

Report on fraudulent “companies” in China Hooking for invitation letter to Iceland

1. All started from a general inquiry...

Icelandic Company A	Icelandic Company B
<p>Dear sir/madam,</p> <p>Heard from the Iceland Trade Directory ,we know your company.We want to buy some better brand products to expand our business. We are interested in your products.We shall be glad if you will kindly forward your catalogue and complete detail of your export prices to us by return e-mail</p> <p>We are looking forward with interest to hearing from you.</p> <p>Yours faithfully XXX</p> <p>Marketing Manager Email:marketing@ostict.com</p>	<p>Dear Madams and Sirs,</p> <p>In order to extent our business in China,we wish to enter into direct busines relation with you.We want to many an inquiry for your products.I am very glad if you can furnish us with full details.The model number, function and price list would be contained in your reply <u>by return e-mail</u>, would you?</p> <p>We aslo want to know whether you have any agent or branch office in China or not.i Hope we can do business together.and look forward to hearing from you soon.</p> <p>With best regards.</p> <p>XXX Imp&Exp Manager</p> <p>E-mail: operation@ostict.com</p>

Remarks:

You could note somethings in common in these two inquiries:

- 1) No self-introduction of the company – Not even its name;
- 2) No telephone and fax number;
- 3) No website

--- Nowhere to locate them or find any more information about them!

The second “buyer” was too careless – you could easily find that they were using the same ending in their e-mail account as the first “buyer”.

2. A long mail when the Icelandic company replied with interest:

Company A	Company B
<p data-bbox="197 416 347 450">Dear XXX,</p> <p data-bbox="197 486 711 589">Glad to receive your reply. We are from China Beijing and our sale market cover whole China.</p> <p data-bbox="186 627 788 913">Actually, we are interesting to have contacts with anyone who is able to bring synergistic effects between each other. For the website is Network recording again now till at the end of this month. But you also can see our partner's : http://www.xxx.com.cn/ . As follow you can see our company introduction for you.</p> <p data-bbox="186 1019 783 1529">We are one of the enterprises approved by the state Ministry of Foreign Trade and Economic Cooperation with more than 75 employees. xxxxxxxx , also offers a set of service from custom declaration, custom clearance and the delivery of goods to end-users . we mainly engaged in managing and agent business of various goods and technology. Our company has always been in compliance with usual practices in trade business and has been insisted on the principles of "credit uppermost", "high quality service", "mutual benefits and win-win cooperation" as well as "co-development".</p> <p data-bbox="197 1635 767 2029">We have consistently expanded our trade business, seeking to realize the industrialization, globalization and group cooperation of the company. We are always trying our best to be a smooth and widen bridge of business communicate and cooperation between China and foreign companies. Now we have two enterprises and 2 agent in China . we have the after service team that special in the technology problem. our company's sales network has spread all</p>	<p data-bbox="815 416 965 450">Dear XXX,</p> <p data-bbox="815 486 1377 560">Thanks for your prompt reply. We are from China, and our market is the whole China.</p> <p data-bbox="815 633 1401 853">Actually, we are interesting to have contacts with anyone who is able to bring synergistic effects between each other. you can see the products we sell on internet : http://www.xxxxx.cn/class.asp?lx=news</p> <p data-bbox="815 1003 1401 1585">We are one of the enterprises approved by the state Ministry of Foreign Trade and Economic Cooperation with more than 75 employees. The main products of our company are xxxx, we claim xxxx, also offers a set of service from custom declaration, custom clearance and the delivery of goods to end-users. we mainly engaged in managing and agent business of various goods and technology. Our company has always been in compliance with usual practices in trade business and has been insisted on the principles of "credit uppermost", "high quality service", "mutual benefits and win-win cooperation" as well as "co-development".</p> <p data-bbox="815 1697 1390 2029">We have consistently expanded our trade business, seeking to realize the industrialization, globalization and group cooperation of the company. We are always trying our best to be a smooth and widen bridge of business communicate and cooperation between China and foreign companies. Now we have two enterprises and 2 agent in China. we have the after service</p>

