Galvanised | 10 | 11.52 | 115.19 | 12.32 | 123.17 | 14.36 | 143.60 |
| 3.6M Braces Galvanised | 35 | 13.80 | 482.90 | 15.80 | 553.09 | 17.47 | 611.45 |
| Toe Board Brackets Galvanised | 170 | 1.42 | 240.98 | 1.51 | 257.04 | 1.33 | 226.10 |
| 1.2m Steel Plank - Galvanised | 100 | 6.47 | 646.80 | 7.49 | 748.65 | 7.17 | 717.00 |
| 1.8m Steel Plank - Galvanised | 100 | 9.19 | 918.75 | 10.40 | 1039.50 | 10.08 | 1008.00 |
| 2.4m Steel Plank - Galvanised | 500 | 11.93 | 5964.00 | 13.81 | 6903.75 | 13.24 | 6620.00 |
| 1.5M Aluminium Stairs | 8 | 150.20 | 1201.62 | 178.94 | 1431.53 | 203.34 | 1626.72 |
| H-rails for 1.5M Stairs Alu w/bolts | 8 | 57.75 | 462.00 | 47.76 | 382.12 | 31.48 | 251.84 |
| Top Rail 1.5M Stair Alu w/bolts | 2 | 47.52 | 95.05 | 56.05 | 112.10 | 20.77 | 41.54 |
| Pallets/Stillages Galvanised | 19 | 41.98 | 797.60 | 42.83 | 813.76 | 49.33 | 937.27 |
| Cage Pallets Galvanised | 1 | 83.70 | 83.70 | 101.92 | 101.92 | 100.86 | 100.86 |
| TOTAL | 4108 | \$36460 USD | | \$39330 USD | | \$42790 USD | |
| HDG + PAINTED | | \$3217.2 USD EXTRA | | 1055.0 USD EXTRA | | 4046.0 USD EXTRA | |
| SPECIFICATIONS | | REF_LOV* | | REF_JUST | | EK DAVID | |
| ASNZS AUTHENTICATED | | VERIFIED MTS & SGS | | VERIFIED MTS | | VERIFIED Old version outdated | |
| STAMP COMPONENTS | | YES | | YES | | YES | |
| PRODUCTION & DELIVERY TIME | | 6 weeks | | 6-7 weeks | | 9-10 weeks (cert) | |
| PROOF AU BUSINESS | | YES AU | | YES AU | | YES AU | |
| DISCOUNT DOUBLE ORDER | | NIL | | 1% 462USD | | 1% 428USD | |
| Shipping Containers | | 40HQ + 20GP (TBC) | | | | | |
| Certified labels | | Dracon NZ can source independently ASNZS: 1892.1 | | | | | |
| Tonnage | | 33.9 | | 34 | | 33 | |
| Loading Inspection at container: | | \$450 USD/DAY | | | | | |
| | | | | | | | |

ASNZS TEST REPORT ITEMS:

Typically conforming to ASNZS 1576.3 standards, an assembled scaffolding tower comprises various components. It's important to note that the specific configuration may vary between factories. The standard setup often includes:

- standards
- ledgers
- braces
- Adjustable legs
- Adjustable tops
- Steel planks

Keep in mind that the exact composition might differ depending on the manufacturing facility.

To clearly define each supplier certification and its cover over componentry, we would need to go back to the supply chain with request. 3-5 days. In order to explicitly delineate each supplier certification and its coverage over the components, we must initiate a request with the supply chain. This process is anticipated to take 3-5 days.

Full Turnkey Solution:

- Refer pages 8-9,
- Refer section at the back Appendix to Report.

Full Service to Our Clients.

Quality Assurance Evaluation of the Supply Chain Our Protocols:

Buying Construction Materials Direct China: Evaluating Chinese building materials for product quality, there are several key factors to consider:

