

Sourcing requirements

Sourcing name	Target Country	Buying Incoterm	Description
/Air purifier manufacturers #1 [Sourcing Air purifier manufacturers]	EUROPE / CHINA/ KOREA / JAPAN / NORTH AMERICA	FOB	<p>Identify a reliable manufacturer in China to produce customer air purifiers new line.</p> <p>Requirements about the company:</p> <ul style="list-style-type: none"> - experience in air purifier manufacturing over 8 years - proven quality management system in place: ISO 9001 and more - proven experience on international markets and well known customer brands - R&D department and proven R&D results - existing models with CE, CCC, Korea, Japan and North America Certifications - experience in building smart products (use client own Wifi chip in the product) - good English speaker to communicate with client especially for technical issues - a benefit if the factory already produce ODM for other brands, such as Stadler Form Boneco, DeLonghi, Blueair, Lifa Air etc <p>Requirements about the product:</p> <ul style="list-style-type: none"> - exterior should be easy to customized based on client design. they will remake the outlook completely - should provide a range of 2-3 different sizes/capacities to suit different sizes of rooms - should have easy access to change filter cassettes that can be slide into the product in/out

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Selected companies

Supplier ID	Factory province	Factory city	Type	Registered
Beijing Yadu Environmental Protection Technology Co., Ltd. 07794	Beijing	Beijing	Factory	1987
<ul style="list-style-type: none"> - more than 30 years experiences with air purifiers; - manufacture all spare parts in their factory, includes the filter. They are working with Tsinghua University for filters development; - the filter is made of coconut shell powder. - built a new and big factory in Shandong and they keep the factory and operation office in Beijing; - MOQ: it depends on how many new moulds that the client would like to have; - most of the items are with CE and other certificates for other countries; - also provide OEM/ODM to other well-known brands, but for now, they cannot give us the names; - target counties: the US, Japan, Korea, Europe, South-eastern Asia and South America; - at the very beginning, they have sold a lot of machines in China and started exportation in 2000. But after around 10 years, they stopped export since there were more and more factories for air purifier. Then Yadu decided focus on the domestic market. But last year, they restarted the exportation as the air quality in China is getting better, Yadu is now developing again the abroad market. - sold the machines to Japan and Korea through one American client before, and it was OEM. So it is the client applied the certifications. Beijing Yadu does not have those docs. 				
Guangzhou Haike Electronics Technology Co.,ltd 07837	Guangdong	Guangzhou	Factory	2005
<ul style="list-style-type: none"> - have 13 years experiences with air purifiers. - have a factory only for the filter which is built by their boss's younger brother. But they only use one type of filter: HEPA+activated carbon: - there are some models that are with WIFI: A350 A039 KJ600 KJ1000 - MOQ for OEM: 20000pcs, it depends on the client's design. - most of the models are with CE and some of them are with ETL, but they do not have any certifications for other countries. - target countries: Korea, UK and Poland. - they claimed that they are specialized in OEM. 				
Midea Group 07795	Guangdong	Foshan	Factory	
<ul style="list-style-type: none"> - around 7 years experience with air purifiers; - Midea does not manufacture these products, they do OEM with another factory in Zhongshan; - MOQ : 10k-20k pcs/year - target countries: all over the world (200+ countries) 				
Qingdao Funlan Environmental Protection&technology Co.,ltd 07835	Shandong	Qingdao	Factory	2004
<ul style="list-style-type: none"> - have 16 years experiences with air purifiers; - made the mold by themselves and purchased all spare parts (includes filter) from outsourcing suppliers. - one of their models S-880 is remote control by Bluetooth and wifi and it is with HEPA activated carbon. They also developed some models with the water-washing filter. - MOQ for OEM: 8000-10000pcs, it depends on the new design and model. - all of the models are with CE and Rohs, some models are with PSE for Japan and KC for Korea. - have distributors in Europe: Germany, France, Netherlands, Belgium, Luxembourg, Switzerland and Hungary. But only a few models, not for all products. - also provide OEM/ODM to other well-known brands, but for now, they cannot give us the names; - target counties: Germany, Japan and Korea; - they claimed that Honeywell visited their factory before and is willing to work with them; 				
Rht Industries Limited 07793	Guangdong	Shenzhen	Factory	1990
<ul style="list-style-type: none"> - have 30 years experiences on environmental appliances and 13 years with air purifiers. - their headquarter is in Hongkong which is in charge of mainly oversea clients. And the office in Shenzhen which is in charge of domestic clients. The factory is located in Dongguan; - are manufacturing all spare parts in their factory, includes the filter; - their filter is for lifetime use; - have serviced for some hospitals during SARS in Hongkong before, to airports and exhibitions etc. - most of the items are with CE and other certificates for other countries; - also provide OEM/ODM to other well-known brands, but for now, they cannot give us the names; - MOQ for OEM: it depends on how many new moulds that the client would like to have; - target countries: Europe, North America, Japan and Korea <p>documents : https://asiaction.sharepoint.com/:f:/s/team/EIV1bHv0O5Mhnp0beQhZd4B1bMShoDuFcjMSqDUAmKvDA?e=gfrxqz</p>				
Sichuan Aojie Disinfection Equipment Co., Ltd 07836	Sichuan	Chengdu	Factory	2003
<ul style="list-style-type: none"> - have 17 years experiences with air purifiers; - manufacture the filter by themselves: Pre-filter, activated carbon filter, HEPA H11, H14, H15. - have developed one model UV air sterilizer for Covid-19: DY60/100P - do not have models with WIFI, their R&D still developing. - MOQ for OEM: 100pcs, it depends on the design. - All models are with CE and Rohs, but no specific certifications for North America, Japan and Korea. - Target Country: US, Romania, Czech, Russia and Saudi Arabia - usually provide OEM and promote their own brand in the domestic market. They have aboard distributors as well: Saudi Arabia, Romania and the US. But they do not exclusive distributors yet. 				

