

# COMMERCIAL PROPOSAL

## Larssen ECO 632 Hot-Rolled Steel Sheet Piles (SPU 632 / PU32 / SY390GP) — Direct Mill Procurement via Metal-Asia.pw

**Supplier:** Metal-Asia.pw — B2B Global Procurement & Supply Chain Compliance Platform

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**Date:** June 20, 2026

### 1. TECHNICAL SPECIFICATIONS

Parameter	Value
Profile Type	U-section (Larssen interlock)
Width	600 mm
Height	452 mm
Web Thickness	19.0 mm
Flange / Interlock Thickness	10.7 mm
Weight per Linear Meter	114 kg/m
Wall Weight per m <sup>2</sup>	190 kg/m <sup>2</sup>
Cross-Sectional Area	~145 cm <sup>2</sup>
Moment of Inertia	72,320 cm <sup>4</sup> /m
Section Modulus	3,200 cm <sup>3</sup> /m
Steel Grade	S390GP / SY390 / Q390P
Yield Strength	≥ 390 MPa
Tensile Strength	≥ 490 MPa
Production Standard	EN 10248, JIS A5528, GB/T 20933

**Also Known As:** SPU 632, PU32, PU32+1, GHU 32N

**Applications:** Excavation retaining walls, cofferdams, marine structures, bridge abutments, quay walls, flood defenses.

## 2. GLOBAL MARKET PRICE ANALYSIS (by Region)

### 2.1 Regional Price Benchmark (New Material, Ex-Works / Local Warehouse)

Prices per metric tonne for Larssen-type sheet piles of comparable cross-section (L5-UM, VL606, PU32, SPU 632 profiles), new condition, excluding delivery to end-user.

Region / Hub	Price per MT, USD	Price per Meter, USD	Notes
EU — Germany (Duisburg)	1,150 — 1,450	113 — 142	ArcelorMittal/Vitkovice distribution hub; EN 10248 certified stock
EU — Netherlands (Rotterdam)	1,100 — 1,400	108 — 137	Major European port stock; competitive for Atlantic shipments
EU — Poland (Katowice)	1,050 — 1,350	103 — 133	Central European logistics node; strong availability
UK — London / Immingham	1,200 — 1,500	118 — 148	Post-Brexit import duties apply; limited domestic production
Middle East — Dubai (JAFZA)	1,000 — 1,300	98 — 128	Major re-export hub; CIF delivery to GCC standard
Southeast Asia — Singapore	950 — 1,200	93 — 118	Regional trading center; competitive for ASEAN projects
Australia — Melbourne / Perth	1,300 — 1,600	128 — 157	Long lead times; limited local rolling capacity
Africa — Durban (South Africa)	1,100 — 1,400	108 — 137	Import-dependent; regional logistics cost premium
South America — São Paulo	1,200 — 1,500	118 — 148	Limited local production; ocean freight significant
USA — Houston / New Orleans	1,100 — 1,350	108 — 133	Domestic supply strong; imports competitive for large lots
USA — West Coast (Los Angeles)	1,250 — 1,500	123 — 148	Higher logistics from East Coast / Asia

**Global Average (June 2026):**

**USD 1,100 — 1,400 per MT** (lot sizes 20 MT+, ex-warehouse)

### 2.2 Logistics Impact on Landed Cost

Freight is the primary cost driver in sheet pile procurement. Below are indicative rates for inland and multimodal delivery.

Route	Mode	Cost per MT, USD	Transit Time
Rotterdam → Duisburg	Rail / Road	25 — 45	1—2 days
Rotterdam → Warsaw	Rail	55 — 80	3—4 days
Rotterdam → Dubai (Jebel Ali)	Sea (40'HC)	80 — 120	14—18 days
Singapore → Sydney	Sea (40'HC)	120 — 160	18—22 days
Shanghai → Los Angeles	Sea (40'HC)	90 — 140	14—18 days
Shanghai → Durban	Sea (40'HC)	110 — 150	20—25 days
Tianjin → Hamburg	Sea (40'HC)	85 — 130	28—35 days
Ningbo → Rotterdam	Sea (40'HC)	95 — 140	25—32 days
Port of Entry → Inland Project Site	Road (flatbed)	40 — 150	1—5 days

**Key Insight:** Logistics adds **8% — 35%** to the ex-works price depending on destination. Coastal hubs (Rotterdam, Singapore, Houston) offer the best landed-cost efficiency.

