

**SUPPLIER PROFILE**

DATE    May 22nd, 2007  
 MADE BY    Kevin Xia

COMPANY NAME                    J&A Garments MFG Co., Ltd

WOVEN							KNIT			OTHER						
Jacket	Shirts	Denim	Pants	Skirts	Suits	Others	Knit	Sweater	Lingerie	Lingerie	Baby	Underwear	Socks	Leather	Home	Other
Yes	Yes	Yes	Yes	Yes	No	Yes										

Direct	Semi-D	Trading	Corpo.	Agent	Other	Can export?	Created in	Nb staff
						Yes	No	

Office Address	Distance	Kms	Hours
8f, Silk Bldg, Zhongshan East Rd.			
City	From intl airport	<b>80</b>	<b>1</b>
Povince / Country	From Shanghai	<b>200</b>	<b>2.5</b>

Contact name	Ms Jiang/Mr Tang	Title	salesman
Tel	0086-25-8693 4466	Fax	0086-25-8479 3720
Email	jmj@e-janda.com, wenhua@e-janda.com	Website	<a href="http://www.e-janda.com">http://www.e-janda.com</a>
Managing Dir name	Kevin Xia ( <a href="mailto:kevin@e-janda.com">kevin@e-janda.com</a> )	GM name	Kevin Xia

**COMMERCIAL**

Year	2004	2005	2006		
Turn-over USD	4,500,000	5,300,000	5,800,000		
Production					
Pieces exported	500,000	600,000	650,000		
	Buyer	Country	Rep/Agent	Qty	TO USD
1	Itouchu Corp	Japan		300,000	1,800,000
2	Stockmann	Germany		120,000	1,500,000
3	Rip Curl	France		90,000	1,200,000
4	Toyoshima Corp	Japan		150,000	900,000
5	Sinnleffers	Germany		45,000	400,000

**AFFILIATED FACTORIES**

Name	Location	Nb workers	Nb machines	Month capacity	Product range	Owned by supplier (%)
HuaYu	Danyang City	230	160	50,000	Woven wear	100%
Haoyuan	Jintan City	160	120	50,000	Shirts	30%

**BENCHMARKING**

Style	Dept	Supplier	FOB price	1st quotation	2nd quotation	Comments

Do you work on opening costs?  Yes  No

## STYLING - COLLECTIONNING

Is there a showroom?	Yes	Location	Nanjing Office
How many styles?	100 more	Do you work for brands?	Yes
How many stylists?			
Comments:			

## SAMPLING - PATTERN MAKING

Do you have samples section?	Yes	How many sewing machines?	6
Do you make samples?	Yes	How many pattern master?	3
Do you provide patterns to factories?	Yes	How many sample men?	6
Comments:			

## FABRICS SOURCING

Do you help fabrics sourcing?	Yes	How many people in charge?	2 fabric Qc
Do you buy fabrics?	Yes	Do you check fabrics?	Yes
		In fabric mill?	yes
		In factory?	yes,once again
Comments:			

## QUALITY

Have you implemented quality policy?	Yes	Fabrics test?	Yes,if necessary(at SGS)
How many QC?	2(of office)	Product test?	Yes,if necessary(at SGS)
Do you do final inspection?	Yes	Certification? Which one?	
Do you do in line inspection?	Yes	Health, Safety and Ethics Policy?	
Comments:			

## MOTIVATION

STRENGTH	WEAKNESS

Why starting with this supplier?	
What is his added value?	
What should be better with this supplier?	
Which quantity are they expecting?	
Which quantity to start?	
Which quantity in 3 seasons?	

## RECOMMANDATION

Start?		Qty first season?		Qty in 3 season?	
Comments:					

## REMARK

Exposition:	
Others:	<p><b>We are good at managing the order with the quantity from 500pcs to no more than 10,000pcs per style.</b></p>