

Section 1.0 Company Overview
1.1 basic information

company name	ABC Science & Technology Co., Ltd.	establishing year	1999
company address	Erbazixincun Industrial Park, Changping District, Beijing.		
city/province post code	Beijing 102208		
country	China		
phone number	86-10-8079XXXX	fax number	86-10-8079XXXX
company website	www.ABC.com.cn	e-mail	sales@ABC.com.cn
first language	chinese		
company property	state owned/private/listed company/joint venture/other		
	limited liability		

(yes/no)

is your factory capable of inventory management entrusted by supplier?	yes
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1.2 contact man of the company (name card is appreciated if possible)

Occupation	Name	E-Mail	Phone	Mobile	Fax
general manager	Jin Tian	jintian@abc.com.cn	86-10-8079XXXX		86-10-8079XXXX
producing manager	Li Rui	shangguan@abc.com.cn	86-10-8080XXXX		86-10-8079XXXX
marketing manager	Li Jiang	lijiang@abc.com.cn	86-10-8081XXXX		86-10-8079XXXX
quality manager	Zhao Sen	zhaosen@abc.com.cn	86-10-8082XXXX		86-10-8079XXXX

1.3 employee ' s total number

150

department	employee number
marketing or business department	15
technology/researching department	20
manufacturing department	108
quality control department	7

daily English communication ability (yes/no)	technology English communication ability (yes/no)
yes	yes
yes	yes
yes	yes
yes	yes

1.4 producing factory

	geographical location	factory manager	factory land occupation	shift	employee number	product/service description
1.	Changping District, Beijing	Li Rui	2500 square mete	2	135	cable and cable component
2.						
3.						

1.5 other information

(yes/no)

specific description

import and export right or not	yes	independent importing and exporting right
Does your company engage in importing and exporting business in the past half year? If yes, which countries?	yes	America, England and Australia
are employees of your company, especially managers able to communicate in English?	yes	
is your factory capable of electronic data exchanging	yes	able to process data technology and order

Section 2.0 Comercial & Financial/business information
2.1 annual sales volume

RMB (ten thousand Yuan)

2006	1500
2007	1800
2008	2380

2.2 exporting product rate, measured in amount of money

%

2006	15
2007	51
2008	35

2.3 five major customers (2008)

customer name	customer business field	location	sales volume (RMB Yuan)	percentage in your gross sales
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1.	America TYCO	communication	America	800	34%
2.	America MOTOROLA	communication	America, England	300	13%
3.	Ministry of Railway	communication	China	200	8%
4	Lenovo Group	communication	China	200	8%
5	State Group	communication	China	150	6%

Section 3.0 Manufacturing Engineering
3.1 general information

main products

1	data cable assemblies
2	radio frequency cable assemblies
3	wire harnesses
4	electronic components
5	

production technique

1	cable cut and strip
2	cable crimp
3	cable welding
4	cable overmold
5	cable assembly

main service field

1	communication field
2	computer and peripheral equipment
3	machinery equipment, apparatus and instruments
4	automobile
5	medical equipment

main material used	various kinds of cable wire rod, connector, PVC and cable components
main application engineering software	
plan to enlarge producing capacity? Where?	cable testing laboratory will be built in 2009 and automatic line cutting equipment

3.2 products and producing capacity

	product description	applied industry	annual output	customer
1.	various kinds of data cable	communication	3000000pcs	MOTOROLA
2.	various kinds of radio frequency cable	communication	1000000pcs	MOTOROLA
3.	terminal line	communication, computer, auto, machine	5000000pcs	LENOVO

3.3 Main Manufacturing Equipment

	equipment name	processing capacity/tolerance	processing capacity/tolerance	processing capacity/tolerance	remarks
1	line cutting machine			5MM	Korea
2	welding producing line				made in china
3	automatic stripping machine			1MM	made in Taiwan
4	terminal press-connection machine			1.5T	made in Taiwan
5	forming machine			3 OZ	made in Taiwan
6	coaxial cable stripping machine			1MM	made in Switzerland
7					
8					
9					
10					

Section 4.0 Quality
4.1 quality certification

	QS9000, Others / ISO 9001, ISO 9002, QS9000, other certification	certification authority	certification date	percentage finished and drafted pass time
1.	ISO 9001/2000	UKAS	2001.1	
2.				