1. **Certification:** Look for products that have been certified by reputable organizations such as the China National Accreditation Service for Conformity Assessment (CNAS) or the China Quality Certification Center (CQC). These certifications indicate that the product has met certain quality and safety standards.
2. **Materials:** Check the materials used in the product and ensure that they meet the required specifications. For example, if you are evaluating a steel product, check that it meets the appropriate strength and durability standards.
3. **Manufacturing process:** Evaluate the manufacturing process used to produce the product. Look for manufacturers who use modern, high-quality equipment and have strict quality control measures in place.
4. **Supplier reputation:** Research the supplier's reputation in the industry. Look for reviews and testimonials from other customers who have used their products.
5. **Price:** While price is not always an indicator of quality, be wary of products that are significantly cheaper than others on the market. This could be a sign that the product is of lower quality or that the supplier is cutting corners to save costs.
6. **Warranty and support:** Look for products that come with a warranty and good customer support. This indicates that the supplier is confident in the quality of their product and is willing to stand behind it.
7. **Testing:** If possible, conduct your own testing on the product to evaluate its quality. This could involve performing stress tests, measuring the product's dimensions, or checking for defects. If you are unable to conduct testing yourself, consider hiring a third-party testing company to do it for you.
8. **Compliance with regulations:** Ensure that the product meets all relevant regulations and standards, such as those set by the China Building Materials Federation or other industry-specific organizations. This includes ensuring that the product is safe to use and does not contain any harmful substances.
9. **Product documentation:** Look for products that come with detailed documentation, including specifications, installation instructions, and maintenance guidelines. This will help ensure that you are using the product correctly and can help you identify any potential issues or defects.
10. **Feedback from other customers:** Finally, consider seeking feedback from other customers who have used the product. This can provide valuable insights into the product's quality, reliability, and overall performance. Look for reviews on the supplier's website, social media platforms, or online marketplaces such as Alibaba or Amazon.

Overall, it is important to do your research and carefully evaluate Chinese building materials for product quality before making a purchase. By taking the time to consider these factors, you can help ensure that you are getting a high-quality product that will meet your needs and last for years to come.

Third Party Inspections:

Using third-party inspectors is recommended when purchasing building materials from China. Third-party inspection companies are independent organizations that specialize in inspecting products to ensure that they meet the buyer's quality and performance standards.

1. **Unbiased Inspection:** Third-party inspectors are independent, and their goal is to provide an objective evaluation of the products. They are not affiliated with the manufacturer or the buyer and do not have any vested interest in the transaction.
2. **Detailed Inspection:** Third-party inspectors are trained to perform detailed inspections of products, including visual inspection, functionality testing, and quality control checks. They can identify defects and issues that may not be apparent to the buyer.
3. **Transparent Results:** Third-party inspection companies provide transparent and comprehensive reports that detail the results of the inspection. This can help the buyer to make an informed decision about whether to accept or reject the products.
4. **Peace of Mind:** Using third-party inspectors can give the buyer peace of mind, knowing that the products have been thoroughly inspected before being shipped. This can help to prevent costly mistakes and ensure that the buyer receives high-quality products.
5. **Risk Management:** Third-party inspectors can help to mitigate risks associated with purchasing building materials from China. They can identify potential issues before the products are shipped, such as substandard materials or non-compliance with safety regulations.

Using third-party inspectors when buying China-made building materials can provide many benefits, including unbiased and detailed inspection, transparent results, peace of mind, and risk management.

Our Service Freight & Logistics: Door to Door

Our Services:

- **Leadtime: Timeframe:** Door-to-door logistics services can be faster than other shipping methods, but the timeframe can vary depending on the location of the buyer and the supplier. We should confirm the estimated delivery time with our logistics service.
- **Inclusive: Insurance:** Buyers should consider purchasing insurance for their products during shipping to protect against loss or damage. Some logistics providers may offer insurance as part of their services, while others may require buyers to purchase it separately.
- **Customs clearance:** We provide customs clearance and local delivery.
- **Track and trace service from Port to Door.** Online and real time tracking.

Points to consider the cost, timeframe, insurance, customs clearance, and communication when choosing a logistics provider to ensure a smooth and successful shipping process.

Dracon International Trading NZ Ltd Business Description

Timikara Taurerewa Global Director

2013 to present Dracon International Trading NZ Ltd

2001 Face to Face Communications NZ Ltd

1996-2001 Civil Geotech

This ongoing pursuit of the Company has been achieved through three crucial accomplishments:

1. Strengthening of administrative and operational systems,
2. Company growth through creating opportunities.
3. The procurement of a talented personnel team committed to the Companies direction and vision.

Management Structure

Timikara Taurerewa – **Director & International BDM**

Timikara is responsible for International Business Development & accountability to clients.