<p>over in China with more than 20 cities .</p> <p>Our success lies in our people. We have a highly-qualified and enthusiastic team of employees. Over 40 percent of our staff hold masters degree or above and 25 percent have overseas educational background. Deep understanding about different market and cultural background as well as rich experience in organizing different trade fairs domestically or abroad is our advantages, which also helped us in building up a fairly wide business network worldwide.</p> <p>The company centers on customers' value and is based on common interests. We promise to do this with credit and reputation as moral norm. With professional attitudes and methods, we will make every effort to meet partners' demands with comparable prices, quick and warmly service. We insist on working seriously, managing legally, benefiting each other and keeping communicating. We hope we can make harmonious progress together with our partners via amiable attitude and practical action.</p> <p>Company Philosophy Company's Philosophy: Loyalty, Kindness, Diligence and Striving Management philosophy: Innovation even ends Management Features: Rationalization, Scientificity, Standardization, Networking. HR Philosophy: Working for people</p> <p>We sincerely hope to cooperate with domestic and foreign friends, and create a better future hand in hand.</p> <p>And now we want to import some better brand to expand our business, we are interested in your</p> <p>Xxxx</p>	<p>team that special in the technology problem. our company's sales network has spread all over in China with more than 15 cities .</p> <p>Our success lies in our people. We have a highly-qualified and enthusiastic team of employees. Over 40 percent of our staff hold masters degree or above and 25 percent have overseas educational background. Deep understanding about different market and cultural background as well as rich experience in organizing different trade fairs domestically or abroad is our advantages, which also helped us in building up a fairly wide business network worldwide.</p> <p>The company centers on customers' value and is based on common interests. We promise to do this with credit and reputation as moral norm. With professional attitudes and methods, we will make every effort to meet partners' demands with comparable prices, quick and warmly service. We insist on working seriously, managing legally, benefiting each other and keeping communicating. We hope we can make harmonious progress together with our partners via amiable attitude and practical action.</p> <p>Company Philosophy Company's Philosophy: Loyalty, Kindness, Diligence and Striving Management philosophy: Innovation even ends Management Features: Rationalization, Scientificity, Standardization, Networking. HR Philosophy: Working for people</p> <p>We sincerely hope to cooperate with domestic and foreign friends, and create a better future hand in hand.</p> <p>And now we want to import some better brand to expand our business, we are interested in your products as below:</p>
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XXXXX

XXXXX (Products of the Icelandic company)

Please give us more info about your products ,say their key features,their characteristic,what is the virtue of them . Also tell us your best price list and discount if we buy them .. Small profit and quick returns as a rule you know. As You can imagine, We do not want to compete with the “ low market segment ” according to our strategy. Our board director will have a meeting to discuss this business on the basic of your return info.

your sale condition as belwo question :

- 1.your terms of payment
- 2.term of delivery
- 3.time of dispatch
- 4.products warranty
- 5.products Quality Certificates
- 6.after-sale service. For we need to carry out and ensurence after warranty service for our clients
- 7.packing
- 8.legal relations/sale agreement :would you provide us with sale agreement which is made by and between the buyer and the seller,whereby the buyer agrees to buy and the seller agrees to sell and under-mentioned goods.On the basis of mutual benefit and quality.

I hope this letter will mark the beginning of a long lasting mutually and advantageous business relationship with your esteemed company.

