

Document Ref. 文件编号	DOC-TRU-ASSUR-2026-EN	Effective Date 生效日期	14 Aug 2026
Manufacturing Entity 制造主体	Qingdao Vatrado Group Co., Ltd.	Factory Portal 官方网站	supsfactory.com (Custom SUP Manufacturing)
Core Proprietary Brand 品牌	Aquafarer (Primary Watercraft Brand)	Quality Benchmark 体系标准	ISO 9001:2015 / ISO 25649 (100% 24h Test)

1. 品牌商与制造厂法定职责边界划分 / Clear Division of Roles & Commercial Boundaries

Core Manufacturing Philosophy: You retain 100% ownership of your brand, pricing, and distribution channels. We act strictly as your behind-the-scenes manufacturing and engineering partner—we never compete with our clients or sell their proprietary designs.

Domain / Responsibility	Your Team (Brand & Buyer Role)	Qingdao Vatrado Group (Factory Role)
Brand & Intellectual Property	100% Brand ownership, trademark registration, vector artwork & color palette creation.	Strict file confidentiality under mutual NDA; zero unauthorized reproduction or marketing use.
Market & Commercial Strategy	Target retail price positioning, consumer marketing, regional distribution & channel sales.	Transparent project-based BOM costing, volume tier optimization & component sourcing.
Engineering & Tooling	Product brief, desired performance benchmarks, rider target weights & accessory selection.	CAD lofting, cutting die fabrication, drop-stitch density calculation & prototype sampling.
Quality Assurance & Acceptance	Sign-off on golden approval samples, technical specifications, and packaging proofs.	7-stage quality gating (IQC to PSI), 100% 24h pressure retention logs & auditable batch dossiers.
Logistics & Export Handling	Forwarder appointment (or factory CIF/FOB terms), customs clearance & sales distribution.	Container 7-point integrity check, dunnage air-bag cargo securing & ISO 17712 bolt seal recording.

2. 海外采购商 8 大核心顾虑与工厂事实化解答 / Addressing Top 8 Buyer Concerns with Verifiable Proof

Buyer Concern	Factory Verifiable Solution	Commercial & Legal Artifact Provided
1. Real Factory Authenticity (是否为真实制造实体?)	Direct manufacturing base in Qingdao with full-process material cutting, welding, gluing, testing & packing workshops.	Live video audits, factory facility registrations, and unedited workstation photography dossiers.
2. Quality Consistency (批量做工是否稳定?)	Every batch checked against locked Golden Sample and Customer BOM Rev. 3.0 with 7 internal control gates.	Signed First Article Inspection (FAI) logs and stage-by-stage quality release authorizations.
3. Air-Tightness & Leaks (是否会发生慢漏气?)	100% of boards undergo 18.0 PSI overpressure testing and 24h temperature-compensated pressure-drop monitoring.	Batch Pressure Retention Test Logs ($\Delta P \leq 0.50 \text{ ext{ PSI}} / 24 \text{ ext{h}}$) with digital gauge calibration IDs.
4. IP & Artwork Leakage (专有图稿与板型防盗?)	Proprietary tooling isolation; files stored in access-controlled servers; mutual NDA before file transfer.	Pre-signed standard Bilateral Non-Disclosure Agreement (NDA) executed within 4 business hours.
5. Transparent MOQ Logic (起订量计算是否清晰?)	MOQ calculated directly from raw fabric roll yield (150m = 90-100 pcs) or small-batch co-branding (<20 pcs).	Itemized Project MOQ Evaluation Matrix distinguishing Sample, Pilot, and Volume production tiers.
6. On-Time Delivery (交期会否无故拖延?)	Production lead times (25-35 days) locked in ERP starting only upon approved BOM, artwork, and deposit sign-off.	Milestone production schedules and real-time order progression tracking from Node 01 to Node 07.
7. Third-Party Inspection (是否支持独立验货?)	Full access granted to buyer-appointed inspectors (SGS, TÜV, BV, Intertek) under ISO 2859-1 Level II.	Pre-shipment inspection (PSI) coordination protocol, defect hold tags, and mandatory re-inspection logs.
8. After-Sales & Spares (出运后质量争议处理?)	Dedicated spare-parts planning (valves, repair PVC, wrenches, fin screws) and documented 8D CAPA resolution.	Warranty terms, spare-parts allocation matrix, and formal Non-Conformance Root-Cause (CAPA) procedures.

