

Alibaba.com Verified Supplier

Assessment Report Presented to

Foyo (Changting) Marine Co., Ltd.
福达（长汀）船舶设备有限公司

Assessment Report

Report number	154686594_P+T
Report date	2024-03-04
The validity Period of Report	2024-03-05 - 2025-03-04
Report Verification Address	https://auditedsupplier.sgsgroup.com.cn

Assessment Type	Production Trading Assessment
Assessor's Name	Miles Lei
Reviewed by	Sam Wang

Important Notes

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Company Name

福达（长汀）船舶设备有限公司

Company Name (English)

Foyo (Changting) Marine Co., Ltd.

Gold Supplier & Assessed Company Relationship

Self Owned

Gold Supplier Member ID:

foyochangting

Company address

No. 14-3, Zhongkengkou, Heliang Village, Cewu Town, Changting County, Longyan City, Fujian Province, China

Registered address

No. 14-3, Zhongkengkou, Heliang Village, Cewu Town, Changting County, Longyan City, Fujian Province, China

Business type

Combined

Company website (URL)

<http://foyochangting.en.alibaba.com>

Contact person

Ms. Emma Wu

Telephone number

0086-18150131907

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emma@xmfoyo.cn

certification authority

SGS

Consigner of Assessment

Alibaba

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Miles Lei

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Business License



Date of Incorporation

2018-06-20

The validity Period of Business License

2018-06-20

Company License expiration date

2068-06-19

Annual review conducted by the Industrial & Commercial Bureau?

Yes

Registered capital

10000000 CNY

Business license number

91350821MA31TP3RXF

Unified Social Credit Code

91350821MA31TP3RXF

Customs registration No.

N/A

Corporate representative

Mr. Kaifu Liao

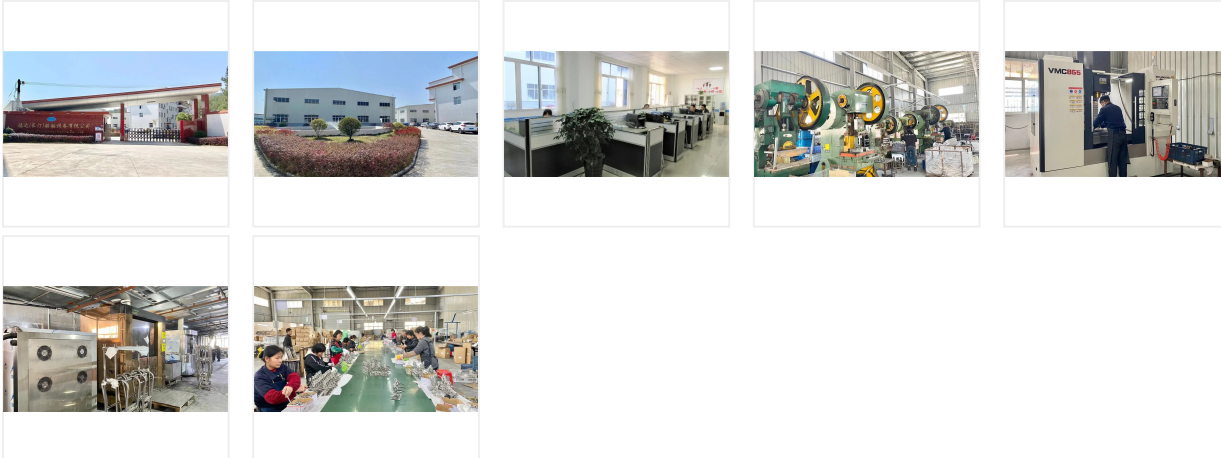
Is it a publicly listed company?

