

Commercial Proposal for Supply

Integrated Stainless Steel Supply Solutions for Global Industrial Projects



Seamless and welded stainless steel pipe



Global procurement of stainless steel from China

Introduction

Integrated procurement of food-grade and chemically resistant stainless steel from China demands deep understanding of the client's technological processes, precise grade and form selection, and flawless supply chain execution with full regulatory compliance. Metal-Asia.pw specializes in turnkey deliveries for food processing, chemical, pharmaceutical, and HoReCa sectors, serving international distributors, EPC contractors, and industrial OEMs across EU, North America, Middle East, Southeast Asia, and Latin America.

Supply Chain Pain Points and Integrated Solutions

Pain Point 1: Fragmented Procurement from Multiple Suppliers. Clients receive sheet from one supplier, pipe from another, and valves from a third. The result is mismatched delivery schedules, component incompatibility, and multiplied logistics costs.

Solution: Metal-Asia.pw executes unified procurement across one or multiple coordinated manufacturing facilities in China. Single production schedule, single consolidated shipment, single customs declaration – with full Supply Chain Transparency and Direct Access to mill production data.

Pain Point 2: Material Non-Conformance with Project Specifications. Delivered materials fail incoming inspection due to chemical composition or mechanical property deviations. Project execution halts for 2-3 months while replacement material is sourced.

Solution: Pre-project technical audit of client requirements, specification alignment with the engineering department, and provision of pre-production samples for client incoming inspection approval before serial production commences.

Pain Point 3: Regulatory Certification Complexity in Destination Markets. Stainless steel equipment for food processing requires compliance with multiple regulatory frameworks: FDA 21 CFR (USA), EU

Regulation 1935/2004 (Europe), EHEDG guidelines, 3-A Sanitary Standards, ASME BPE (pharmaceutical), and local pressure equipment directives.

Solution: Full regulatory compliance support: preparation of technical files, material declarations, surface finish certificates, pressure test reports, and third-party compliance verification. Coordination with notified bodies and accredited inspection organizations in destination markets.

Industry-Specific Solutions

Food Processing Industry

| Application | Recommended Grade | Product Form | Surface Finish | Compliance Standard |
|------------------------------|-------------------|--------------------------|---------------------|-----------------------|
| Milk, wine, and beer tanks | AISI 304/304L | Sheet 2B, DIN 11850 tube | Ra <0.8 micrometers | DIN 11850, 3-A, EHEDG |
| Meat processing tables | AISI 304 | Sheet 2B, 1.5-2 mm | Ra <0.8 micrometers | EN 10088, FDA |
| Confectionery equipment | AISI 304/316L | Sheet 2B, EP tube | Ra <0.4 micrometers | FDA, EHEDG |
| Dairy process piping | AISI 316L | DIN 11850 EP tube | Ra <0.8 micrometers | DIN 11850, 3-A |
| Oil storage tanks | AISI 304 | Sheet 2B, welded pipe | Ra <1.6 micrometers | ASTM A240 |
| Vinegar production equipment | AISI 316/316L | Sheet 2B, seamless pipe | Ra <0.8 micrometers | ASTM A240 |

Chemical and Pharmaceutical Industry

| Application | Recommended Grade | Product Form | Thickness/Pressure | Compliance Standard |
|--------------------------------|-------------------|-------------------------|---------------------|-----------------------|
| Chemical reactors | AISI 316/316L | Sheet 2B, seamless pipe | 4-20 mm, PN16-PN40 | ASTM A240, ASME VIII |
| Reagent transfer piping | AISI 316L | Seamless EP tube | 2-6 mm, PN25 | ASTM A269, ASME B31.3 |
| Pharmaceutical storage vessels | AISI 316L | Sheet BA, EP tube | 2-5 mm, atmospheric | FDA, GMP, ASME BPE |
| Rectification columns | AISI 316L | Sheet 2B, seamless pipe | 3-8 mm, PN10 | ASTM A240 |

| Application | Recommended Grade | Product Form | Thickness/Pressure | Compliance Standard |
|-----------------------------|-------------------|-------------------------|--------------------|---------------------|
| Chlorine handling equipment | AISI 316L/904L | Sheet 2B, seamless pipe | 4-12 mm, PN16 | ASTM A240 |