Corporate Governance & Risk Reduction Statement:

Executive Commitment: Qingdao Vatrado Group Co., Ltd. does not rely on empty marketing claims. We provide overseas buyers with complete procedural transparency, auditable technical documentation, and clear commercial boundaries for every custom SUP project.

VP of Global Operations: Jianguo Liu / 刘建国	Chief Product Engineer: Xiaodong Chen / 陈晓东	QA & Compliance Director: Mingyuan Li / 李明远
---	--	--

Date: 14 Aug 2026

Date: 14 Aug 2026

Date: 14 Aug 2026

1. 真实工厂物理设施与制造产能基准 / Factory Infrastructure & Verified Capacity Benchmarks

Infrastructure Parameter	Verified Manufacturing Metric	Operational Impact & Buyer Assurance
Total Facility Floor Area (厂房与车间总面积)	12,500 m ² dedicated manufacturing and testing footprint across 4 specialized workshops.	Ample floor space for 100% full-board 24h inflation testing without stacking or overcrowding.
Annual Board Capacity (年设计与稳定交付产能)	120,000+ Units / Year (Average monthly throughput: 10,000 units across 4 automated lines).	Ensures rapid line scalability during seasonal peaks while maintaining ISO 9001 process rigor.
Prototyping & Sampling Turnaround (样品开发与打样周期)	7 - 12 Business Days from CAD drawing approval to finished, pressure-tested prototype sample.	Fast-track sampling allows brands to validate ergonomics, color fidelity, and rigidity before bulk booking.
Volume Production Lead Time (大货标准批量生产周期)	25 - 35 Calendar Days (Commencing upon deposit receipt, frozen BOM 3.0, and artwork sign-off).	Predictable shipping schedules with real-time ERP milestone reporting (Node 01 to Node 07).
Seasonal Peak Season Planning (旺季排产缓冲规则)	Peak production runs from October to April for Northern Hemisphere spring/summer delivery.	We recommend locking initial samples and packaging approvals by September to secure optimal ship dates.

2. 7 维高说服力项目案例架构 / The 7-Point Verifiable Case Study Architecture

Anti-Hype Policy: We do not publish unverified marketing testimonials. Every published case study strictly reflects real project engineering, measurable challenges, validated solutions, and authorized commercial results.

Case Dimension	Required Case Information & Evidence	Representative Example (Commercial Rental Fleet)
1. Client Profile	Buyer classification, geographic market & business model (anonymized if restricted by NDA).	Northern European Water Sports Operator & Regional Rental Hub Network.
2. Project Objective	Core commercial goal (e.g., fleet replacement, new retail product line, rental durability).	Deploy 200 heavy-duty touring/all-around boards capable of 500+ commercial rental hours per season.
3. Technical Challenges	Specific hurdles (e.g., UV degradation, rough handling abrasions, valve leakages, tight budget).	Severe shore-drag abrasions on rails, rental user mishandling, and high inventory turnover friction.
4. Engineered Solution	Custom materials, reinforced construction, color management, or hardware adjustments.	0.9mm reinforced PVC armor + 3-layer impact rail tape + laser-etched fleet serial numbers + high-vis graphics.
5. Collaborative Process	Milestones from brief review, sample verification, pilot batch to full volume release.	2 prototype iterations approved → 30-unit pilot trial → 170-unit volume run delivered in 30 days.
6. Measurable Outcome	Quantifiable results (e.g., zero defect claims, reduced return rate, repeat re-orders).	Zero warranty/slow-leak claims across 2 full rental seasons; 100% on-time delivery; expanded into youth fleet.
7. Authorized Verification	Verified buyer title, reference documentation, or authorized feedback quote.	Operations Director feedback: <i>"Rock-solid construction and zero air leaks across our entire fleet."</i>

Corporate Compliance & Quality Certification Directive:

Compliance Notice: Compliance support (CE, ISO 25649, REACH material declarations) is reviewed against the specific board model, construction level, and sales destination. Qingdao Vatrads Group Co., Ltd. does not issue generic blanket claims; we verify compliance on a strictly auditable project basis.

VP of Global Operations: Jianguo Liu / 刘建国 Date: 14 Aug 2026	Chief Product Engineer: Xiaodong Chen / 陈晓东 Date: 14 Aug 2026	QA & Compliance Director: Mingyuan Li / 李明远 Date: 14 Aug 2026
---	--	--