Ella Lau – **Director, Project Manager & China Sourcing manager**

My role is to source product and negotiate factory price for my clients. I have over 7 years' experience with a network supply of over 5000 manufacturing factories in the construction industry. I will project manage costings, quality control, container inspection, loading and documentation.

Renee Pan **Operations & Strategic Planning**

Renee is responsible for overseeing entire China supply chain, she is the planner and coordinator to ensure our China team is on budget, in time and over delivery on promises.

Her ability to see global and national changes in the currency, freight, government policy allows our company to adjust to forever changing environment.

Thomas Feng **Freight logistics & Operations Manager**

Thomas Feng operations, international freight and logistics manager

Fiona Deng – **Steel Specialist Project Manager**

Fiona is an expert in sourcing steel. She has over 6 years' experience, and her markets include USA, Africa and South America. Fiona will lead the expansion of steel products into Australia, New Zealand and UK markets.

Her product knowledge includes tungsten carbide, stainless steel and carbon steel.

Gina Liu **Expert Commercial Fit Out & Renovation**

Residential, Hotel, Commercial Apartment Blocks, whole cities.

Straight off the plan she will build your 'Bill of quantities', all projects, commercial, residential, luxury apartments. With a keen eye on design her ability to see entire project visually will ensure our clients receive hi level service, full buying cycle logistics freight. There is no project big or small she cannot handle.

Project Manager

Linda Ying **Administration director**

Linda is responsible for the administrative, legal, operational, taxes and financials for the company.

Amanda Wei **Sales & Marketing Manager**

Over 15 years' experience and dedication as a sales and key account management with professional knowledge and valuable experience in the construction industry. My ability to project manage my clients' projects with strategic plans and solutions. I am passionate about being an integral part of a whole team's success, and thus contribute to the value service of my company.

Lulu Tsing **Project Assistant**

Lulu has over 8 years China sourcing experience and over 10 years working in New Zealand, bilingual with attributes of hard consistent work traits common in China. Lulu possesses hi level project management skills, managing over \$1 million value projects full turnkey operation. Fluent English and Chinese oral and written.

Appendix to the report:

Our Great Asset is Our Service Value:

As a professional buying agency, It has taken over decade to build a network supply chain in accordance with our client's requirements, in brief vet and audit the Entire China, Aluminium and Steel Formwork, Access and Scaffolding Supply chain, for Ringlock scaffolding, formwork, retractable platforms, scaffolding screens, temp fencing, container tent covers, the entire industry related to your business and our global clientele.

Our Suggestion Don't rush this process.

To give you an accurate overview of our Service Value: Refer following Pages:

Our Source China Protocols

Finding the best scaffolding manufacturers in China involves thorough research and evaluation. China is known for its robust manufacturing industry, but it's essential to identify reliable and reputable manufacturers. Here are steps to help you in your search:

1. Online Research:

- Multiple channels we search by using a variety of online resources. Look for scaffolding manufacturers through search engines, industry-specific directories, and online marketplaces like Alibaba and Made-in-China.

2. Verify Business Information:

- Verify the legitimacy of the manufacturers you find. Check their company profiles, contact details, and business history on their websites. Ensure they have a physical address and contact information.

3. Product Catalog and Capabilities:

- Review the product catalogs and capabilities of potential manufacturers. Check if they produce the type of scaffolding you require and whether they can customize products to your specifications.

4. Certifications and Quality Standards:

- Inquire about the manufacturers' certifications and quality control processes. Look for ISO certifications and compliance with relevant industry standards.

5. Client References and Case Studies:

- Ask for client references or case studies from the manufacturer to learn about their past projects and customer satisfaction. Contact previous clients for feedback if possible.

6. Visit Trade Shows and Exhibitions:

- Attend industry trade shows and exhibitions where Chinese scaffolding manufacturers showcase their products. This can be an opportunity to meet potential suppliers in person.

7. Factory Inspection:

- Consider visiting the factories of shortlisted manufacturers to assess their production processes, quality control measures, and infrastructure. On-site inspections can provide valuable insights.

8. Request Sample Products:

- Request samples of scaffolding products from potential manufacturers to evaluate their quality, workmanship, and suitability for your needs.

9. **Pricing and Terms:**

- Obtain price quotes and payment terms from multiple manufacturers. Be cautious of unusually low prices, as they might indicate lower quality or other risks.