General comment

Here is our ranking for the companies we have listed:

1. RHT
2. Beijing Yadu
3. Qingdao Funflan
4. Guangzhou Haike
5. Sichuan Aojie
6. Midea : as they do not produce by themselves

Rht has a specific international team and strong R&D for abroad clients, we believe it is not a problem for future communications. The most of important is that they have a unique filter NCCO.

Beijing Yadu seems good as well and has more than 20 years experiences on air purifiers, but their reply was very slow. They only have one lady who is in charge of oversea clients.

Qingdao Funflan does not make the filter by themselves. They claimed Hongwell visited their factory last year and would like to work with them.

Guangzhou Haike does not have any distributors, they usually provide OEM and they only have CE and ETL, they do not have any certifications for other countries. This is a family business, maybe not easy for international buyers to communicate in the future for the product design. When I called sales, he does not suggest to open mold for the first order unless we did very deep and good market research.

Sichuan Aojie is still developing a model with WIFI, while other factories in this report already have models with WIFI. We noted that they have a model air sterilizer for Covid-19.

Midea: is a large company. Even if they outsource the production of their air purifiers, they told us that they can work on ODM projects.

The MOQ of each supplier is quite different and we did not give them the quantity 3000-5000pcs/year. Note that 3000-5000pcs would fit in one 40HC.

Beside these companies, we have also found the factories of LIFAair, Boneco and Blueair:

- Boneco exports all spare parts from Switzerland and assembled in China.

- LIFAair joint venture with one Chinese company in Dongguan: <http://www.lifa-air.cn/zh-cn/consumer/about>

This company Edifier produces the air purifier for LIFAair and LIFAair Finland also help them to develop some new models for China market. Chinese LIFAair holds 70% shares and Finland LIFAair hold 30%. And they do not do ODM and OEM.

- Blueair, their factory is in Shenzhen which is called Shenzhen Dingxin: <http://www.dingxintech.com/en/Index.aspx>


We called them but they only produce for the brand, they do not talk to other clients directly or accept any other orders. If we want to purchase any machines, they ask me to contact their group: Unilever in Beijing. We checked their background, Blueair became a member of Unilever in 2016. We think Dingxin is one of the factories of Unilever. We sent an email and left a message in their official website, but no reply yet.

- Delonghi is specialized in coffee machines, there are very few sales of air purifiers in China. We only know their factory is in Guangdong. We have tried many ways but cannot find the name. Unless we buy one machine, then we probably find out the behind factory.








