Sourcing round · One product family · Vertical form-fill-seal packaging machine

Sourcing round: supplier offers compared

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

Five manufacturers quoted in writing against one brief. We compared their offers side by side, priced what each left out so the totals compare like for like, and, as an agreed extension, observed a residual-oxygen trial on the buyer's own coffee. Then our recommendation. 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

Brief
Issued to the makers on 15 September 2026 · seven requirements, R1–R7

Report reference
SAMPLE-ROUND

Offers
Five written quotations, 22 to 29 September 2026, FOB China, in US dollars; freight to the buyer's port estimated

Pre-order trial
Separately scoped extension: residual oxygen on the buyer's coffee at three factories, observed by video

Prepared by
Sinospect sourcing desk · 2 October 2026

Reviewed & issued by
Sinospect general manager · 2 October 2026

Recommendation

Maker A

Meets every must-have, averaged 1.6% residual oxygen in the trial on the buyer's coffee, and has the lowest like-for-like price of the compliant offers. Maker D quoted lowest, but for less machine.

Five offers, one brief

- **2 meet every must-have · A, B**
- **1 incomplete: revised quotation needed · D**
- **1 over the oxygen limit in the trial · E**
- **1 excluded as offered: output and power · F**

§	Report section	State
01	The brief and the offers side by side, R1–R7	**2 meet all**
02	Commercial terms, like-for-like and CIF price	**5 offers**
03	Technical deviations, documents and the oxygen trial	**Gaps listed**
04	Recommendation, order conditions and next step	**Maker A**

01 The brief and the offers side by side

Every maker received the same brief: the seven requirements below, the buyer's film specification, bag drawings and a coffee sample. R1 to R5 are must-haves; R6 and R7 are preferences.

R	Requirement	R	Requirement
R1	At least 45 bags a minute at 250 g	R5	CE declaration for the model, backed by test reports
R2	Pillow and gusset bags, 250 g and 500 g; film up to 420 mm	R6	Servo drives and PLC of named international brands
R3	Residual oxygen 3% or less in the sealed bag	R7	Engineer on site for installation and training
R4	220 V three-phase, 60 Hz		

Offer	R1 · output	R2 · bags	R3 · oxygen	R4 · power	R5 · CE	R6 · brands	R7 · engineer
Maker A Guangdong	**OK** 60 a minute	**OK** Both formers included	**OK** 1.6% mean, trial	**OK** 220 V 60 Hz	**OK** Test reports verified	**OK** Named servo and PLC	**OK** 2 days included
Maker B Zhejiang	**OK** 55 a minute	**OK** Both formers included	**OK** 2.4% mean, trial	**OK** 220 V 60 Hz	**OK** Test reports now supplied	**GAP** Local PLC	**OK** At a daily rate
Maker D Jiangsu	**OK** 50 a minute	**ASK** Gusset former extra	**ASK** Claimed; declined the trial	**OK** 220 V 60 Hz	**ASK** Declaration, no reports	**GAP** Unbranded servo	**GAP** Video support only
Maker E Guangdong	**OK** 70 a minute	**OK** Both formers included	**NO** 5.2% mean, trial	**OK** 220 V 60 Hz	**OK** Test reports verified	**OK** Named servo and PLC	**OK** At a daily rate
Maker F Shandong	**NO** 40 a minute	**OK** Both formers included	**OK** 2.0%, its report	**NO** 380 V 50 Hz only	**OK** Test reports verified	**OK** Named servo and PLC	**OK** At a daily rate

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. "Trial": the separately scoped pre-order trial in section 03; mean of five bags.

02 Commercial terms

Each price exactly as quoted, with what it includes, the lead time, payment terms, warranty and validity.

Offer	Price as quoted	Included	Lead time and payment	Warranty and validity
Maker A	[illegible] FOB Shenzhen	Machine, auger filler, both formers, nitrogen kit, date coder, spare-parts kit, 2 engineer days	40 days; 30% deposit, 70% after the factory test	12 months from installation · valid 30 days
Maker B	[illegible] FOB Ningbo	Machine, auger filler, both formers, nitrogen kit, date coder	45 days; 30% deposit, 70% before shipment	12 months from shipment · valid 30 days
Maker D	[illegible] FOB Shanghai	Machine and pillow former only	30 days; 50% deposit, 50% before shipment	12 months from shipment · valid 15 days
Maker E	[illegible] FOB Shenzhen	Machine, auger filler, both formers, nitrogen kit, date coder, spare-parts kit	50 days; 30% deposit, 70% before shipment	18 months from shipment · valid 30 days
Maker F	[illegible] FOB Qingdao	Machine, auger filler, both formers, nitrogen kit	35 days; 30% deposit, 70% before shipment	12 months from shipment · valid 30 days

– The like-for-like price

The quotations do not cover the same scope. We priced what each left out, from the maker's own price list or, where it has none, a Sinospect budget allowance marked †, so the totals buy the same machine.