### 3. EX-MILL PRICING — PRODUCER EXA (FOB South China, June 2026)

#### 3.1 Mill Price List

Product Description	FOB Price per MT, USD	Min. Lot Size	Producer / Origin
Hot-rolled Larssen U-type sheet pile (PU32, SPU 632)	380 — 520	10—25 MT	Producer EXA-1, Guangdong, PRC
Larssen sheet pile SY390/S390GP, 600 mm (ECO 632 equivalent)	480 — 580	50—100 MT	Producer EXA-2, Guangdong, PRC
Larssen sheet pile S355GP/S390GP, 600×452 mm	530 — 680	20—50 MT	Producer EXA-3, Guangdong, PRC
Hot-rolled sheet pile Q345B/Q390P	510 — 600	25—100 MT	Producer EXA-4, Guangdong, PRC

Product Description	FOB Price per MT, USD	Min. Lot Size	Producer / Origin
Premium-grade sheet pile (ZU22, WR22-600)	190 — 285 per piece	—	Producer EXA-5, Guangdong, PRC

**Reference FOB Price for Lots 50 MT+:**

**USD 520 / MT** (baseline for landed cost calculations)

### 3.2 Producer Overview

#	Producer	Location	Certification	Annual Capacity
1	<b>Producer EXA-1</b>	Guangdong, PRC	ISO 9001, ISO 14001, CE, FPC	1,000,000+ MT/year
2	<b>Producer EXA-2</b>	Guangdong, PRC	ISO, CE, SGS, BV	100,000 MT/year
3	<b>Producer EXA-3</b>	Guangdong, PRC	ISO, CE	—
4	<b>Producer EXA-4</b>	Guangdong, PRC	ISO, SGS	200,000+ MT/year
5	<b>Producer EXA-5</b>	Guangdong, PRC	ISO, CE, SGS	80,000 MT/year

## 4. PROCUREMENT ADVANTAGE: CHINA vs GLOBAL MARKET — DETAILED ANALYSIS

### 4.1 Comparative Cost Analysis (100 MT Lot, Delivered to Rotterdam Hub)

Parameter	Global Market (EU Warehouse)	Direct Mill Import via Metal-Asia.pw	Delta
<b>Unit price at supplier</b>	1,150 — 1,450 USD/MT	520 USD FOB ≈ 520 USD	—
<b>Delivery to destination</b>	Included / +50—150 USD/MT	245 USD/MT (ocean + inland + clearance)	—

Parameter	Global Market (EU Warehouse)	Direct Mill Import via Metal-Asia.pw	Delta
Landed cost per MT	1,150 — 1,450 USD	~765 USD	—385 ... — 685 USD
Total landed cost (100 MT)	115,000 — 145,000 USD	76,500 USD	—38,500 ... — 68,500 USD
Savings	—	—	33.5% — 47.2%

## 4.2 Landed Cost Structure — 100 MT Import (Rotterdam)

Cost Component	Amount, USD	Share of Total
Ex-mill FOB value (Producer EXA)	52,000	68.0%
Ocean freight + insurance (FOB → Rotterdam)	4,200	5.5%
Import duty (10% of CIF)	5,620	7.3%
VAT / GST (varies by destination; recoverable for VAT-registered entities)	12,660	16.5%
Customs clearance + brokerage	800	1.0%
Inland delivery (port → warehouse)	1,000	1.3%
Metal-Asia.pw procurement services	220	0.4%
<b>TOTAL LANDED COST</b>	<b>76,500 USD</b>	<b>100%</b>

## 4.3 Margin & Value Breakdown

Procuring through Metal-Asia.pw delivers multi-layered value beyond headline price:

Value Layer	Description	Benefit per 100 MT
Direct price advantage	Mill-direct FOB vs distributor/warehouse markup	38,500 — 68,500 USD
Tax efficiency	Import VAT is fully recoverable for VAT-registered buyers (typical rate 19 —22%), effectively reducing net cost	+12,660 USD (cash-flow benefit)
Specification flexibility	Custom lengths (6m / 9m / 12m / 15m / 18m) with no non-standard surcharge	+5—10% flexibility premium

