

## A letter to the Buyer

Dear Sirs,

Thanks so much for your time of patient read and kind interest.

We know your working very hard when and before purchasing, because there are too much choice and you have lots of worry about.

We are very appreciated to know you through such large amount people in the world. So we keep our promise to ourselves, to you and your company, also to our company that,we will spare every effort and try every possible to rest your heart and help you with as more details as we can when and before making the decision.

To help you have a better decision, we now assist you with 12 reasons on why choose us with kind hope will be helpful for resting your worry.

### Part One: Why Choose Us



**1.Experienced and professional in Fire Fighting Equipment**, Especially for Fire hose.Established in 1985, Quanzhou Winner Fire Fighting Equipment Co.,Ltd is the first batch in manufacturing fire fighting equipments in Fujian Province. With over 30 years experiences, we are one of the leading manufacturer in the industry. Over 28 thousand square meter factory building offer us an excellent working environment.



**2.Stable and Advance Production Line With Mature Technique.** With 20 production lines,more than 420 set automatic machine including circular weaving machine,numerically-controlled machine,electrophoresis,CNC machine etc.,that's how we finish the mass production and keep our delivery time.



**3.Certification of Quality:** With strict quality control, and well management of production flow,our products have passed ISO9001, MA, ILAC-MRA AL and CNAS Test reports. Also,we have passed CCC Authentication's fire fighting equipments industries .

**4.Large production plant and production capacity, which enable you timely shipping.**

**5. Various kinds for your choice, also you can have one-stop for all fire fighting equipment from us.**

**6.Responsible,Patient and timely service before and after sales.** You can find and reach us at 24 hours around.

**7.Warranty is available.**

- 8. Product install easily and tested before shipping to you.**
- 9.OEM and ODM are welcomed here.**You can make your brand and can have your own ideas or demands.
- 10.Gold supplier with Trade Assurance to assure your order.**
- 11.Flexible Payments with hope to help you.**
- 12. Factory Direct Price.**

## **Part Two: Order Process**

To help you have better idea about order process, here with steps for your reference.

- 1.Inquiry quotation or tell us your special need.
- 2.Discuss and confirm the needs, price,lead time,payment etc.in PI or PO.
- 3.Customer make the payment for deposit and send Bank receipt to confirm
4. Clients got Initial Production Stage-Inform of payment, And we make the samples according to client request, send you photos or samples to get your approval. After approval, we inform that we will arrange the production & inform the estimated time.
5. Middle Production-send photos to show the production line which you can see your products .Confirm the estimated delivery time again.
6. End Production-Mass production products photos and samples will send to you for approval.
7. Clients make payment for balance and Ship the goods .Also can accept payment term-Balance against B/L Copy Or L/C payment Term. Inform the tracking number and check the status for clients.
8. Order can be say “finish” when you receive the goods and satisfy with them .
9. Feedback to Winner Fire-fighting about Quality, Service, Market Feedback & Suggestion.
- 10.Keep service after your order unless you don't need, and help you more in all along when you need.

Please feel free to told us your needs and let's joint together to help you resolve your problems or situation.

We are always stand beside you and looking forward to your information.

Thanks so much for your time,my dear friend.

Best and sincerely regards,

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