We also tried to find manufacturers of Xiaomi, Gree and Haier without success.














-- Selected companies profiles are detailed on the following pages --

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The purpose of this report is to provide basic guidance for obtaining a first estimation of the Company's ability to respond correctly to a procurement project.
 The information and assessments presented in this report are to be taken as an indication and can not replace a more in-depth study of the company and its infrastructures.
 The information verified from reliable documents are marked with the symbol 






Beijing Yadu Environmental Protection Technology Co., Ltd. Result analysis

LEGAL INFORMATION	Value	Verified	Evaluation
Chinese company name:	北京亚都环保科技有限公司		
English company name:	Beijing Yadu Environmental Protection Technology Co., Ltd.		
Business license number:	91110114592339453R		
Registered capital (USD):	\$78,595,000		
Total annual revenue (USD):	143800000		

COMPANY OVERVIEW	Value	Verified	Evaluation
Business type:	Factory		
Trademarks:	Yadu		
Main website:	http://www.yadu.com		
Other websites:			
Main Products / Services:	Humidifier, Air Purifier, fresh air ventilator, water purifier, dehumidifier, filter		
Specialized in their products:	yes		
Operation province:	Beijing		
Total employees:	2500		
Year established:	1987		
Company certifications:	ISO9001		
Products certifications:	CE,EEC		



Online Reputation	
Check status:	
Comment:	From news: They recalled KJ400G-P3D * 1939 pcs on 11th August 2020. As they found out one of spare part of power panel with some defects.

PRODUCTION CAPACITY	Value	Verified	Evaluation
Total facility surface (m2):	93990		
Annual production capacity:	1000000		

TRADE CAPACITY	Value	Verified	Evaluation
3 Main Markets (name / %):	US, Japan, Korea, Europe, South-eastern Asia and South America		
Export Percentage:	5		
Customers references (name / country):			
Export licence number:			
Year started import/export:	2000		

--- END OF PROFILE ---

Contacts at Beijing Yadu Environmental Protection Technology Co., Ltd. - 07794				
Name	Title	Email	Phone	Mobile
Ms. Grace SONG	Sales Manager	songdanhua@yadu.com	010-80761674 / 62975500	186 1221 9400

Documents from Beijing Yadu Environmental Protection Technology Co., Ltd. - 07794		
File	Description	Download
Supplier Catalog 07794 - yadu catalogue.pdf		 DOWNLOAD
Supplier Document 07794 - yadu introduction.pdf		 DOWNLOAD

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Guangzhou Haike Electronics Technology Co.,Ltd Result analysis
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LEGAL INFORMATION	Value	Verified	Evaluation
Chinese company name:	广州海科电子科技有限公司	✓	✓
English company name:	Guangzhou Haike Electronics Technology Co.,Ltd	✓	
Business license number:	91440115773337967W	✓	✓
Registered capital (USD):	\$2,882,000	✓	
Total annual revenue (USD):	40000000	✓	

COMPANY OVERVIEW	Value	Verified	Evaluation
Business type:	Factory	✓	✓
Trademarks:	HOKO		
Main website:	http://www.gzhaike.com		
Other websites:			
Main Products / Services:	air purifier, water purifier, dishwasher, fruit and vegetable disinfection machine	✓	
Specialized in their products:	yes	✓	✓
Operation province:	Guangdong	✓	✓
Total employees:	300	✓	✓
Year established:	2005	✓	✓
Company certifications:	ISO9001,ISO14001		✓
Products certifications:	CE		✓



Online Reputation
Check status:
Comment:

PRODUCTION CAPACITY	Value	Verified	Evaluation
Total facility surface (m2):	30000	✓	✓
Annual production capacity:	1000000	✓	

TRADE CAPACITY	Value	Verified	Evaluation
3 Main Markets (name / %):	Korea, UK and Poland	✓	
Export Percentage:	50	✓	✓
Customers references (name / country):	Haier / China Lenovo / China Carrefour / Europe		
Export licence number:			
Year started import/export:	2007	✓	✓

--- END OF PROFILE ---

Contacts at Guangzhou Haike Electronics Technology Co.,ltd - 07837				
Name	Title	Email	Phone	Mobile
Mr. Jak CHAN	Sales	860005188@qq.com	020-3478 1536	135 3872 4001