Value Layer	Description	Benefit per 100 MT
<b>Quality assurance</b>	Independent pre-shipment inspection, MTC verification, NDT testing — eliminating rejection risk	+3—5% risk mitigation value
<b>Supply chain transparency</b>	Full traceability from melt to delivery; real-time tracking; compliance documentation	Non-quantifiable: protects project timelines and contractual obligations
<b>TOTAL EFFECTIVE SAVINGS (incl. VAT recovery)</b>		<b>51,160 — 81,160 USD</b>
<b>EFFECTIVE SAVINGS %</b>		<b>44.5% — 56.0%</b>

## 4.4 Why Source from China via Metal-Asia.pw

1. **Direct Mill Access** — Eliminate 2—4 intermediary layers typical in global steel distribution (typical markup 60—120% above FOB)
2. **Scale Economics** — EXA producers operate at 1,000,000+ MT/year capacity, driving unit cost advantages unavailable to smaller regional mills
3. **Full Compliance Documentation** — Mill Test Certificates (MTC), ISO/CE certifications, third-party inspection reports (SGS, Bureau Veritas, TÜV), Origin Certificates — all provided as standard
4. **Supply Chain Transparency** — Real-time production monitoring, pre-shipment inspection with photo/video reporting, container tracking from gate to gate
5. **Quality Gatekeeping** — Independent NDT testing (UT, RT, MT, PT), spectral analysis (PMI), dimensional inspection — defects caught before shipment, not on your project site
6. **Turnkey Logistics** — Single-point accountability: ex-mill → ocean freight → customs clearance → final-mile delivery. No finger-pointing between freight forwarders, brokers, and hauliers
7. **Risk Mitigation** — Cargo insurance (ICC-A), contractual performance guarantees, defect replacement at mill cost, escrow payment options for first-time buyers

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## 5. FULL LANDED COST CALCULATOR: EX-MILL TO YOUR WAREHOUSE

### 5.1 Scenario: 100 MT of Larssen ECO 632 (SY390GP), Delivered to Rotterdam

#	Cost Line Item	Amount, USD
1	<b>Ex-mill FOB</b> (Producer EXA, Guangdong) — 520 USD/MT × 100 MT	52,000
2	<b>Ocean freight FOB</b> → Rotterdam — 40'HC × 4 units	4,200
3	<b>Marine insurance</b> (0.3% of CIF)	169
4	<b>Import customs duty</b> (10% of CIF value)	5,620
5	<b>VAT / GST</b> (recoverable for registered entities)	12,660
6	<b>Customs clearance + brokerage</b>	800
7	<b>Inland haulage Rotterdam port</b> → your warehouse	1,000
8	<b>Metal-Asia.pw procurement &amp; inspection services</b>	220
	<b>TOTAL LANDED COST</b>	<b>76,669 USD</b>
	<b>LANDED COST PER MT</b>	<b>~767 USD/MT</b>

## 5.2 Global Comparison: Landed Cost by Destination

Destination	Global Market Price (USD/MT)	Metal-Asia.pw Landed (USD/MT)	Savings (USD/MT)	Savings %
<b>Rotterdam, Netherlands</b>	1,150 — 1,450	<b>~767</b>	383 — 683	33.3% — 47.1%
<b>Houston, USA</b>	1,100 — 1,350	<b>~785</b>	315 — 565	28.6% — 41.9%
<b>Dubai, UAE</b>	1,000 — 1,300	<b>~745</b>	255 — 555	25.5% — 42.7%
<b>Singapore</b>	950 — 1,200	<b>~720</b>	230 — 480	24.2% — 40.0%
<b>Sydney, Australia</b>	1,300 — 1,600	<b>~850</b>	450 — 750	34.6% — 46.9%
<b>São Paulo, Brazil</b>	1,200 — 1,500	<b>~880</b>	320 — 620	26.7% — 41.3%
<b>Durban, South Africa</b>	1,100 — 1,400	<b>~860</b>	240 — 540	21.8% — 38.6%