No

Type of site evidential material

Company Officer Claimed

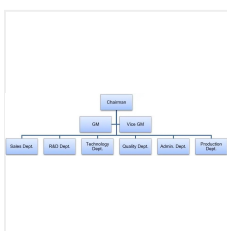
Company Environment



Floor space (square meters)

10000

Organizational structure



Employees distribution

Department	Full-time employees	Part-Time Employee(s)	Total
Chairman	1	0	1
GM	1	0	1
Vice GM	1	0	1
Sales Dept.	6	0	6
R&D Dept.	5	0	5
Technology Dept.	2	0	2
Quality Dept.	5	0	5
Admin. Dept.	1	0	1
Production Dept.	73	0	73

Number of Full Time Employee

95

Number of part-time employees

0

Number of all employees



Main products

Main product categories

Category	Product category
Vehicle Parts & Accessories>>Marine Parts & Accessories>>Other Marine Supplies	Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair

Products sold in the last 12 months

Product category	Quantity	Revenue (USD)
Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair	Confidential	4168196

Annual output (previous year)

Product category	Production line capacity (monthly)	Actual units produced (previous year)
Marine Hardware	4,500 Sets	Confidential
Boat Accessories	7,000 Sets	Confidential
Stainless Steel Ladder	8,000 Sets	Confidential
Boat Deck Chair	900 Sets	Confidential

Total output (annually)

Confidential

Competitive Advantage of Product Line

Confidential

Number of product categories

4

Number of models

2500



Foreign trade experience

Import and export license



Import and Export Enterprise Code

91350821MA31TP3RXF

Export experience (years)

6

Industry experience (years)

6

Number of foreign trade employees

6

Trade employee work experience

Over 30 Years

0

21-30 Years

0

11-20 Years

0

6-10 Years

2

2-5 Years

4

Less than 2 years

0

Total revenue (previous year in USD)

4168196

Total export revenue (previous year in USD)

4168196

Number of foreign sales agents

N/A

Nearest port

Xiamen Port

Payment terms

FOB, CIF, EXW, CFR, FCA, FAS, CPT, CIP, DAF, DES

Payment methods

L/C, TT, Credit Card, Cash, Paypal, Moneybookers, West Union

Average lead time (order confirmation to delivery)

Product Category	Num	Unit
Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair	25	days

The Shortest Sample Time

Product Category	Num	Unit
Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair	15	days

Market distribution

Market	Revenue (USD)	Total revenue (%)	Product category(s)
North America	Confidential	50	Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair
Oceania	Confidential	16	Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair
Mid East	Confidential	1	Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair
Eastern Asia	Confidential	3	Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair
Western Europe	Confidential	30	Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair

Main clients

Clients name	Product category(s)	Total revenue(%)

Main clients types

Brand business, Retailer, Wholesaler, Manufacturer, For Private use

Supported languages

Language	Listening & speaking	Reading & writing
English	yes	yes
Chinese	yes	yes



There is/are ___R&D engineer(s) in the company.

5

R&D engineer education

Doctorate

0

Post-Graduate

0

Graduate

1

Junior college

3

Technical school

1

High school

0

R&D engineer work experience

Over 30 Years

0

21-30 Years

0

11-20 Years

4

6-10 Years

1

2-5 Years

0

Less than 2 years

0

Quantity of new products (yearly)

Product category	Quantity
Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair	50

Shortest time for new products to be launched

Product category	Quantity	Unit
Marine Hardware, Boat Accessories, Stainless Steel Ladder, Boat Deck Chair	20	days

What design services are provided?

Customization, Simple customization (Only add logo/Change color/material) , Customization based on sample, Customization based on graphic design

What simple customization services are provided?

LogoCustomization, LabelCustomization, PackagingCustomization, ColorCustomization, SizeCustomization, GraphicCustomization, MaterialReplacement

Design Process

Description	Image

What are the equipments that R & D employees are using?

Please list the equipments below	Image

Please list the main softwares that are used:

AutoCAD, SolidWorks

Have the designed products been tested by a third-party inspection body?

YES, Only part of designed products have been tested





Does the company has qualification requirements for designers?