HoReCa and Medical Applications

| Application | Recommended Grade | Product Form | Surface Finish | Compliance Standard |
|--------------------------------|-------------------|----------------------|---------------------|---------------------|
| Professional kitchen equipment | AISI 304 | Sheet 2B/No.4, tube | Ra <0.8 micrometers | EN 10088, NSF |
| Sinks and washbasins | AISI 304 | Sheet 2B, 1.0-1.5 mm | Ra <0.5 micrometers | EN 10088 |
| Shelving and racking | AISI 430/304 | Sheet 2B, tube | Ra <1.6 micrometers | EN 10088 |
| Surgical instruments | AISI 316L | Bar stock | Bright, polished | ISO 7153-1 |
| Sterilization equipment | AISI 316L/321 | Sheet 2B, tube | Ra <0.4 micrometers | ISO 17665, ASME BPE |

Complete Product Portfolio

| Category | Product Types | Steel Grades | Size Range |
|---------------------|--|-------------------------------------|---|
| Sheet and plate | Cold-rolled 2B/BA/No.4, hot-rolled No.1, checker plate, perforated | AISI 304/304L/316/316L/321/310S/430 | 0.5-50 mm thickness, 1000-2000 mm width |
| Pipe and tube | Seamless CD, ERW, hollow sections, DIN 11850, SMS, ASME BPE | AISI 304/304L/316/316L/321 | 6-3048 mm OD |
| Bar and rod | Cold-drawn round, hot-rolled round, square, hex, angle, flat | AISI 304/304L/316/316L/321 | 3-300 mm |
| Valves and fittings | Elbows, tees, flanges, ball valves, gate valves, unions | AISI 304/316 | DN10-DN300 |
| Pipe fittings | Reducers, crosses, caps, nipples | AISI 304/316 | 10-200 mm |
| Wire | Binding, welding, spring | AISI 304/316/321 | 0.1-10 mm |

Logistics and Delivery Schedules

| Route | Transport Mode | Transit Time | Incoterms |
|---|----------------|--------------|-----------------|
| China — EU (Rotterdam/Hamburg) | Sea freight | 28-35 days | FOB / CIF / DAP |
| China — North America (Los Angeles/Houston) | Sea freight | 18-25 days | FOB / CIF / DAP |
| China — Middle East (Jebel Ali/Dammam) | Sea freight | 18-22 days | FOB / CIF / DAP |
| China — Southeast Asia (Singapore/Bangkok) | Sea freight | 10-15 days | FOB / CIF / DAP |
| China — Latin America (Santos/Buenos Aires) | Sea freight | 35-45 days | FOB / CIF / DAP |
| China — Global (urgent) | Air freight | 7-14 days | CPT / DAP |

HS Codes for Integrated Deliveries

| Category | HS Code | Typical Duty Rate |
|--------------------|---------------------------|-------------------|
| Cold-rolled sheets | 7219.33.100 | 0-5% |
| Hot-rolled sheets | 7219.24.000 | 0-5% |
| Seamless tubes | 7304.41.000 | 0-5% |
| Welded tubes | 7306.40.200 | 0-5% |
| Bars and rods | 7222.40.900 | 0-5% |
| Pipe fittings | 7307.29.300 | 0-5% |
| Valves | 8481.80.610 / 8481.80.190 | 0-5% |
| Wire | 7223.00.190 | 0-5% |

Metal-Asia.pw Global Procurement Services

Metal-Asia.pw delivers comprehensive stainless steel supply chain solutions from China, designed for international distributors, EPC contractors, and industrial OEMs:

- **Global Procurement Management:** Consolidated sourcing across multiple certified mills with single-point accountability
- **Supply Chain Compliance:** Full adherence to ASTM, EN, ASME, ISO, FDA, and destination-market regulatory requirements
- **Third-Party Quality Assurance:** Independent inspection by SGS, Bureau Veritas, or TUV; NDT (UT, RT, PT, MT), chemical analysis, and dimensional verification
- **Customs & Trade Compliance:** Accurate HS code classification, origin certification, and customs documentation for EU, North America, Middle East, Southeast Asia, and Latin America
- **Logistics & Freight Management:** Multimodal sea/rail/road/air freight with FOB, CIF, DAP, and DDP Incoterms options
- **Technical Documentation:** Mill Test Certificates 3.1/3.2 per EN 10204, material safety data sheets, inspection reports, and compliance declarations

For detailed service specifications, visit Metal-Asia.pw.

