



SUPPLIER SHORTLIST AND RISK SUMMARY

Executive decision

Sample deliverable for a custom powder-coated aluminium equipment enclosure.

PROJECT SNAPSHOT

PRODUCT	INITIAL VOLUME	ANNUAL ESTIMATE	TARGET MARKETS	DRAWING
Custom aluminium enclosure	500 units	2,000 units	Netherlands and Germany	Revision R3

RECOMMENDATION

1

Advance Foshan Evermark

Move to a paid sample, subject to closing the documentation questions on page 3.

2

Clarify Jiangsu Northline

Keep as the commercial benchmark and normalize the quote basis before comparison.

3

Pause Ningbo Axis

Do not progress until the bank-payee mismatch and coating documentation are resolved.

DECISION STATUS

PROCEED TO SAMPLE: EVERMARK

CLARIFY: NORTHLINE

PAUSE: AXIS

WHY THIS RANKING

Commercial fit

Evermark is not the cheapest, but its MOQ, tooling and payment structure are the strongest combined fit.

Technical readiness

Its response best addresses the current drawing, sample timing and pre-shipment inspection gate.

Documentation

Evidence is more complete, but scope and product applicability still require confirmation.

Decision ownership remains with the client. This report supports a structured commercial decision.



SUPPLIER SHORTLIST AND RISK SUMMARY

Supplier comparison

Commercial and documentation review. All companies, prices and scores below are fictional.

CRITERION	JIANGSU NORTHLINE	FOSHAN EVERMARK	NINGBO AXIS
Location	Suzhou, Jiangsu	Foshan, Guangdong	Ningbo, Zhejiang
Unit price	USD 18.40 EXW	USD 19.10 FOB Shenzhen	USD 16.90 FOB Ningbo
MOQ	300 units	250 units	500 units
Tooling	USD 1,250	USD 900	USD 1,600
Lead time	32 days	35 days	26 days
Payment	30% / 70% before shipment	30% / 70% after pre-shipment inspection	50% / 50% before shipment
Sample	12 days	10 days	8 days
Documents	Partial	Provided - scope to confirm	Incomplete; payee mismatch
Risk view	MEDIUM	LOW-MEDIUM	HIGH

COMPARABILITY NOTE

Unit prices are not directly comparable because Incoterms and included services differ.

ILLUSTRATIVE SCORING

CATEGORY	NORTHLINE	EVERMARK	AXIS
Commercial terms	72	78	61
Technical completeness	74	82	68
Documentation readiness	66	80	42
OVERALL	71	80	55

Scores prioritize completeness and decision readiness, not price alone. The weighting is adapted to the project brief.

Shortlisting does not replace sample approval, inspection, testing or specialist compliance advice.



SUPPLIER SHORTLIST AND RISK SUMMARY

Questions before commitment

A focused clarification list keeps the next supplier interaction precise and auditable.

TECHNICAL

- Confirm aluminium grade 5052-H32 and provide a material certificate.
- Confirm drawing revision R3 governs every quotation and sample.
- Confirm powder-coat manufacturer, colour, thickness, adhesion test and cosmetic acceptance standard.
- Confirm critical tolerances and the inspection method used to verify them.
- Confirm packaging and drop-protection specification.

DOCUMENTATION

- Provide current company registration and bank-beneficiary confirmation.
- Confirm whether declarations and test reports cover the exact material and coating system.
- Provide sample inspection records and identify any third-party laboratory used.
- Explain the payee mismatch before any payment instruction is accepted.

COMMERCIAL CLARIFICATION

- Confirm tooling ownership, storage, maintenance and replacement terms.
- Normalize quotations to a common Incoterm and list every included service.
- Confirm payment release after agreed pre-shipment inspection.
- Confirm quote validity and any raw-material adjustment mechanism.

SAMPLE APPROVAL GATE

- 1 **Dimensional inspection**
- 2 **Coating thickness and adhesion**
- 3 **Colour match**
- 4 **Assembly fit**
- 5 **Packaging review**

WORKING BOUNDARIES

The client remains the importer of record and retains supplier-selection and purchasing authority. SinoLowlands Advisory is not a certification body, manufacturer, importer or legal adviser. Testing, inspection, certification and legal advice are separate specialist services when required.

Prepared as a fictional format preview. It is not a supplier recommendation or compliance opinion.