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## 6. TRADE COMPLIANCE & CUSTOMS

### 6.1 HS Classification

Parameter	Value
HS Code	7301 10 000 0
Description	Sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements
Unit of Measure	kg
Import Duty Rate (Most Favored Nation)	10% of customs value
VAT / GST	Varies by destination (typically 19—22%, recoverable for registered businesses)
Excise Duty	Not applicable
Customs Processing Fee	Varies by jurisdiction
Regulatory Notes	CE marking required for EU; ASTM/ASME equivalents for US; JIS for Japan. Mill certificates to EN 10248 standard standardly provided.

### 6.2 Customs Duty & Tax Formula

$CIF = FOB + \text{International Freight} + \text{Marine Insurance}$

$\text{Import Duty} = CIF \times \text{Duty Rate (typically 10\%)}$

$VAT / GST = (CIF + \text{Import Duty}) \times \text{Local VAT Rate}$

$\text{Total Customs Charges} = \text{Import Duty} + \text{VAT/GST} + \text{Processing Fees}$

**Note:** VAT/GST paid at import is fully recoverable for VAT/GST-registered businesses, representing a significant cash-flow advantage. Non-registered end-users should factor this into their true cost.

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## 7. PACKAGING & MARKING

## 7.1 Standard Export Packaging

Parameter	Specification
<b>Bundle Type</b>	Seaworthy bundles with steel strapping
<b>Strapping</b>	Blue steel strap, 31.75—32 mm width, ≥ 0.9 mm thickness, ≥ 6% elongation
<b>Straps per Bundle</b>	2—3 bands
<b>End Protection</b>	Wooden battens or cardboard end-caps
<b>Corrosion Protection</b>	Anti-rust oil coating + polyethylene film wrap
<b>Marking</b>	Paint-stenciled: steel grade, dimensions, unit weight, heat number, mill logo
<b>Max Bundle Weight</b>	3,000 — 5,000 kg
<b>Container Loading</b>	Longitudinal placement; wooden separators between bundle layers

## 7.2 Packing List Template

### PACKING LIST

Shipper (Exporter):

[Producer EXA, Mill Reference]

[Guangdong Province, P.R. China]

Consignee:

[Buyer Company Name]

[Delivery Address, VAT/Tax ID]

Invoice No: [Commercial Invoice Number]

Date: [Date of Issue]

Vessel/Voyage: [Vessel Name / Voyage Number]

Port of Loading: [Port, China]

Port of Discharge: [Destination Port]

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No.	Description	Spec	Qty	N.W.	G.W.	
	Dimensions		(pcs)	(kg)	(kg)	(m)

1	Hot Rolled Steel Sheet 12.0×0.60×0.45	SPU 632	88	5,000	5,032	
	Pile (Larssen Type, 600mm)	S390GP				
...	...	...	...	...	...	...

TOTAL: [XX] pcs [100,000] kg [100,640] kg [XX m<sup>3</sup>]

Container Nos: [Container Numbers]

Seal Nos: [Seal Numbers]

Gross Weight: [XX] kg

Net Weight: [100,000] kg

Total Volume: [XX] m<sup>3</sup>

Remarks:

- HS Code: 7301 10 000 0
- Country of Origin: People's Republic of China (CN)
- Anti-rust oil applied; seaworthy packing
- Certificate of Origin (Form A / CT-1) attached

## 8. LOGISTICS SOLUTIONS: CHINA → GLOBAL DESTINATIONS (2026)

### 8.1 Recommended Routes

**Route 1: OCEAN FREIGHT (Standard — Recommended for 50 MT+ lots)**

Leg	Route	Mode	Transit	Cost Indication
1	Mill (Guangdong) → Port of Loading (Shekou / Yantian / Ningbo)	Road (flatbed)	1—2 days	Included in FOB
2	Port of Loading → Destination Port (Rotterdam / Hamburg / ...)	Ocean (40'HC / breakbulk)	14—35 days	80—150 USD/MT