10. **Payment and Contracts:**

- Ensure that payment terms, delivery schedules, and quality guarantees are clearly defined in contracts or purchase agreements.

11. **Communication and Language Barrier:**

- Effective communication is vital. Overcome language barriers by working with manufacturers who have English-speaking representatives or hire a local agent or interpreter if needed.

12. **Feedback and Reviews:**

- Search for reviews and feedback from other buyers who have worked with the manufacturers. Online forums, review websites, and business directories can be good sources.

13. **Consider Freight and Logistics:**

- Evaluate the logistics and shipping options available to transport the scaffolding to your location. Shipping costs and lead times should be part of your decision-making process.

14. **Quality Control Inspections:**

- Consider implementing quality control inspections during production and prior to shipment. Third-party inspection agencies can help ensure the products meet your quality standards.

15. **Negotiate Terms and Conditions:**

- Negotiate with the selected manufacturer to agree on pricing, delivery terms, quality control measures, and other important aspects of the business relationship.

Remember that selecting a reliable manufacturer is crucial to the success of your scaffolding project. Take the time to research, visit, and communicate with potential manufacturers thoroughly before making a commitment. Building a strong and trustworthy relationship with the chosen manufacturer is key to ensuring product quality and timely deliveries.

Authenticate Certification Fake or Real

To authenticate compliance certification provided by Chinese factories, you should follow these steps:

1. **Verify the Certificate's Authenticity:**

- Ask the factory for the original copy of the compliance certificate. It should contain watermarks, official seals, and other security features that can be used to verify its authenticity.
- Cross-check the certificate's details with the official records or websites of relevant regulatory agencies in China.

2. **Check for Relevance:**

- Ensure that the compliance certificate is relevant to the specific product or industry you are dealing with. Different products may require different types of compliance certifications.

3. **Contact the Certification Body:**

- Identify the certifying body or authority that issued the certificate. Contact them to confirm the authenticity of the certificate and verify if the factory is indeed certified.

4. **Examine Certificate Details:**

- Scrutinize the details on the certificate, including the factory's name and location, certification number, and the specific standards or regulations it complies with. Ensure they match the factory's information and products.

5. **Review the Certificate's Validity Period:**

- Determine the validity period of the certificate. Ensure it has not expired, as compliance certifications typically have a limited duration.

6. **Look for Third-Party Verification:**

- Some compliance certifications are validated by third-party agencies or auditors. Check if the certificate has been endorsed by a reputable third party.

7. **Request Documentation:**

- Ask the factory for supporting documents or records that led to the certification, such as test reports, quality control documentation, or audit reports.

8. **Consult Legal or Industry Experts:**

- If you have doubts about the certificate's validity or the factory's compliance, consider seeking legal advice or consulting industry experts who are knowledgeable about Chinese regulations and compliance standards.

9. **Site Visits and Audits:**

- In cases of significant or ongoing business relationships, consider conducting on-site visits or audits of the factory to ensure compliance with the stated standards.

10. **Translation and Interpretation:**

- Ensure that you have accurate translations of all documents related to compliance certification to fully understand their content and implications.

11. **Maintain Records:**

- Keep records of all communications and documents related to compliance certification to demonstrate due diligence in case of disputes or legal issues.

Remember that compliance standards can vary by industry and product type. It's important to be well-informed about the specific requirements that apply to your business and products. Additionally, consider working with legal or compliance experts who specialize in dealing with Chinese factories and certifications.

Operational Logistics & Sea freight

Shipping goods from China to foreign ports involves a complex process that requires careful planning, documentation, and coordination. Here's an overview of the procedures and documentation required for international shipping from China:

Procedure:

1. **Product Inspection and Packaging:**

- Ensure that your products meet quality standards and are properly packaged for international shipping.
- 2. Select a Freight Forwarder:**
 - Choose a reputable freight forwarder or logistics provider with experience in handling international shipments. They can help you navigate the complexities of shipping.
 - 3. Booking a Shipping Service:**
 - Work with your chosen logistics provider to book a shipping service that suits your needs, whether it's by sea, air, or rail.
 - 4. Customs Clearance in China:**
 - Prepare and submit the necessary export documents to Chinese customs, including the commercial invoice, packing list, and a bill of lading or airway bill.
 - 5. Loading and Transportation to Port:**
 - Arrange for the transportation of your goods to the departure port in China. The goods will typically be loaded into a shipping container at this point.
 - 6. Customs Clearance at Destination:**
 - Identify the customs requirements of the destination country and work with your logistics provider to prepare the necessary import documents, which may include a bill of lading, packing list, and commercial invoice.
 - 7. International Shipping:**
 - Your goods will be shipped to the destination port via the selected mode of transport. Shipping times and methods vary, so plan accordingly.
 - 8. Unloading and Inland Transportation:**
 - Once your goods arrive at the destination port, they will need to be unloaded and transported to your final destination. This may involve hiring a local transportation service.
 - 9. Customs Clearance at Destination:**
 - Your goods will need to clear customs in the destination country. Provide the required documentation, such as import permits, customs declarations, and any other relevant paperwork.
 - 10. Delivery to Final Destination:**
 - Your goods are then transported to their final destination, whether it's a warehouse, retail location, or directly to the customer.

Documentation:

- 1. Commercial Invoice:**
 - A detailed invoice indicating the value of the goods, quantity, and description. It is used for customs clearance and payment purposes.
- 2. Packing List:**
 - A list specifying the contents of each package, container, or pallet, along with their weights and dimensions.
- 3. Bill of Lading (for Sea Freight) or Airway Bill (for Air Freight):**

- These documents serve as a receipt for the goods and a contract for their transportation. They include details about the shipper, consignee, and the route.

4. **Certificate of Origin:**

- This document certifies the country of origin for the goods and may be required for customs clearance.

5. **Customs Declaration and Import Permit:**

- These documents, specific to the destination country, are necessary for customs clearance and may include import licenses, permits, and regulatory certificates.

6. **Insurance Certificate:**

- If you have purchased cargo insurance, provide the insurance certificate.

7. **Specialized Documentation:**

- Depending on the nature of the goods, additional documents may be required, such as certificates of conformity, health certificates, and phytosanitary certificates.

8. **Letter of Credit (if applicable):**

- For certain transactions, a letter of credit may be required for payment.

9. **Export Documentation:**

- Ensure that all required export documentation is in order, as it may vary depending on the type of goods and destination.

It's essential to work closely with a reliable freight forwarder or shipping agent who can guide you through the specific documentation and procedures required for your shipment, as they can vary by product type and destination country. Complying with the regulations and standards of both China and the destination country is crucial to a successful international shipment.

Container Inspection & Loading Goods

Inspecting goods at the loading container in an export scenario from a China factory is a critical step to ensure that the products meet quality standards and are properly prepared for international shipping. Here's a step-by-step guide on how to conduct such an inspection:

1. Define Inspection Criteria:

- Before the inspection, establish clear quality criteria, including product specifications, packaging requirements, and any relevant standards or regulations. This should be based on your agreed-upon quality standards with the supplier.

2. Choose a Qualified Inspector:

- Engage a qualified and independent third-party inspection agency or inspector with expertise in your industry or product type. They should be well-versed in quality control procedures and standards.

3. Schedule the Inspection:

- Coordinate with the supplier and the inspection agency to schedule the inspection date and time, ensuring it aligns with the loading of the container.

4. Pre-shipment Sample Testing:

- Consider taking random samples of the products for testing to verify compliance with your quality requirements. This step can be especially important if you have concerns about product quality.

5. On-site Inspection:

- The inspector will arrive at the factory or loading location to conduct a thorough inspection. This includes checking the products for defects, damage, and compliance with specifications. Key areas of inspection may include:
 - Product appearance
 - Dimensions and specifications
 - Quantity and packaging
 - Labeling and marking
 - Proper handling and loading procedures
 - Any other factors relevant to your product

6. Documentation and Reporting:

- The inspector will document their findings, including photographs, detailed descriptions of any issues, and overall compliance with your quality criteria. They will provide a report with these findings.

7. Corrective Actions (if necessary):

- If the inspection reveals any quality issues or non-compliance with your specifications, work with the supplier to address and rectify the problems. This may involve reworking or re-packaging the products.

8. Loading Container:

- After the inspection and any necessary corrective actions have been completed, the products should be loaded into the container according to the approved standards, with proper packaging and protection to prevent damage during transportation.

9. Seal the Container:

- Ensure that the container is securely sealed and locked in the presence of the inspector to prevent tampering during transit.