FAQ — Frequently Asked Questions

1. How can I verify genuine AISI 304 food-grade stainless steel and avoid counterfeit material?

Authentic AISI 304 contains 18-20% chromium and 8-10.5% nickel. Counterfeit products often substitute nickel with manganese (AISI 201 grade). AISI 201 contains only 14-16.5% chromium and 1-1.5% nickel, leading to corrosion within 6-12 months in food-contact environments. Metal-Asia.pw performs on-site spectrometric analysis at the manufacturer's facility in China before shipment. Every batch is accompanied by a Mill Test Certificate 3.1 per EN 10204 with actual chemical composition data.

2. Which stainless steel grade is suitable for chloride-containing environments such as salt brine or seawater?

For aggressive chloride environments — including salt solutions, seawater, and vinegar production — AISI 316 (UNS S31600) with 2-3% molybdenum content is the industry standard. Molybdenum enhances pitting and crevice corrosion resistance by a factor of 3-5 compared to AISI 304. For extreme marine or chemical applications, AISI 316L or super-austenitic AISI 904L is recommended.

3. What international standards apply to stainless steel procurement and compliance?

Key standards for global supply chains: ASTM A240 (sheet and plate), ASTM A269/A312 (seamless and welded pipes), ASTM A276 (bars and shapes), EN 10088 (European stainless steel grades), EN 10204 (inspection certificates), ISO 7153-1 (surgical instruments), ASME Section VIII (pressure vessels). Metal-Asia.pw ensures full compliance with destination-market standards, including FDA, EHEDG, and 3-A Sanitary Standards for food-contact applications.

4. What is the typical lead time for stainless steel deliveries from China?

Standard delivery from order confirmation to arrival at the client's designated port or warehouse ranges from 35-50 days for sea freight. Urgent air freight deliveries for small-gauge or critical components are available within 7-14 days. For large-scale industrial projects, we recommend procurement planning with a 60-day buffer to accommodate production scheduling and ocean freight consolidation.

5. What quality control procedures does Metal-Asia.pw implement during procurement?

Our multi-stage quality assurance protocol includes: spectrometric analysis of chemical composition at the mill, ultrasonic testing (UT) for internal defects, visual surface inspection per ASTM A480, dimensional verification with calibrated gauges, and third-party inspection by SGS, Bureau Veritas, or TUV upon client request. All results are documented in the Mill Test Certificate and inspection reports.

6. What HS codes apply to stainless steel imports for customs clearance?

Primary HS codes for international trade: 7219.33 (cold-rolled sheets <3mm), 7219.24 (hot-rolled sheets), 7304.41 (seamless pipes), 7306.40 (welded pipes), 7222.40 (bars and rods), 7307.29 (pipe fittings), 8481.80 (valves). Metal-Asia.pw provides full customs documentation support, including correct HS classification, country of origin certificates, and compliance declarations for EU, North American, Middle Eastern, and Southeast Asian markets.

7. Can I order custom cutting, forming, and surface finishing?

Yes. Our partner manufacturing facilities in China offer: CNC laser cutting (tolerance +/- 0.1 mm), press brake bending up to 180 degrees, surface polishing to mirror finish (Ra 0.2 micrometers), TIG/MIG welding with argon backing, and electropolishing for pharmaceutical-grade surfaces (Ra <0.4 micrometers). Minimum order quantity for custom fabrication starts at 500 kg per specification.

8. What supply chain risks does Metal-Asia.pw mitigate for international buyers?

Common procurement risks from China include: grade substitution (AISI 201 sold as AISI 304), thickness deviation beyond ASTM tolerances, missing or fraudulent certificates, customs delays due to incorrect documentation, and warranty disputes for defective material. Metal-Asia.pw eliminates these risks through direct mill relationships, independent pre-shipment inspection, full documentation compliance, bonded warehousing options, and contractual warranty terms with refund or replacement guarantees.

Contact Information

For all inquiries regarding food-grade and chemically resistant stainless steel procurement:

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