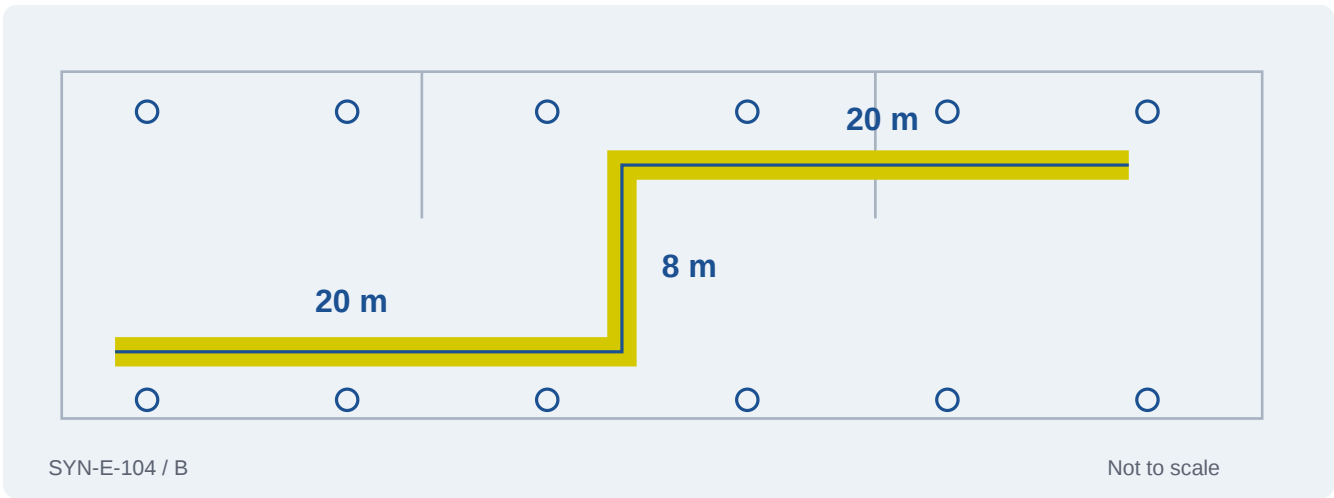


From drawing to order.

A deliberately bounded package: straight cable tray. Every amount, decision and document in this example is fictional.



Package basis	Worked assumption
CT-01	$20 + 8 + 20 = 48 \text{ m}$; $+ 5\% = 50.4 \text{ m}$; $17 \times 3 \text{ m} = 51 \text{ m}$
Section / finish	$200 \times 50 \times 1.5 \text{ mm}$; hot-dip galvanised steel
Not supplied	12 lighting points; drops, supports, fittings and labour.

Invented dimensions, not validated for an installation. Span, loading, interfaces and destination requirements would be established for a real project.

Compare the package cost.

Two invented offers, the same quantity and finish. Prices in USD, FOB Ningbo basis. No market-price or client-savings claim.



Base	A	B
USD / m	12	10
51 m	612	510
Packing	45	90
Inland transport	65	145
Export charges	30	45
TOTAL USD	752	790
Lead time (days)	25	20

A has the lower total despite the higher price per metre. Selection is conditional on the 25-day lead time being acceptable. Excludes ocean freight, insurance, duties, taxes and destination delivery.

The evidence behind the price.

Requirements to agree before a real order. This package contains no test results, certificates or declarations of conformity.

Point	Expected evidence	Decision
01 / Source	Manufacturer identity, capability and product traceability.	Verify
02 / Specification	Drawing, dimensions, material, finish, load and span.	Approve
03 / Destination	Project and market requirements, evidence for the actual offered model.	Establish
04 / Inspection	Dimensions, finish, quantity, marking and packing against the agreed plan.	Not performed
05 / Release	Issue closure and authority under the agreed contractual responsibilities.	Not authorised

The buyer retains technical decisions.

Deviation approval and final acceptance are not automatic. Any regulated assessment reserved to an authorised body must be assigned to that body.

Every record has a place.

Indicative packing record SYN-PL-024: 17 lengths of 3 m, totalling 51 m. Package count, packed dimensions and weights must be confirmed; they are not invented here.

Index	Document	In this example
01	SYN-E-104 / B	Dimensioned plan and exclusions, page 1.
02	SYN-RFQ-024	Offer comparison, page 2; editable Excel calculation.
03	Q-01 / Q-02	Drops excluded; B finish assumed clarified.
04	SYN-ITP-024	Inspection points, page 3; no actual results.
05	SYN-PL-024	Indicative quantity above; no actual shipment.

An accountable supplier to the agreed point.

In the standard model, the contract and invoice are with Sinospect. The proposal allocates freight, customs and local delivery. Warranty issues are handled by Sinospect under the agreed terms.

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