10. Final Documentation:

- Obtain a copy of the inspection report, which should be added to your records for quality control and as a reference in case of disputes or discrepancies in the future.

11. Monitor Shipment:

- Keep an eye on the container's shipment progress and monitor the journey to the destination.

By following these steps, you can help ensure that your products are loaded into the container in accordance with your quality standards and are prepared for safe and secure international shipping. The involvement of a qualified third-party inspector can provide an objective evaluation of the products' quality and compliance.

Warranty Negotiation & Approval.

Negotiating a warranty for the supply of goods is an important aspect of any business transaction, ensuring that both parties understand their rights and responsibilities in case of defects or issues with the products. Here are some steps and considerations for negotiating a warranty for the supply of goods:

1. Understand Your Needs:

- Before entering negotiations, determine your specific requirements for the warranty. This includes the duration of the warranty, what defects or issues it covers, and any special conditions.

2. Communicate Your Expectations:

- Clearly communicate your expectations and requirements to the supplier or manufacturer. Be specific about what you need to feel confident in the quality of the goods.

3. Review Legal Requirements:

- Understand the legal requirements related to warranties in your jurisdiction. Different countries may have specific regulations governing warranties, and you should ensure your warranty complies with these regulations.

4. Assess the Risk:

- Evaluate the risk associated with the products you are purchasing. Higher-value or critical products may require more extensive warranties.

5. Define Warranty Terms:

- Specify the following terms:
 - Warranty duration (e.g., 1 year, 2 years, lifetime)
 - Conditions for warranty claims (e.g., proof of purchase, return of defective items)
 - Coverage (e.g., defects in materials or workmanship)
 - Exclusions (e.g., damage caused by misuse or accidents)
 - Remedies (e.g., repair, replacement, refund)
 - Who is responsible for shipping and handling costs

6. Negotiate Warranty Costs:

- Discuss whether the warranty is included in the purchase price or if it comes at an additional cost. Negotiate the cost of the warranty if it's an add-on.

7. Seek Mutual Agreement:

- Aim for a mutually beneficial agreement where both parties are satisfied with the warranty terms. Be open to compromise and consider the long-term relationship with the supplier.

8. Document the Agreement:

- Ensure that the warranty terms are clearly documented in the purchase agreement, contract, or a separate warranty agreement. This documentation is essential for enforcing the warranty.

9. Establish Claims Procedures:

- Define the process for submitting and handling warranty claims. This should include clear instructions on how to report defects or issues and how claims will be evaluated and resolved.

10. Periodic Review:

- Periodically review the warranty terms to ensure they are still suitable and to address any changes in the business relationship, product line, or regulations.

11. Seek Legal Counsel:

- If the negotiation involves significant financial risks or complex legal issues, it's advisable to consult with a legal professional experienced in contract and warranty matters.

Remember that a well-negotiated warranty can provide peace of mind and protect your interests in the event of product issues. It's also a way to build trust with your supplier or manufacturer and demonstrate your commitment to delivering quality products to your customers.

Tracing Origin of Chinese Steel

A Certificate of Origin for Chinese steel is a document that provides information about the origin of the steel products. It is essential for customs clearance, import/export regulations, and trade agreements. Here's how to obtain a Certificate of Origin for Chinese steel:

1. Contact the Appropriate Authority:

- In China, the China Council for the Promotion of International Trade (CCPIT) is typically responsible for issuing Certificates of Origin. Contact your local CCPIT office or chamber of commerce to initiate the process.

2. Confirm Eligibility:

- Verify whether your steel products are eligible for a Certificate of Origin based on the trade agreements and regulations that apply. Some products may qualify for preferential trade treatment, such as reduced tariffs, under specific trade agreements.

3. Document Preparation:

- Prepare the necessary documentation, which may include:
 - Commercial invoice
 - Bill of lading
 - Packing list
 - Customs declaration
 - Manufacturing and production documents
 - Product specification and description
 - Any applicable certificates, such as quality or safety certificates

4. Application Submission:

- Complete the Certificate of Origin application form, which is typically provided by the CCPIT or relevant authority. Ensure all information is accurate and matches the supporting documents.

5. Inspection (if required):

- In some cases, an inspection of the steel products may be necessary to verify their origin and quality. If so, schedule an inspection with the relevant authorities or inspection agencies.

