

Official Statement by Bailshaver: Vikings Blade Chieftain is not the same as Baili BD179

Prepared by Bailshaver (Guangzhou Weidi Commodity Co., Ltd.)

This statement is written in light of recent speculations made by some internet users about the relationship between Baili and Vikings Blade (a boutique manufacturing house based in Australia), particularly in respect of the similarities between the Chieftain razor and the BD179 razor.

We wish to clarify this matter and put it to rest once and for all.

The Chieftain razor by Vikings Blade and the BD179 razor are not the same.

(1) (i) On June 15, 2015, Vikings Blade contacted Baili with a prototype to develop a brand new advanced custom butterfly razor model to be named The Chieftain.

(ii) The production process outsourced to Baili was substantially delayed multiple times due to:

- The complexity of the customizations;
- The creation of many new components;
- The sourcing of many rare raw materials, namely Swedish Sandvik 13C26, bronze and brass alloys; and
- The extremely strict quality control requirements and regulations enforced by Vikings Blade.

(iii) In order to meet deadline and to make production easier for ourselves (Baili), we proposed some minor changes to simplify Vikings Blade's advanced custom specs.

(2) Having accepted Baili's simplified suggestions, the new Chieftain by Vikings Blade (which now did not have Vikings Blade's name on the mold) was soon launched as a brand new premium model targeting the upper range segment on Amazon.

(3)(i) At this stage, Baili had only been selling a completely unrelated 3-piece model named BT131 on Amazon and AliExpress, both in mainland China and many international markets. The BT131 razor is smaller, lighter and has a different head mechanism.

(3)(ii) Since both the older BT131 and the future BD179 are created entirely by Baili, this led to 2 untrue speculations that (a) the Chieftain was a copy of the BT131 (because they share a vaguely similar handle) and (b) the BD179 and the BT131 were the same razor. These speculations later on turned into a purposely ill-intentioned "misunderstanding" that the BD179 already existed at the same time as BT131 – giving it a false "pre-mature" appearance much before it was actually released many years later.

(4) Within a short 2 months since the original Vikings Blade Chieftain's launch date, it quickly became the most popular butterfly razor on Amazon.

This attracted many OEM sellers of all sizes to contact Baili, who now also wanted to do the same design as Vikings Blade the Chieftain. However, due to the proprietary nature of Vikings Blade's razor customizations, exact replicas were not allowed to be made.

(5)(i) Around this time, Baili also started selling a new bare-bone model on AliExpress called the BD179 as a mass-produced version targeting developing markets. To stop other Chinese

manufacturers from supplying this design to Baili's clients, Baili also had this design registered in China. Vikings Blade was made aware of this.

(ii) Due to the increasing popularity of the Chieftain, many international resellers repeatedly contacted Baili and Baili started using the new bare-bone BD179 model for all these OEM orders.

(6)(i) What we confirm is that the Chieftain razor by Vikings Blade and the BD179 razor are not the same. From an outsider, they may appear similar but the shave, the feel and the customizations are completely different. The Chieftain is produced exclusively in small quantities, fully regulated and controlled according to Vikings Blade's extremely high Australian standards.

(6)(ii) We do custom parts as per Vikings Blade's own specs and have our B stamp printed on their baseplates, as we do with all our other partners and ourselves. The B stamp simply means that a certain component has been created with a mold residing at one of Baili's factories.

(7) Baili acknowledges that previously a few casual sales staff were not fully aware of this and may have inadvertently made some unsubstantiated claims about this issue. We admit that due to the high turnover of casual sales staff, we have difficulty controlling statements made by our delegates.

(8) Baili acknowledges that the entire Chieftain razor by Vikings Blade is a proprietary design, manufactured exclusively under the strictest quality control and supervision regulated by Vikings Blade.

(9) As of July 2017, the Chieftain razor by Vikings Blade will no longer share the same base platform with the BD179 or have any references to Baili. The Chieftain will now utilize its early more advanced prototype which Baili originally found too complex to make.

We hope this puts an end to all accusations against Vikings Blade and allow both companies to separately focus on creating new products to serve the wet shaving community better.

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