

Commercial Proposal for Power Transformer Equipment Supply

Metal-Asia.pw — Your Reliable Partner in Electrical Equipment Supplies

About the Company

We specialize in comprehensive supplies of power transformer equipment from leading global manufacturers. Our many years of experience, direct contracts with factories, and full cycle of services make us your ideal partner for implementing projects of any complexity.

[Our services](#) — complete range of services.

Our Key Advantages

Direct Factory Supplies

We work directly with leading transformer equipment manufacturers in China, Turkey, Europe, and CIS countries, which allows us to:

- **Exclude intermediary markups** — savings of up to 20-30% from market price
- **Guarantee equipment authenticity** — direct contracts with factories
- **Control production** — inspection visits at all stages
- **Ensure competitive lead times** — from 30 to 90 days depending on complexity

Technical Expertise

Our team consists of qualified engineers with over 15 years of experience in the power industry:

- **Engineering audit** — analysis of existing equipment and needs
- **Technical calculations** — determination of optimal power and parameters
- **Equipment selection** — compliance with specifications and standards
- **Design** — development of transformer substations “turnkey”

[Engineering selection and procurement](#) — professional approach to every project.

Full Cycle of Services

We provide a comprehensive solution — from consultation to commissioning:

Stage	Service	Description
1	Consultation	Initial needs analysis
2	Technical audit	Site visit, measurements
3	Specification development	Technical specification formation
4	Equipment selection	Price/quality optimization
5	Contracting	Agreement with manufacturer
6	Production control	Factory inspection
7	Logistics	Delivery to site
8	Customs clearance	Full support

Table 1 – continued

Stage	Service	Description
9	Supervision	Installation and connection
10	Commissioning	Testing and startup
11	Service	Warranty maintenance

Quality Control

Multi-level quality control system ensures reliability of supplied equipment:

- **Factory inspection** — verification of production capacity
- **Acceptance tests** — parameter control before shipment
- **Independent expertise** — verification of compliance with standards
- **Documentation check** — completeness of certificates and passports

[Quality control NDT](#) — compliance with standards guarantee.

Equipment Range

Power Transformers

Oil-immersed transformers **TM, TMG series:**

- Power: 25-6300 kVA
- Voltage: 6(10)/0.4 kV; 35/0.4 kV; 110/10(6) kV
- Design: with conservator, hermetic
- Energy efficiency class: standard, reduced losses, amorphous steel

Dry transformers **TS, TSZ, TSL series:**

- Power: 100-10000 kVA
- Voltage: 6(10)/0.4 kV; 35/0.4 kV
- Insulation: cast epoxy resin, VPI
- Protection degree: IP00, IP20, IP21, IP54

Special transformers:

- Furnace transformers (EPT)
- Converter transformers
- Concrete heating transformers
- Auxiliary transformers

[B2B supply services](#) — supplies of any scale.

Compact Transformer Substations

Kiosk-type KTP:

- Power: 25-2500 kVA
- Design: metal, concrete, sandwich panels
- Type: dead-end, through-type
- Input: cable, overhead, combined

Mast and pole-type KTP:

- Power: 25-250 kVA
- Installation: on overhead line poles, on supports
- Application: rural electrification, communication facilities

Mobile substations (PTP):

- Power: 25-1000 kVA
- Construction: on skids, container type
- Application: construction sites, temporary power supply

Distribution Equipment

HV switchgear 6(10) kV:

- KSO cubicles
- KRU cells
- Complete distribution equipment

LV switchgear 0.4 kV:

- Main distribution boards (MDB)
- Automatic reserve transfer (ART)
- Distribution boards (DB)

Components and Spare Parts

- Magnetic cores
- Windings
- Transformer oil
- HV and LV bushings
- Protection and automation relays
- Switching apparatus

[Equipment selection by specifications](#) — individual approach.

Price List (Indicative Prices)

Oil-Immersed Transformers TMG (10/0.4 kV)

Power (kVA)	Price (USD)	Lead Time
TMG-25/10/0.4	2,500	30-45 days
TMG-40/10/0.4	3,200	30-45 days
TMG-63/10/0.4	4,500	30-45 days
TMG-100/10/0.4	5,800	30-45 days
TMG-160/10/0.4	7,500	30-45 days
TMG-250/10/0.4	9,500	30-45 days
TMG-400/10/0.4	13,000	45-60 days
TMG-630/10/0.4	18,500	45-60 days
TMG-1000/10/0.4	26,000	45-60 days
TMG-1250/10/0.4	31,000	60-75 days
TMG-1600/10/0.4	38,000	60-75 days
TMG-2000/10/0.4	46,000	60-90 days
TMG-2500/10/0.4	55,000	60-90 days

Prices are FCA/FOB factory. Final cost is calculated individually based on configuration, supply volume, and delivery terms.

