Shortlist · One product family · Vertical form-fill-seal packaging machine

Manufacturer shortlist

Sinospect Industrial Company Limited.
Sinospect sources, quality-controls and delivers industrial equipment from China.

Three candidates for a coffee roaster's packaging machine, screened against the same requirements: each one's stated role against the official records, the manufacturing evidence available, an indicative price with its source, and the checks still needed before commitment. Two are manufacturers; one is excluded. Prices are blurred in this sample.

Product family
Vertical form-fill-seal machine with auger filler · ground coffee, 250 g and 500 g · nitrogen flush

Prepared for
[Client company] · coffee roaster, Central America

Requirements basis
Buyer's brief and call of 1 September 2026 · seven requirements, R1–R7

Report reference
SAMPLE-SHORTLIST

Checks
Company registry · export customs record · documents supplied · product evidence · short video call, requested from each

Indicative prices
Each maker's price list or catalogue, with its date

Prepared by
Sinospect sourcing desk · 8 September 2026

Reviewed & issued by
Sinospect general manager · 8 September 2026

Recommendation

Maker A

A manufacturer with its own works, a steady export record in this machine, and CE documents and an oxygen test report that match the brief. It meets every must-have on the evidence read; three checks remain before commitment.

Result per candidate

- **Maker A — manufacturer; meets every must-have**
- **Maker B — manufacturer; oxygen claim and CE documents incomplete**
- **Maker C — excluded: claimed identity and documents unreliable**

§	Report section	State
01	Requirements and how the candidates were found	**7 requirements**
02	Screening matrix: three candidates against R1–R7	**3 screened**
03	Candidate profiles: identity, manufacturing evidence, checks	**1 excluded**
04	Recommendation, alternatives and next step	**Maker A**

01 Requirements and screening

Every candidate is read against the same seven requirements, taken from the buyer's brief. R1 to R5 are must-haves; R6 and R7 are preferences.

R	Requirement	Why it matters
R1	At least 45 bags a minute at 250 g	The roaster's planned output on one shift
R2	Pillow and gusset bags, 250 g and 500 g; film up to 420 mm wide	Both retail sizes on one machine
R3	Nitrogen flush, residual oxygen 3% or less in the sealed bag	Shelf life of ground coffee
R4	220 V three-phase, 60 Hz	The plant's supply
R5	CE declaration for the model, backed by test reports	The buyer's importer and insurer ask for it
R6	Servo drives and PLC of named international brands	Spare parts available in the region
R7	Engineer on site for installation and training	The buyer has no packaging technician yet

How they were found

Makers of auger-fed VFFS machines for coffee, from our maker records, trade-fair exhibitor lists and export customs data.

What was checked

Each one's stated role against the company registry, export shipments, the documents it supplied and its product evidence. A short video call was requested from each; completed where shown.

Why these three

The three closest to R1–R5 on paper. Fourteen others were set aside for output, film width or 60 Hz.

02 Screening matrix

R	Maker A · Guangdong	Maker B · Zhejiang	Maker C · Shanghai
R1	**OK** 60 bags a minute at 250 g (maker's video)	**OK** 55 a minute (catalogue)	**ASK** "Up to 70", no evidence
R2	**OK** Pillow and gusset; 420 mm film	**OK** Pillow and gusset; 420 mm film	**OK** Same catalogue as Maker B
R3	**OK** 1.8%, maker's test report	**ASK** 1.5% claimed; no test shown	**ASK** No figure given
R4	**OK** 220 V 60 Hz, standard option	**OK** 220 V 60 Hz, standard option	**ASK** "Any voltage"
R5	**OK** Declaration with test reports from an accredited lab	**ASK** Documents incomplete	**NO** Maker B's documents, renamed
R6	**OK** Named servo and PLC brands	**GAP** Named servo; local PLC	**ASK** Not stated
R7	**OK** Engineer abroad, daily rate	**OK** Engineer abroad, daily rate	**GAP** Video support only

OK: meets the requirement on the evidence read. GAP: falls short of a preference. NO: fails a must-have. ASK: open, to settle before ordering.

03 Candidate profiles

Each profile: the company's stated role against the official records, the manufacturing evidence available, an indicative price with its source, and the checks still needed before commitment.