6. Payment of Fees:

- Pay any applicable fees for the issuance of the Certificate of Origin. The fees can vary depending on the issuing authority and the type of certificate needed.

7. Certificate Issuance:

- Once the application is approved and all requirements are met, the authority will issue the Certificate of Origin.

8. Collect the Certificate:

- Collect the original Certificate of Origin, along with any copies, from the issuing authority.

9. Retain Records:

- Keep detailed records of the Certificate of Origin, including copies of the document, as it will be needed for customs clearance and compliance with trade regulations.

10. Submit to Customs: - Provide the Certificate of Origin to customs authorities in both China and the destination country when you are shipping the steel products. This document is essential for customs clearance and may determine the applicable import duties and taxes.

Remember that the specific requirements and procedures for obtaining a Certificate of Origin can vary depending on the type of steel products, trade agreements, and local regulations. It's advisable to work closely with your local CCPIT office, chamber of commerce, or a trade compliance expert to ensure compliance with all relevant rules and regulations.

Quality Control Production:

Quality control in China manufacturing is essential for ensuring that the products meet the required standards and specifications. China is known for its manufacturing capabilities, but to ensure consistent product quality, you need to implement a rigorous quality control process. Here's an overview of quality control in China manufacturing:

1. Selecting the Right Supplier:

- Begin by choosing a reputable and experienced manufacturer in China. Look for references and conduct due diligence to assess their capabilities and track record.

2. Define Clear Quality Standards:

- Clearly define your product specifications and quality standards in writing. This should include materials, dimensions, performance criteria, and any applicable industry or regulatory standards.

3. Pre-production Inspection:

- Before production begins, conduct a pre-production inspection (PPI) to check materials, components, and production processes. Ensure that everything aligns with your specifications.

4. During Production Inspection:

- Implement regular inspections during production to monitor quality and identify issues early. Random sampling and in-process checks can help maintain quality standards.

5. Quality Control Points:

- Identify critical quality control points within the production process and focus your inspections and tests on these areas to prevent defects.

6. Supplier Audits:

- Conduct supplier audits periodically to assess the factory's production environment, capabilities, quality management systems, and compliance with ethical and environmental standards.

7. Testing and Inspection:

- Utilize third-party testing and inspection agencies to verify product quality and compliance with safety and regulatory standards.

8. In-line and End-of-line Testing:

- Implement in-line testing during production and end-of-line testing as products are finished. This can include functionality tests, dimensional checks, and visual inspections.

9. Quality Control Personnel:

- Hire or appoint quality control personnel on-site to oversee production and ensure standards are met. These inspectors should be trained in your product's specifications.

10. Documentation and Reporting:

- Maintain detailed records of quality control inspections, test results, and any deviations from the standards. Promptly report any issues to the manufacturer for corrective action.

11. Packaging and Labeling Checks:

- Verify that the packaging and labeling meet your requirements and are consistent with the product's quality. Errors in packaging can lead to confusion or damage during shipping.

12. Sampling and Acceptance Criteria:

- Define the acceptable quality level (AQL) and specify the sampling plan to determine the number of units to inspect. This should be based on the product's criticality and production volume.

13. Factory Audits:

- Periodically conduct comprehensive factory audits to evaluate the factory's overall quality management system, capacity, and production processes.

14. Continuous Improvement:

- Encourage a culture of continuous improvement, where both your company and the manufacturer work together to identify and resolve quality issues.

15. Communication:

- Maintain open lines of communication with the factory to address any quality concerns or changes in specifications promptly.

Remember that quality control is an ongoing process, and it's important to build a strong relationship with your Chinese manufacturing partner while maintaining a commitment to product quality and compliance with your requirements and industry standards.

Invest in Future Generations
Support Education for Stateless Immigrant Kids and Make a Difference



**WORKING
WITH KIDS
OUR REAL
PURPOSE**

Maesot, Thailand. Sufferers of War on the border of Thailand & Myanmar



**WORKING
WITH
CHILDREN OUR
UNDERLYING
PURPOSEFUL**

Sustainable Foods Grown by Our Communities



PROVIDING SAFE
LEARNING
ENVIRONMENTS

Imagine every Child with Uniform as security measure against Child Trafficking

EDUCATION IS
PATHWAY
FORWARD



Our Heroes are our teachers.