Leg	Route	Mode	Transit	Cost Indication
	Houston / Jebel Ali / etc.)			
3	Destination Port → Final Warehouse	Road (flatbed) / Rail	1—5 days	10—50 USD/MT
	<b>TOTAL</b>		<b>16—42 days</b>	<b>90—200 USD/MT</b>

### Route 2: RAIL — CHINA-EUROPE (Expedited — for time-sensitive projects)

Leg	Route	Mode	Transit	Cost Indication
1	Mill → Departure Terminal (Alashankou / Dostyk / Khorgos)	Road	2—3 days	Included
2	China → Europe (direct container block train)	Rail (via Kazakhstan—Russia—Belarus)	16—22 days	180—250 USD/MT
3	Arrival Terminal → Final Warehouse	Road / Rail	1—3 days	20—40 USD/MT
	<b>TOTAL</b>		<b>19—28 days</b>	<b>200—290 USD/MT</b>

### Route 3: MULTIMODAL — OCEAN + INLAND (For specific corridors)

Leg	Route	Mode	Transit	Cost Indication
1	Port of Loading → Regional Hub Port	Ocean	20—40 days	100—180 USD/MT
2	Regional Hub → Inland Destination	Road / Barge / Rail	2—7 days	30—100 USD/MT
	<b>TOTAL</b>		<b>22—47 days</b>	<b>130—280 USD/MT</b>

## 8.2 Route Comparison Matrix

Criterion	Ocean (Recommended)	Rail (Expedited)	Multimodal
Transit Time	16—42 days	19—28 days	22—47 days
Cost per 100 MT	9,000 — 20,000 USD	20,000 — 29,000 USD	13,000 — 28,000 USD
Reliability	High	Medium	Medium
Monthly Volume Capacity	Up to 200 MT	Up to 100 MT	Up to 150 MT
Seasonality	Year-round; summer peak surcharges	Year-round; winter delays possible at transshipment points	Route-dependent

**RECOMMENDATION:** Ocean freight (40'HC containers or breakbulk) offers the optimal cost-to-transit ratio for standard sheet pile lots of 50 MT and above.

### 8.3 Container & Vessel Capacity

Equipment	Payload	Pieces (12m length)
20' GP	21—25 MT	~18—22 pcs
40' HC	26—28 MT	~23—25 pcs
40' OT (Open Top)	26—28 MT	~23—25 pcs
Flat Rack	35—45 MT	~30—40 pcs
Breakbulk Vessel	No limit (bulk cargo)	Project-specific

**For a 100 MT lot:** 4 × 40'HC containers (ocean) or 2 × flat rack units.

## 9. METAL-ASIA.PW SERVICE PORTFOLIO

### 9.1 Quality Assurance & Material Verification

#	Service	Description	Turnaround
1	<b>Pre-Shipment Inspection (PSI)</b>	On-site mill inspection prior to dispatch: geometry, weight, marking, packaging verification	1—2 days

#	Service	Description	Turnaround
2	<b>Positive Material Identification (PMI)</b>	Portable spectroscopic analysis — field verification of chemical composition against specified grade	2—4 hours
3	<b>Mechanical Testing</b>	Tensile, Charpy impact, hardness (HB/HRC) — via accredited third-party laboratory	3—5 days
4	<b>Ultrasonic Testing (UT)</b>	Wall thickness verification; detection of internal discontinuities, laminations, cracks	1—2 days
5	<b>Radiographic Testing (RT)</b>	Detection of internal porosity, shrinkage cavities, inclusions	2—3 days
6	<b>Magnetic Particle Testing (MT)</b>	Detection of surface and near-surface cracks	4—8 hours
7	<b>Dye Penetrant Testing (PT)</b>	Detection of fine surface cracks and porosity	4—8 hours
8	<b>Visual &amp; Dimensional Inspection (VT)</b>	Surface condition, geometric tolerances, straightness, perpendicularity of cut ends	2—4 hours
9	<b>Mill Test Certificate Audit (MTC)</b>	Verification of MTC data: chemical composition conformity, heat number traceability	4—6 hours