Maker A **Guangdong · manufacturer · founded 2011** **Recommended**

Model [Model] · VFFS machine with auger filler, servo film pull, nitrogen flush

Indicative price [illegible] **FOB Shenzhen**, machine and auger filler; maker's price list of August 2026

Contact [Company name, sales engineer and direct line: in the buyer's report]

Check	What we found	Result
Registry	Business scope includes manufacturing of packaging machinery; registered address is an industrial plot. No relevant adverse records found in the sources searched, 7 September 2026	**Clear**
Manufacturing	Short video call from the assembly hall; machines of this model in build	**Seen on call**
Export record	Regular shipments of packaging machines under its own name, 2023–2026, including Latin America	**Steady**
CE (R5)	Declaration for the model, with machinery and electrical test reports naming an accredited laboratory; report numbers not yet confirmed with it	**Read**
Oxygen (R3)	1.8% residual oxygen in the maker's 2025 test report on coffee; not witnessed by us	**Reported**
Still to check	Test report numbers with the laboratory; residual oxygen on the buyer's coffee and film; proforma and bank details before any payment	**Before commitment**

Maker B **Zhejiang · manufacturer · founded 2006** **Alternative**

Model [Model] · VFFS machine with auger filler, nitrogen flush

Indicative price [illegible] **FOB Ningbo**, machine and auger filler; maker's catalogue of 2026

Contact [Company name, export manager and direct line: in the buyer's report]

Check	What we found	Result
Registry	Manufacturer of packaging machinery for twenty years; two plants on record. No relevant adverse records found in the sources searched, 7 September 2026	**Clear**
Manufacturing	Short video call with the export manager; assembly line shown	**Seen on call**
Export record	The largest exporter of the three; ships mostly through agents abroad	**Strong**
CE (R5)	A "CE certificate" from a private certification company. It does not establish conformity of the offered configuration	**Incomplete**
Oxygen (R3)	1.5% claimed in its brochure; no test report or video on coffee	**Claimed**
Still to check	The maker's signed declaration and test evidence for the offered configuration; an oxygen test on coffee; PLC parts support in the region	**Before commitment**

Maker C **Shanghai · presents itself as a factory** **Excluded**

Model	[Model] · "high-speed coffee packing line", same specification sheet as Maker B's model
Indicative price	[illegible] **FOB Shanghai**, the lowest of the three; marketplace listing of August 2026
Contact	[Company name and contact: in the buyer's report]

Check	What we found	Result
Registry	Business scope: wholesale of machinery, import and export. No manufacturing. Registered address: an office floor in a commercial tower	**Trader**
Factory photos	Its "workshop" photos match Maker B's website, image for image	**Not its own**
CE (R5)	Maker B's certificate with the company name changed	**Altered**
Video call	Asked for a short live video from the "factory"; offered a recorded video instead	**Declined**

Maker C is excluded because its claimed manufacturing identity and documents are unreliable. The problem is misrepresentation, not the use of an intermediary: a disclosed supplier or trading company can be acceptable where its role, evidence and contractual responsibilities are clear.

04 Recommendation

Maker A. The only candidate that meets every must-have on the evidence read: manufacturing seen on a live call, an export record in this machine, CE documents and an oxygen test report that match the brief, named servo and PLC brands, and an engineer for installation. Before commitment: confirm its test reports with the laboratory and see the oxygen figure on the buyer's coffee.

B **A credible alternative, with two points to close.** A genuine manufacturer and a strong exporter. Obtain its declaration and test evidence for the offered configuration, and an oxygen test on coffee, before relying on it.

C **Excluded.** It presented another maker's photos and an altered certificate as its own. Its low price is not a reason to accept that risk.

Next step

A Sourcing round takes Maker A, Maker B and other qualified makers to written quotations against one brief, compared side by side.

Or go direct

Ask Maker A for a quotation; we can check its proforma and bank details before you pay.

Buying through us

Sinospect can supply the machine on our invoice, with a witnessed factory test before shipment.

– Method, basis and limits

Basis

The seven requirements in section 01, from the buyer's brief and call of 1 September 2026. Every candidate is read against the same list.

Sources

Company registry, court and enforcement records, searched 7 September 2026; export customs data; documents supplied by each candidate; maker catalogues and price lists; short video calls, requested from each and completed where shown.

Limits

A shortlist is a first screening. It does not include written quotations, a factory visit, laboratory confirmation of test reports or a test of the machine. Prices are indicative, from the source and date shown.

If fewer than three candidates qualify, the report names those that do and why the others fell short. Written quotations to one brief, compared side by side, are the Sourcing round.

Sample: a shortlist.

Certification & sign-off

§ Prepared, reviewed and issued

Prepared by

[Signature placeholder]

Sinospect sourcing desk
Sourcing · Sinospect (Ningbo)

Date of preparation · **8 September 2026**

Reviewed & issued by

[Signature placeholder]

Sinospect general manager
Review and issue · Sinospect

Date of issue · **8 September 2026**