YES, with written Job Description








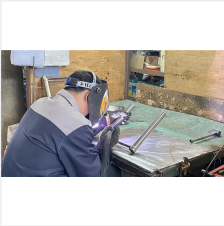
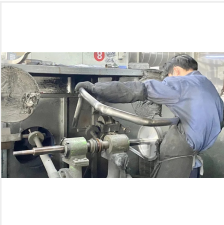
Production capacities




Production Machinery

Machine Name	Brand & Model No.	Quantity	Number of years used	Condition	Image
Cutting Machine	Confidential	4	5	Acceptable	
Steel Plate Cutting Machine	Confidential	1	5	Acceptable	
Stamping Machine	Confidential	6	6	Acceptable	
Tube Bending Machine	Confidential	2	6	Acceptable	
Tube Shrinking Machine	Confidential	1	6	Acceptable	
Milling Machine	Confidential	2	6	Acceptable	

Machine Name	Brand & Model No.	Quantity	Number of years used	Condition	Image
CNC Lathe Machine	Confidential	9	5	Acceptable	
Wire Cutting Machine	Confidential	4	6	Acceptable	
Drilling Machine	Confidential	12	5	Acceptable	
Polishing Machine	Confidential	34	6	Acceptable	
Thread Roller	Confidential	1	9	Acceptable	
Carton Machine	Confidential	3	3	Acceptable	
Lathe Machine	Confidential	8	5	Acceptable	

Production Flow

Process description	Image
Raw Materials	
Tube Cutting	
Steel Plate Cutting	
Stamping	
Machining	
Welding	
Polishing	

Process description	Image
Cleaning	
Assembling & Packing	
Packed Products	

Number of employees in each production Line

Production Line	Supervisor	Number of operators	Quality control inspectors
Workshop	1	72	5

Subcontractors

Outsourcing Unnecessary

Equipment number

87

Production line number

12

Work Instruction

Yes

Clear Production Process

Yes

Production management system

Yes



How many QA or QC inspectors in total?

5


Are all production lines have quality control?

Yes

How are finished products inspected?

Inspection of all products

Testing Machine

Machine Name	Brand & model No.	Quantity	Number of years used	Condition	Image
Salt Spray Testing Machine	Confidential	1	6	Acceptable	

Quality Management Process

Process description	Image

Are written instructions available for onsite material inspection/testing? Are the relevant records maintained?

Yes, with clear written instructions and records

Does the enterprise perform inspection on finished products and keep records

Yes

Does the company have any supplier assessment procedure and management?

Yes



Service capabilities

Collaboration with Fortune 500 list of companies

No

Self owned after-sales service countries

N/A

Provide expatriate engineer to provide after-sales service?

N/A

The content of overseas services provided

Confidential

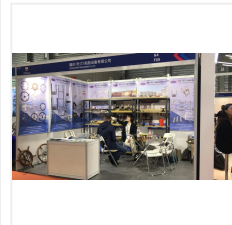
Is it possible to provide expatriate engineer services?

Confidential

Do you have an overseas showroom?

N/A

Have you participated in offline trade shows?

Trade show name	Date attended:	Country/Region:	Images taken at the Trade show
2023 China (Shanghai) 26th International Boat and its technical equipment exhibition	2023-3-28	China	

Does the merchant have the ability to provide buyers with material packages?

Yes

Product category
Vehicle Parts & Accessories>>Marine Parts & Accessories>>Other Marine Supplies

Do you have Project capability ?

No

Do you have flexible customization capability?

No



Supply chain capabilities

Cooperation suppliers (total)

226

Suppliers (cooperations more than twice)

226

MOQ for each item

50-100

Small MOQ cases

Product category	MOQ (in the last 12 months)	Shortest lead time
Confidential	Confidential	Confidential

Do you have an overseas warehouse?

N/A

Large brand agent processing

Product category	Big brand name
Vehicle Parts & Accessories>>Marine Parts & Accessories>>Other Marine Supplies	SPRINGFIELD

Does the merchant support delivery to the buyer's designated Amazon warehouse?

Yes

Product category
Vehicle Parts & Accessories>>Marine Parts & Accessories>>Other Marine Supplies



After- Sales Guarantee

Do you have a complete after sales service capability?

Yes

Does the enterprise record and follow up customer complaints and feedback

Yes, with a standard feedback form and records

Are there any clear procedures to handle customer complaints?

Yes, with clear procedures and written records

Is there a closed-loop corrective action system in place?

Yes

Can finished/packaged products be traced by lot identification to the appropriate raw material?

Yes, with procedures to trace raw material

Is there a product alert and recall procedure?

Confidential

Warranty period

Product category	Average Guarantee Number	Average warranty unit
Confidential	Confidential	Confidential



Industry capabilities

what are the main categories of suppliers in the alibaba international station?

N/A