## 9.2 Mill & Supplier Audit Services

#	Service	Description	Turnaround
10	<b>Technical Mill Audit</b>	Comprehensive assessment of production facilities: rolling mills, heat treatment, QA lines, warehousing	1—2 days
11	<b>Quality Management System Audit</b>	Verification of ISO 9001, ISO 14001 certifications; QC log review; equipment calibration records	1 day
12	<b>Production Capacity Audit</b>	Assessment of actual vs. claimed capacity; equipment utilization; order backlog analysis	1 day
13	<b>Supplier Reputation &amp; Compliance Check</b>	Review of export history, litigation records, financial stability, customer references	2—3 days

#	Service	Description	Turnaround
14	<b>Photo / Video Mill Report</b>	Comprehensive visual documentation: production lines, finished goods yard, loading operations	1 day
15	<b>Trial Order Management</b>	Full management of pilot lot from order placement through delivery: production monitoring, dispatch control, customs clearance	14—30 days

### 9.3 Logistics & Trade Compliance Services

#	Service	Description	Turnaround
16	<b>Door-to-Door Delivery Management</b>	End-to-end logistics: ex-mill to consignee warehouse (EXW, FOB, CIF, DDP, DAP)	Per route
17	<b>Customs Clearance Brokerage</b>	Full customs declaration support: HS code classification, duty calculation, filing	1—3 days
18	<b>Marine Cargo Insurance</b>	Comprehensive all-risk coverage (ICC-A) throughout transit	—
19	<b>Container Management</b>	Booking, loading supervision, sealing, tracking	—
20	<b>Inland Distribution</b>	Coordination of final-mile delivery from port of entry to project site	—
21	<b>Port Agency &amp; Stevedoring</b>	In-port forwarding, storage, transshipment	—
22	<b>Certificate of Origin</b>	Preparation of CT-1, Form A, EUR.1, or other origin documentation	1—2 days
23	<b>Trade Compliance Advisory</b>	Guidance on customs regulations, duty drawback, free trade agreements, VAT/GST recovery	—

### 9.4 Engineering & Consulting Services

#	Service	Description	Turnaround
24	<b>Technical Specification Matching</b>	Identification of Chinese equivalents based on required section modulus, width, steel grade	1—2 days

#	Service	Description	Turnaround
25	<b>Substitution Technical Opinion</b>	Formal assessment of feasibility for replacing European/American profiles with Chinese equivalents	2—3 days
26	<b>Material Quantity Take-Off</b>	Engineering calculation of sheet pile requirements based on excavation/retention wall parameters	1—3 days
27	<b>Spectrometry Equipment Supply</b>	Supply and commissioning of laboratory-grade metal analyzers	—
28	<b>Technical Documentation Translation</b>	Certified translation of certificates, datasheets, manuals (Chinese/English to local language)	2—5 days

## 10. ENGAGEMENT FRAMEWORK

### 10.1 Our Approach — Professional Procurement Partnership

Metal-Asia.pw operates as a **professional procurement partner**, not a commodity broker. We do not provide speculative quotes or engage in price-shopping exercises. Every engagement follows a structured, compliance-oriented process.

### 10.2 Engagement Workflow

Step	Action	Detail
1	<b>Technical Requirements Submission</b>	Buyer submits detailed RFQ/Technical Specification (see Section 11)
2	<b>Feasibility Assessment</b>	We evaluate technical and commercial viability within 48 hours
3	<b>Memorandum of Understanding (MoU)</b>	Non-binding framework agreement establishing intent, confidentiality, and compliance standards
4	<b>Commitment Deposit</b>	A nominal commitment deposit (deductible from first order) secures mill capacity reservation and detailed quotation preparation
5	<b>Detailed Quotation &amp; Mill Allocation</b>	Firm offer with locked pricing, production slot, and delivery schedule
6	<b>Purchase Order &amp; Production</b>	PO issuance, production monitoring, quality inspection

Step	Action	Detail
7	<b>Shipment &amp; Delivery</b>	Logistics execution, customs clearance, delivery confirmation

### 10.3 Commitment Deposit Policy

Preparation of a detailed, binding quotation — including mill capacity reservation, locked raw material pricing, and third-party inspection scheduling — requires allocation of resources on our side and with the mill.