Waiting for your reply soon

XXX

XXXXX

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XXXXX /

	Marketing manager
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Remarks:

Now they gave their name, but still -

- 1) No telephone and fax number;
- 2) No website of its own

3. They agreed on the price immediately upon receipt of the price list – without bargaining - but, please note the “but” marked RED in the mail:

Company A	Company B
<p>Dear XXX</p> <p>After discussed with our boss today.we want to deal with you.We want to buy your products as below:</p> <p><u>XXXXX (Name of products)</u></p> <p><u>We can order one pallet for each type of them at our first order.</u></p> <p><u>But In our opinion</u>, in order to develop a successful relationship, we should start step by step. It is very important to speak about strategy of developing the market because from our experience we know that good start and start from the right level is very important and helpful and later of course has big impact in sale and income</p> <p>Of course "At the beginning of any cooperation we will arrange payment in advance" .but we also hope before pay to you ,we want our manager to inspect your products before shipment them.The purpose of this meeting we hope you can present about your products that can be exported to the China and re-sell by our</p>	<p>When Company B contacted the Embassy regarding this inquiry, the “buyer” of Company A was found out dubious after the Visa Section of the Embassy did some check. Company B was thus cautioned against this similar practice. It was understood that Company B has not been corresponding to this “buyer” any more.</p> <p>Remarks:</p> <p>They need to come to Iceland to inspect, still leaving the hope to the Icelandic company that they are coming with big order.</p>

Company. Also to build solid foundations for longevity and a very successful business partnershi ,to identify prospective prodcuts according to target markets and price targets,to identify objectives and strategies for initial and on-going launch,help and support

So before dealing with you,there is nothing quite like seeing things in actual operation.To develop a long term cooperation granting mutual advantages and common benefits ,we want to make an inspection tour of your company and discuss the business with you face to face.For it is the first time to deal with you,it is necessary to meet you and check the products before confirming the order .Say in XXX (Date of visit). Please let me know your feedback! Of course before I need to receive your suggestion because I have to show it to my General Manager who authorizes the meeting; this a standard procedure for our Group in order to avoid misunderstands and waste time for both of us.

What do you think about this matter ?

Waiting for your feedback

regards

XXX

And they explained in length the importance and significance of this inspection trip.

4. Then they pushed for invitation letter

Company A	Remarks:
<p>Dear XXX,</p> <p>Thanks for your email. We are also happy that you will send some samples to us to study. It is useful for us to know more your products then. I will give you the post address then you can send them to us then.</p> <p>Regards the meeting, you said on XXX (Date), it is also possible for us. I am glad to have come to terms with you at last on this point. Yes, face to face meeting is the best way to know more your products. We wish to meet you by this opportunity, without this meeting in xxx (place), we can not meet you now.</p> <p>Today we asked the embassy about the procedure to meet you, and they said that we need the documents from your side to prove you invite us. You can see their website : http://www.iceland.org/cn/english/the-embassy/visas-to-iceland/nr/4266 those documents will assist us to apply for the visa then. All as below:</p> <ol style="list-style-type: none"> 1. An invitation letter from your company letterhead that give clear indication of the aim and the time of the visit, include the details of the visitors. Seal with your company stamp and signature by your principal on it. 2. Post the catalogue of your products and The business card of yours 3. The copy of your company business licence 4. hotel reservation <p>Please note that all those documents will help to us apply for the visa, and the</p>	<p>■ They still have not given their mail address so far.</p> <p>Nevertheless, they have to provide actual information about their location.</p> <p>■ They are lying. The required documentation on this webpage is:</p> <ol style="list-style-type: none"> 1. <u>1 application form</u> duly completed and <u>2 up-to-date photos</u> (3,5cm x 4,5 cm) with white background. 2. <u>Passport, valid until at least 90 days after expiration of the visa plus 1 copy of the identification pages.</u> 3. <u>Original introduction letter</u>, English translation of the Chinese company (stating address, telephone/fax-numbers, position and salary of the visa applicant, subject of the intended business activity) including signature and seal of the company. 4. <u>A copy of the business license of the Chinese company</u> including translation into English. 5. <u>Original invitation from the business partner in Iceland in English</u> containing : <ol style="list-style-type: none"> a) letterhead, address, telephone/fax-numbers, email-address and website