Documents from Guangzhou Haike Electronics Technology Co.,ltd - 07837		
File	Description	Download
Supplier Quotation 07837 - oem air purifiers from jak chan 20200516.xlsx		 DOWNLOAD
Supplier Document 07837 - guangzhou hoko-company presentation 20200602.pptx		 DOWNLOAD

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Midea Group Result analysis

LEGAL INFORMATION	Value	Verified	Evaluation
Chinese company name:	美的集团股份有限公司	✓	✓
English company name:	Midea Group	✓	
Business license number:			✗
Registered capital (USD):			
Total annual revenue (USD):			

COMPANY OVERVIEW	Value	Verified	Evaluation
Business type:	Factory		✓
Trademarks:	Midea		
Main website:	http://www.midea.com		
Other websites:			
Main Products / Services:	Air conditioner, refrigerator, washing machine, central air-conditioning, microwave, kitchen appliance and heating system, environmental electrical appliances, domestic appliance, smart home, cleaning appliance		
Specialized in their products:			✗
Operation province:	Guangdong		✓
Total employees:			✗
Year established:			✗
Company certifications:			✗
Products certifications:			✗

Online Reputation
Check status:
Comment:

PRODUCTION CAPACITY	Value	Verified	Evaluation
Total facility surface (m2):			✗
Annual production capacity:			

TRADE CAPACITY	Value	Verified	Evaluation
3 Main Markets (name / %):			✗
Export Percentage:			✗
Customers references (name / country):			
Export licence number:			
Year started import/export:			

--- END OF PROFILE ---

Contacts at Midea Group - 07795

Name	Title	Email	Phone	Mobile
Mr. Alex XUAN	Sales	xiao.xuan@midea.com		139 2826 7146
Mr. Anning XU	Sales manager	xuann@midea.com	0551-62213046	158 9886 7056

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Qingdao Funlan Environmental Protection&technology Co.,Ltd Result analysis
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LEGAL INFORMATION	Value	Verified	Evaluation
Chinese company name:	青岛市丰鸾环保科技有限公司	✓	✓
English company name:	Qingdao Funlan Environmental Protection&technology Co.,Ltd	✓	
Business license number:	9137021276360948X3	✓	✓
Registered capital (USD):	\$7,195,000	✓	
Total annual revenue (USD):	13094900	✓	

COMPANY OVERVIEW	Value	Verified	Evaluation
Business type:	Factory	✓	✓
Trademarks:	BlueSoso		
Main website:	http://www.bluesoso.com/ / http://www.funlan.com		
Other websites:			
Main Products / Services:	Air sterilizer, air cleaner, mini ozone air purifier, car air purifier	✓	
Specialized in their products:	yes	✓	✓
Operation province:	Shandong	✓	✓
Total employees:	62	✓	✓
Year established:	2004	✓	✓
Company certifications:	ISO9001		✓
Products certifications:	CE,ETL,KC,PSE,ROHS		✓

Online Reputation
Check status:
Comment:

PRODUCTION CAPACITY	Value	Verified	Evaluation
Total facility surface (m2):	3000	✓	✓
Annual production capacity:	650000 pcs	✓	





TRADE CAPACITY	Value	Verified	Evaluation
3 Main Markets (name / %):	Germany, Japan and Korea	✓	
Export Percentage:	97	✓	✓
Customers references (name / country):			
Export licence number:	9137021276360948X		
Year started import/export:	2005	✓	✓

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Contacts at Qingdao Funflan Environmental Protection&technology Co.,ltd - 07835

Name	Title	Email	Phone	Mobile
Ms. Tina TIAN	Sales Manager	aircleaner@funflan.com	0532-8870 6627	139 6421 1984








Documents from Qingdao Funflan Environmental Protection&technology Co.,ltd - 07835















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Rht Industries Limited Result analysis
all documents : https://asiaction.sharepoint.com/:f:/s/team/EIV1bHvOO5Mhnp0beQhZd4BibMShoDuFcjMSqDUAmKvDA?e=gfrxqz