3.

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4.2 main inspection equipment

	equipment name	testing capacity/tolerance	testing capacity/tolerance	testing capacity/tolerance	remarks
1	cable multi-function computer instrument		1500V,1ohm		
2	terminal press-connection tester		.001mm		
3	cable tension tester		100kg		
4	every kind of caliper, micrometer		.001mm		
5					
6					
7					
8					
9					
10					

4.3 periodic equipment inspection and calibration according to national standard? If so, how long?

yes, every year

4.4 Do you have correction and prevention measure program, and furthermore, execute this program?

yes

4.5 other quality controlling system (continuous improvement, PPAP, SPC, etc.)

1. continued improvement
2. PPAP
3. SPC

Section 5.0 Design Capability

(yes/no)

5.1 does this company undertake design responsibility?

1	no designing responsibility	yes
2	accept customer' s drawing and then decide how to manufa	yes
3	research and manufacture our own product sometimes	yes
4	able to bring out product which satisfies customer	yes

5.2 If this company undertakes designing responsibility, how many designing projects have been executed in the past year?

no

5.3 does this company use computer auxiliary design? If so, list the name of the application software.

yes, CAD and PROE

Section 6.0 Supplychain Management
6.1 a.methods by which they can find suppliers who can meet quality system's corresponding demands?

yes

b.self investigation or not?

yes

c.on site auditing and investigation or not?

yes, on site auditing on supplier every year

(yes/no)

6.2 does purchasing document clearly describe products or services that is wanted?

yes

6.3 how and how long will you evaluate supplier?

evaluate supplier every year

Section 7.0 Training
7.1 Do new employees and rotation station workers accept training according to procedure guiding document? How to test employees to see whether they are qualified or not?

(yes/no) yes, through position exam

7.2 Do employees accept quality and technology training in order to enhance quality awareness and raise technology level? Any records from procedure document?

(yes/no) yes, training records preserved

Section 8.0 Continued Improvement

(yes/no)

8.1 can this company offer a continued improvement scheme in the form of file ?

yes

(yes/no)

8.2 Methods and skills used in continued improvement project?

error proofing	fishbone chart	6Σ project	lean production	binding theory	controlling chart	other
yes	yes					

Section 9.0 Environment

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(yes/no)

9.1 Does this company pass environment management system certification? If so, please offer certificate copy.

no

9.2 Any plan to pass environment management system certification? If so, please list planning time.

yes, pass ISO 14000 by the end of 2010 (yes/no)

9.3 How does the company give employee training on environment issues?

give training according to company's environment handbook procedure

audit party's opinion on this company (from aspects such as products quality, producing capacity, equipment capacity and management system).

1. This company has optimized quality management system. Field inspection suggests that this company has continuous quality management and manufacturing procedure management records. As to purchased goods inspection, producing process inspection and product final test, the company's professional staffs from quality department can proceed with these tests according to product technology standard. Therefore, with all these traceable inspection records, the company can ensure that its product quality can meet customer's technology needs.

2. The company's producing capacity is only 65% saturated which means it has a further 35% potential producing capacity.

3. In regard of equipment, all the company's equipments are new and well preserved. They can satisfy the company's needs on the above-mentioned producing quantity and quality.

To sum up, this company reaches a comparatively high level concerning product quality in peer industry in china. However, the company only locates in a medium rank concerning producing capacity. In view of all these factors, it is concluded that the company is suitable for machining of small batch, multiple kinds and high quality data cable.

audit party's suggestions

1. strengthening product planning on customer's desired new products.