Offer	As quoted	Added to match the brief	Added	Like for like	Rank
Maker A	[illegible]	Nothing: the full scope is quoted	—	[illegible]	**1st**
Maker B	[illegible]	Spare-parts kit; 2 engineer days	[illegible]	[illegible]	**2nd**
Maker D	[illegible]	Gusset former; nitrogen kit; auger filler†; date coder†; spare-parts kit†. No on-site engineer offered	[illegible]	[illegible]	**Incomplete**
Maker E	[illegible]	2 engineer days	[illegible]	[illegible]	**Fails R3**
Maker F	[illegible]	Not adjusted: excluded as offered	—	—	**Fails R1, R4**

Maker D quoted the lowest price. With what it left out, its budget total is above A and B, and it is not ranked: it needs a revised quotation and technical confirmation first. Supplier prices only: Sinospect's fees are not in these figures.

Estimated CIF price to [destination port]

Offer	Like for like, FOB	Port of loading	Freight and insurance	CIF, estimate
Maker A	[illegible]	Shenzhen	[illegible]	[illegible]
Maker B	[illegible]	Ningbo	[illegible]	[illegible]
Maker D	[illegible]	Shanghai	[illegible]	[illegible] budget only

Freight and insurance for one crated machine in a shared container, from a forwarder's quotation of 30 September 2026; before import duties, taxes and destination charges. Maker A remains the lowest CIF price of the offers that meet the brief.

03 Deviations, documents and the oxygen trial

Offer	Technical deviations from the brief	Documents
Maker A	None. Film pull by two servo belts; the seal jaws run at the speed asked	CE declaration and test reports; report numbers confirmed with the laboratory
Maker B	Local PLC brand; parts held by its agent in the region	Test reports supplied on 26 September and confirmed with the laboratory
Maker D	Incomplete offer: unbranded servo drives; auger filler and gusset former not included; declined the trial. Revised quotation and technical confirmation required	A CE declaration with no test reports behind it
Maker E	Fastest machine, but over the residual-oxygen limit in the trial. Cause not established; corrective action and a repeat trial needed before reconsidering	In order
Maker F	Excluded as offered: rated 40 bags a minute at 250 g and offered only for 380 V, 50 Hz. No compliant 220 V three-phase, 60 Hz configuration supplied; no conversion or higher output assumed	In order

Additional pre-order trial · separately scoped

Offer	Five bags, % O_2	Mean	Max	R3 (3%)
Maker A	1.4 · 1.5 · 1.6 · 1.7 · 1.8	1.6	1.8	**Meets**
Maker B	2.1 · 2.3 · 2.4 · 2.5 · 2.7	2.4	2.7	**Meets**
Maker E	4.6 · 5.0 · 5.2 · 5.4 · 5.8	5.2	5.8	**Over**
Maker D	Declined	—	—	**Open**

24 to 28 September. Five 250 g bags each of the buyer's coffee, in film to the buyer's specification, with the machine running at 45 bags a minute; each bag measured within 10 minutes of sealing. Factory staff used their own analyser, calibration certificate shown; Sinospect observed by live video. These findings support supplier selection; they are not acceptance of the machine to be supplied.

Why it matters

Every maker claims a low residual oxygen figure. The trial on the buyer's own coffee separated them: Maker E, the fastest machine with complete documents, exceeded the buyer's limit under the trial conditions. The cause has not been established; corrective action and a repeat trial would be needed before reconsidering it.

The trial also informs the acceptance criteria for the factory acceptance test before shipment, set in the approved test plan.

04 Recommendation

Maker A. It meets every must-have and both preferences, quotes the full scope, and has the lowest like-for-like price of the offers that meet the brief. In the trial on the buyer's coffee it averaged 1.6% residual oxygen, highest bag 1.8%. Maker B is a sound second choice.

Order condition	What to agree with Maker A
Factory acceptance test	Witnessed before shipment: at least 45 acceptable 250 g bags a minute for 30 minutes, on the agreed coffee and film. Net-weight tolerance, seal checks, residual-oxygen sampling and acceptance criteria are set in the approved test plan; the 500 g format is shown against its own agreed requirement
Payment	The 70% balance after the factory test is passed, not on a date
Spare parts	The wear-parts kit itemised in the contract, with part numbers
Installation	Two engineer days on site; travel paid by the buyer at cost

Next step

Order from Maker A directly with these conditions, or have Sinospect supply it on our invoice with the factory test witnessed.

Review call

One call to go through the comparison. The buyer decides.

Limits

No factory visit is part of a round. Prices are as quoted on the dates shown. The oxygen trial was an agreed extension, observed by video.

Sample: a sourcing round.

Prepared by

[Signature placeholder]

Sinospect sourcing desk

Date of preparation · **2 October 2026**

Reviewed & issued by

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Sinospect general manager

Date of issue · **2 October 2026**