<p>expense we cover this time. Please confirm then we can arrange everything to you soon. We hope our cooperation will do in a actual operation.</p> <p>Waiting for your reply soon regards XXX</p>	<p>(if applicable),</p> <p>b) intended duration of stay,</p> <p>c) purpose of stay containing an itinerary.</p>
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5. And then the information to be included in the invitation letter for visa application:

Company A	Remarks
<p>Dear XXX,</p> <p>Sorry for my late reply. Last week i was ill so i have to send it to you today. Sorry again</p> <p>As below you can see the info i send to you so that you can arrange the invitation for us asap.</p> <p>By the way, the meeting please don't indicate the exact date on it, for we heard the air-ticket is very hard to book. we don't hope we can not meet you in time than. So the meeting date please indicate "During XXX(one month)" Hope you can understand. And regards the hotel, we will book it by ourself.</p> <p>XXXXXXXX (Name of the company) Address: XXXXXX, China Register no. XXXXXXXXXX</p> <p>Mr. XXXXX D.O.B: 18 May 1974 Passport No.: G25798310 Position: General Manager</p> <p>Mrs. XXXX D.O.B: 20 Oct 1974 Passport No.: 31393177 Position: Marketing Manager</p> <p>Mr. XXXX D.O.B: 13 Nov 1975 Passport No.: G37741322</p>	<ul style="list-style-type: none"> ■ The information they gave has to be real as they need to show them to the Visa Section ■ But still no telephone and fax number ■ This would mean that if something is exposed, it may still be very difficult to locate them

<p>Position: Technical manager</p> <p>visit date: During DEC.</p> <p>Pls note the invitation letter should contain the information as follow :</p> <ol style="list-style-type: none"> 1. Give clear indication of the aim and the time of the visit, include the details of the visitors. Seal with your company stamp and signature by your principal on it. 2. Post the catalogue of your products and The business card of your principal 3. The copy of your company business licence <p>Please fill the information to the invitation form, then sign your name and seal it and post the correct invitation letter by express, day DHL, TNT, UPS .EMS ect and tell us about the tracking number, so that we can query the invitation in time. <u>Before post to us , please send me the copy invitation by email for us to check first!</u> <u>Before post to us , please send me the copy invitation by email for us to check first!</u> After our confirmation, then you can post! I hope can receive the copy invitation ASAP, because we need a little time to arrange the visa!!!</p> <p>Very deep thanks! Will your please reply without delay what your wishes are in this matter .If you have any question don't hesitate to contact me again!!</p> <p>XXX</p>	<ul style="list-style-type: none"> ■ They attend to every detail of sending the invitation letter ■ Very detailed about content of the invitation letter and the way of sending the invitation letter. ■ And very eager to get it, ASAP!
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6. And with invitation letter they came to the Embassy for visas:

As a procedure, the Visa Section had separate interviews with each of the three applicants and found out that:

- 1) None of them spoke English – **How can they go to talk about business in Iceland?**
- 2) The young lady seemed to be the organizer while the other two more like farmers that were being organized by the young lady.

Based on the name and location of this company, the Visa Section did a general check and found out that the company is a tiny company at the village – **Note that they said that they cover the whole China.**

7. One day after they asked to withdraw their visa application.

The Visa Section was wondering whether their withdrawal was related to similar case previously: A Chinese “company” has made visa applications for its executives to visit Iceland to inspect, as investors. The Visa Section did some check and found out that this company could not be found at the address provided by the applicants. Another company, carrying the same name as this one, is in another place, and they did not know those people at all.

It is not known whether this “buyer” company has already heard such news in their inner circle and thus decide to withdraw their visa applicaiton. One thing is clear, i.e. once their passports have the stamp of “refusal”, it might mean that they would never have the opportunity to step on the land of most of the European countries, and the organizer has to pay for the “compensation” for the organization failure.