Dry Transformers TSL (10/0.4 kV)

Power (kVA)	Price (USD)	Lead Time
TSL-100/10/0.4	6,500	30-45 days
TSL-160/10/0.4	8,500	30-45 days
TSL-250/10/0.4	11,000	30-45 days
TSL-400/10/0.4	15,500	45-60 days
TSL-630/10/0.4	22,000	45-60 days
TSL-1000/10/0.4	32,000	60-75 days
TSL-1250/10/0.4	38,000	60-75 days
TSL-1600/10/0.4	47,000	60-90 days
TSL-2000/10/0.4	58,000	75-90 days
TSL-2500/10/0.4	70,000	75-90 days

Compact Substations KTPN (10/0.4 kV, Single-Transformer)

Power (kVA)	Price (USD)	Lead Time
KTPN-63/10/0.4	8,500	45-60 days
KTPN-100/10/0.4	11,000	45-60 days
KTPN-160/10/0.4	14,500	45-60 days
KTPN-250/10/0.4	19,000	60-75 days
KTPN-400/10/0.4	26,000	60-75 days
KTPN-630/10/0.4	36,000	75-90 days

Table 4 – continued

Power (kVA)	Price (USD)	Lead Time
KTPN-1000/10/0.4	52,000	75-90 days
KTPN-1250/10/0.4	62,000	90-120 days

Delivery Terms

Delivery Basis (Incoterms 2020)

Term	Description	Application
EXW	Ex Works	Minimum cost
FCA	Free Carrier	Flexible terms
FOB	Free On Board	Sea transport
CIF	Cost, Insurance, Freight	Full cost with delivery
DAP	Delivered at Place	Delivery to border
DDP	Delivered Duty Paid	Full cost with customs

Payment Terms

- **Advance payment:** 30-50% of contract value
- **Payment before shipment:** 50-70% of value
- **Letter of credit:** Available for large contracts
- **Payment deferral:** Considered for regular customers

Warranty Obligations

- **Warranty period:** 3-5 years (depending on equipment type)
- **Manufacturer warranty:** Fully preserved
- **Service maintenance:** Throughout warranty period
- **Spare parts supply:** Throughout entire service life

[Customs and logistics services](#) — full customs support.

Why It Is Profitable to Work with Us

Economic Benefits

Direct supplies = savings:

- No intermediaries — 15-25% savings
- Optimal logistics — reduced transport costs
- Correct customs clearance — avoiding fines and delays
- Optimal configuration selection — no overpayment for unnecessary options

Savings calculation (example):

TMG-1000/10/10/0.4

Market price (through dealer): 32,000 USD

Our price (direct supply): 26,000 USD

Savings: 6,000 USD (18.75%)

For order of 4 pcs.:

Total savings: 24,000 USD

Technical Benefits

Professional selection:

- Optimal power without excessive reserve
- Correct connection scheme for your network
- Accounting for regional climate conditions
- Compliance with norms and standards

Quality control:

- Factory inspection before shipment
- Exclusion of defects
- Complete documentation package
- Compliance with declared characteristics

Organizational Benefits

One contract — complete solution:

- No need to search for manufacturer
- No need to deal with logistics
- No need to handle customs
- No need to control quality

Time savings:

- We handle all organizational issues
- You receive a “turnkey” solution
- Delivery times guaranteed by contract
- Constant control and reporting

Reputational Benefits

Reliable partner:

- Many years of market experience
- Hundreds of successful projects

- Positive customer reviews
- Transparent working conditions

Performance guarantees:

- Contract with clear deadlines
- Cargo insurance
- Financial guarantees
- Claim handling

[Audit China B2B](#) — manufacturer verification.

Completed Projects Examples

Project 1: Substation Modernization for Residential Complex

Customer: Developer, Novosibirsk **Supply volume:**

- 4× KTPN-630/10/0.4 (kiosk-type)
- 2× TMG-1000/10/0.4 (reserve)

Project features:

- Tight deadlines (60 days)
- Winter delivery
- Supervision and commissioning

Result:

- Facility handed over on time
- Customer savings 18%
- Positive feedback

Project 2: Power Supply for Industrial Enterprise

Customer: Metallurgical plant, Chelyabinsk **Supply volume:**

- 2× TMG-2500/10/0.4
- 1× TMG-1600/10/0.4
- Spare parts kit

Project features:

- Special design for aggressive environment
- LTC relays
- Online monitoring system

Result:

- Uninterrupted operation 3+ years

- 15% loss reduction
- Service contract extension

Project 3: Rural Electrification

Customer: Rural administration, Altai Krai **Supply volume:**

- 15× KTPS-100/10/0.4 (pole-type)
- 8× KTPS-160/10/0.4
- 5× KTPS-250/10/0.4

Project features:

- UHL1 design (-60°C)
- Distributed delivery
- Personnel training

Result:

- Electrification of 28 settlements
 - On-time delivery
 - Budget savings 22%
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How to Start Cooperation

Step 1: Contact Us

- **Phone:** +7 (XXX) XXX-XX-XX
- **Email:** info@metal-asia.pw
- **Website:** [Contacts](#)
- **Feedback form** on website

Step 2: Prepare Information

For quick calculation we need:

- Required power or consumer list
- Voltage class (10/0.4 kV or other)
- Operating conditions (indoor/outdoor, climate)
- Required delivery time
- Delivery basis (Incoterms terms)

Step 3: Receive Commercial Proposal

- Technical justification for selection
- Detailed CP with prices and deadlines
- Alternative options
- Optimization recommendations

Step 4: Sign Contract

- Terms agreement
 - Contract signing
 - Advance payment
 - Production launch
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Contact Information

Metal-Asia.pw — your reliable partner in electrical equipment supplies.

Contact Method	Contact
Website	https://metal-asia.pw/en
Email	info@metal-asia.pw
Contacts	https://metal-asia.pw/en/contact
Publications	https://metal-asia.pw/en/all-posts

Our Services

- [Engineering audit](#)
- [B2B supply services](#)
- [Customs and logistics](#)
- [Quality control NDT](#)
- [Audit China B2B](#)
- [Engineering selection and procurement](#)
- [Equipment selection by specifications](#)

Product Catalog

- [Electrical equipment](#)
 - [Power transformers](#)
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This commercial proposal is for informational purposes only. Final prices and terms are determined individually depending on volume, configuration, and delivery terms.

Metal-Asia.pw — Delivering Reliability!