LEGAL INFORMATION	Value	Verified	Evaluation
Chinese company name:	信山实业有限公司 / 信山环保技术（广州）有限公司		
English company name:	Rht Industries Limited		
Business license number:	9144010131059801XX		
Registered capital (USD):	\$1,142,400		
Total annual revenue (USD):	38000000		

COMPANY OVERVIEW	Value	Verified	Evaluation
Business type:	Factory		
Trademarks:	RHT		
Main website:	http://www.rhtair.com/?lang=en // www.b-mola.cn		
Other websites:			
Main Products / Services:	Air treatment unit, air purifier, filter		
Specialized in their products:	yes		
Operation province:	Guangdong		
Total employees:	380		
Year established:	1990		
Company certifications:	ISO9001		
Products certifications:	CE,EEC,ETL,KC,PSE,ROHS		

Online Reputation
Check status:
Comment:

PRODUCTION CAPACITY	Value	Verified	Evaluation
Total facility surface (m2):	13000		
Annual production capacity:	380000		

TRADE CAPACITY	Value	Verified	Evaluation
3 Main Markets (name / %):	Europe, North America, Japan and Korea		
Export Percentage:	90		
Customers references (name / country):	cannot provide the names at the moment		
Export licence number:			
Year started import/export:	2006		

--- END OF PROFILE ---

Contacts at Rht Industries Limited - 07793


Name	Title	Email	Phone	Mobile
Mr. Leong WU	Sales Manager	leong@rht-china.com	0755-82566551	138 2355 6626

Documents from Rht Industries Limited - 07793

File	Description	Download
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Sichuan Aojie Disinfection Equipment Co., Ltd Result analysis

LEGAL INFORMATION	Value	Verified	Evaluation
Chinese company name:	四川奥洁消毒设备有限公司		
English company name:	Sichuan Aojie Disinfection Equipment Co., Ltd		
Business license number:	91510114749715446J		
Registered capital (USD):	\$2,882,000		
Total annual revenue (USD):	40714285		

COMPANY OVERVIEW	Value	Verified	Evaluation
Business type:	Factory		
Trademarks:	Aojie		
Main website:	http://www.scajxd.com		
Other websites:			
Main Products / Services:	Plasma air purifying and disinfection machine, UV air disinfection machine, Ozone air disinfection machine, Bed-unit ozone air disinfection machine,		
Specialized in their products:	yes		
Operation province:	Sichuan		
Total employees:	145		
Year established:	2003		
Company certifications:	ISO9001		
Products certifications:	CE,ROHS		




Online Reputation			
Check status:			
Comment:			

PRODUCTION CAPACITY	Value	Verified	Evaluation
Total facility surface (m2):	20000		
Annual production capacity:	90000pcs		

TRADE CAPACITY	Value	Verified	Evaluation
3 Main Markets (name / %):	US, Europe and Russia		
Export Percentage:	30		
Customers references (name / country):	cannot provide at the moment		
Export licence number:	91510114749715446J		
Year started import/export:	2015		

--- END OF PROFILE ---

Contacts at Sichuan Aojie Disinfection Equipment Co., Ltd - 07836				
Name	Title	Email	Phone	Mobile
Ms. Panpan CHANG	Sales Manager	panpan@scajxd.com	028-83010942	159 2859 1265

Documents from Sichuan Aojie Disinfection Equipment Co., Ltd - 07836		
File	Description	Download
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Supplier Catalog 07836 - plasma catalogue from aojie.pdf		 DOWNLOAD
Supplier Catalog 07836 - air purifier catalog from aojie.pdf		 DOWNLOAD
Supplier Catalog 07836 - uv catalogue from aojie.pdf		 DOWNLOAD
Supplier Quotation 07836 - oem example 3.jpg		 DOWNLOAD
Supplier Document 07836 - oem example 2.png		 DOWNLOAD
Supplier Document 07836 - export right license of aojie.jpg		 DOWNLOAD
Supplier Document 07836 - rohs for air purifier.jpg		 DOWNLOAD
Supplier Document 07836 - iso9001.jpg		 DOWNLOAD
Supplier Document 07836 - ce.pdf		 DOWNLOAD
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Supplier Document 07836 - customized oem example 1.jpg		 DOWNLOAD

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