- The commitment deposit demonstrates buyer seriousness and qualifies for preferential pricing tiers
- The deposit is **fully credited against the first purchase order** upon specification acceptance
- Deposits are held in escrow and are **refundable** if Metal-Asia.pw fails to deliver the quoted specification within agreed timelines
- **RFQs without a commitment deposit are reviewed at standard priority and do not qualify for volume-tier pricing**

### 10.4 Standard Payment Terms

- **Standard:** 30% advance — 40% at readiness for shipment — 30% against BL (Bill of Lading)
- **Letter of Credit (L/C):** Available for orders 200 MT+; bank charges borne by buyer
- **Open Account (O/A):** Available for established clients with proven track record; subject to credit review
- **Escrow:** Available for first-time transactions via accredited trade finance platform

## 11. REQUEST FOR QUOTATION (RFQ) — BUYER'S CHECKLIST

To prepare a tailored commercial proposal, the buyer is requested to provide the following information:

### 11.1 Product Specifications (Mandatory)

#	Parameter	Your Specification
1	<b>Required pile profile</b>	Larssen ECO 632 / SPU 632 / PU32 / require equivalent recommendation

#	Parameter	Your Specification
2	<b>Required pile length</b>	___ meters (standard: 6, 9, 12, 15, 18 m)
3	<b>Total order volume</b>	<i>MT</i> / linear meters / ___ m <sup>2</sup> of wall
4	<b>Steel grade required</b>	S390GP / SY390 / Q390P / S355GP / specify
5	<b>Quality standard</b>	EN 10248 / JIS A5528 / ASTM / Project-specific

## 11.2 Project Information

#	Parameter	Your Specification
6	<b>Structure type</b>	Excavation support / marine structure / bridge abutment / flood wall / other
7	<b>Driving depth</b>	___ meters
8	<b>Soil conditions</b>	Sand / clay / silt / rock / mixed / water-bearing
9	<b>Corrosive environment</b>	Yes / No (specify: saltwater, chemicals, pH)
10	<b>Corrosion protection requirement</b>	Anti-corrosion coating / galvanizing / none / specify

## 11.3 Delivery & Logistics

#	Parameter	Your Specification
11	<b>Delivery destination (port / city)</b>	–
12	<b>Preferred shipping mode</b>	Sea freight / Rail / Multimodal / Road
13	<b>Incoterms 2020 preference</b>	FOB / CIF / DDP / DAP / discuss
14	<b>Required delivery window</b>	–
15	<b>Unloading facilities at destination</b>	Sideloader / crane / rail siding / other

## 11.4 Commercial Terms

#	Parameter	Your Specification
16	<b>Company name</b>	–

#	Parameter	Your Specification
17	VAT / Tax ID	–
18	Contact person	–
19	Phone / Email	–
20	Payment terms preference	T/T / L/C / Escrow / discuss
21	Readiness to proceed under MoU with commitment deposit	Yes / No
22	Additional requirements or project-specific conditions	–

## 12. DOCUMENTATION PACKAGE FOR CUSTOMS CLEARANCE

#	Document	Purpose
1	Commercial Contract (bilingual)	Binding agreement between buyer and seller
2	Commercial Invoice	Payment instrument and customs valuation basis
3	Packing List	Itemized weight and volume per bundle/container
4	Bill of Lading (B/L) or Sea Waybill (SWB)	Title document for ocean shipment
5	Certificate of Origin (Form A / CT-1 / CO)	Origin verification for preferential duty treatment
6	Mill Test Certificate (MTC) per EN 10204 3.1 or 3.2	Chemical composition and mechanical properties
7	Certificate of Conformity / Declaration of Conformity	CE marking (EU) or equivalent local compliance
8	Insurance Certificate	Marine cargo coverage (for CIF/CIP terms)
9	Customs Declaration (CCD / SAD)	Filed by customs broker at destination
10	Importer Registration Documentation	Tax/VAT registration, company incorporation proof

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## 13. PRICE VALIDITY & COMMERCIAL TERMS

### DISCLAIMER

This commercial proposal is provided for informational purposes. Final procurement pricing is determined individually and depends on the following factors:

#### 13.1 Currency Exchange Rates

- Prices in this proposal are quoted in USD and calculated at reference exchange rates
- Final pricing is fixed at the date of Purchase Order confirmation and/or Letter of Credit opening
- USD/EUR and USD/CNY fluctuations affect the landed cost in local currency terms
- Currency hedging instruments (forward contracts, FX options) are available upon request

#### 13.2 Order Volume

- Unit price is strongly correlated with order volume
- Minimum efficient order: 50 MT (baseline pricing tier)
- Lots 100 MT+: additional 8—12% logistics optimization discount
- Lots 500 MT+: exclusive melt scheduling and custom chemistry options
- Framework agreements (annual volume commitments): additional 5—10% contract pricing

#### 13.3 Steel Grade & Quality Tier

- S355GP: baseline pricing
- S390GP/SY390: +5—8% premium
- S430GP/S460GP: +10—15% premium
- Custom chemistry restrictions (Cu, P, S limits): +3—5%
- Supplementary testing (sub-zero Charpy, enhanced UT): +2—4%

#### 13.4 Logistics Variables

- **Ocean freight (recommended):** optimal cost-to-transit for 50 MT+ lots; rates vary with bunker fuel indices and seasonal capacity
- **Rail (expedited):** 40—60% cost premium vs. ocean; recommended for time-critical projects
- **Road (flatbed):** for lots under 40 MT or final-mile delivery; 2—3× ocean freight cost
- **Seasonal factors:** June—August = lower ocean rates (post-CNY lull); December—February = potential delays at northern ports due to ice conditions
- **Demurrage / detention:** container dwell time beyond free days is chargeable at carrier rates

## 13.5 Payment Structure

- **100% prepayment:** maximum discount (up to 5%)
- **30/40/30 T/T:** standard terms
- **Letter of Credit (L/C):** +2—3% for banking charges; recommended for first-time buyers over 100 MT
- **Open Account (O/A):** subject to trade credit review; available for established clients with 500 MT+ annual volume

## 13.6 Additional Factors

- Production urgency: orders under 30-day lead time attract 10—15% express surcharge
- Enhanced packaging (timber crating, heavy-lift slings): +3—5%
- Additional marking (barcode labels, RFID tags, project-specific color coding): +1—2%
- Customs valuation: destination customs authorities may adjust declared value against reference databases; Metal-Asia.pw provides supporting market data to justify declared values
- Sanctions & trade policy: sheet piles are non-sanctioned civilian goods; however, payment routing and vessel chartering are subject to applicable international banking and shipping regulations. Metal-Asia.pw maintains compliance screening for all transactions

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## 14. RISK ASSESSMENT & MITIGATION

Risk	Likelihood	Mitigation Strategy
Customs value adjustment	Medium	Comprehensive supporting price data from ArcelorMittal, Nippon Steel, Vitkovice reference databases
Port congestion at destination	Medium	Advance vessel slot booking; alternative port routing; buffer stock planning
Substandard material quality	Low	Mandatory MTC review + independent third-party inspection (SGS, Bureau Veritas, TÜV) prior to shipment
Currency fluctuation (USD/EUR/CNY)	High	Forward FX contracts; price fixation at PO date; multi-currency quoting available
Trade policy changes	Low—Medium	Continuous monitoring of tariff schedules, sanctions lists, and free trade agreement developments; alternative routing options maintained

Risk	Likelihood	Mitigation Strategy
Production delay at mill	Low	Multi-mill sourcing (EXA-1 through EXA-5); production slot confirmation with liquidated damages clause

## Pre-Order Checklist

- Request MTC for specified steel grade (S390GP)
- Confirm interlock compatibility with existing stock or project specification
- Place trial order (5—10 MT) for first-time qualification
- Execute MoU and issue commitment deposit for detailed firm quotation
- Reserve ocean containers and inland haulage 2—3 weeks ahead of planned shipment
- Prepare full customs documentation package (see Section 12)
- Confirm HS classification with destination customs broker (if required)
- Verify import license or permit requirements at destination jurisdiction

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*Commercial Proposal prepared: June 20, 2026*

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*All prices are indicative and subject to final confirmation at the time of Purchase Order placement. Specifications, delivery terms, and pricing are provided in good faith based on current market conditions and are subject to mill capacity availability.*