

Tender Proposal: Stainless Steel Rolled Products — Direct Mill Supply

Supplier: Metal-Asia.pw

Format: Bidding documentation for public procurement, EPC contracts, and strategic industrial supply

Target Markets: EU, North America, Middle East, Southeast Asia, Global

Application: Public tenders, government contracts, large-scale industrial projects

Proposal Reference Data

Parameter	Details
Supplier	Metal-Asia.pw (Direct B2B Procurement Platform)
Product Category	Stainless steel rolled products: sheets, coils, pipes, bars
Country of Origin	People's Republic of China
Applicable Standards	ASTM, EN, DIN, JIS
Minimum Order Quantity	From 1 tonne (product dependent)
Delivery Terms	CPT, CIP, DAP (Incoterms 2020)
Lead Time	45–120 days (destination and scope dependent)

1. Compliance with Tender Requirements

This proposal is structured to meet the documentation, quality assurance, and delivery requirements applicable to public procurement procedures, EPC (Engineering, Procurement, Construction) contracts, and strategic industrial supply frameworks.

1.1. Documentary Compliance

Document	Availability	Description
Mill Test Certificate EN 10204 3.1	Included	Original mill certificate with chemical and mechanical data
ISO 9001 (Mill)	On request	Quality management system certification
PED 2014/68/EU	On request	Pressure Equipment Directive compliance
Pre-Shipment Inspection Report	Included	Full inspection with photo/video evidence
Packing List	Included	Complete bundle inventory with weights, dimensions, marking
Heat Number Traceability	Included	Full traceability of every piece to original heat

Document	Availability	Description
Customs Documentation	Included	Full import compliance package

[Trade and Customs Services](#) ensure complete international trade documentation.

1.2. Technical Compliance

Tender Requirement	Our Deliverable
Standard conformance (ASTM/EN/DIN)	Locked at specification stage, certified by mill
Chemical composition verification	Spectrometric analysis + PMI pre-shipment
Dimensional tolerances	Ultrasonic gauge, ovality and flatness control
Surface quality	Visual inspection with photo documentation
Marking and traceability	Heat number, grade, standard on every piece

2. Product Range and Base Specifications

2.1. Flat Products — Sheets and Coils

Product	Grades	Thickness	Surface Finish	Standard
Cold-rolled sheets	AISI 304, 304L, 316, 316L	0.4–6.0 mm	2B, BA, NO.4, 8K	ASTM A240, EN 10088
Hot-rolled plates	AISI 304, 304L, 316, 316L, 321	3.0–60 mm	No.1, brushed	ASTM A240
Coils	AISI 304, 304L, 316L	0.4–3.0 mm	2B, BA	ASTM A240

2.2. Tubular Products — Pipes and Tubes

Product	Grades	OD Range	Wall Thickness	Standard
Seamless pipes	AISI 304, 304L, 316, 316L, 321	∅ 6–530 mm	0.5–50 mm	ASTM A312
Welded pipes	AISI 304, 304L, 316L	∅ 10–3000 mm	0.5–30 mm	ASTM A312
Mechanical tubing	AISI 304, 316L	Per request	Per request	ASTM A554

2.3. Long Products — Bars and Rods

Product	Grades	Size Range	Type	Standard
Round bar	AISI 304, 316L, 321, 420	∅ 5–300 mm	HR, peeled, ground	ASTM A276
Rod	AISI 304, 316L	∅ 10–200 mm	Fixed or random length	ASTM A276
Hexagon bar	AISI 304, 316L	S 10–100 mm	Standard	EN 10088

2.4. Special Application Grades

Product	Grades	Application	Special Requirements
Food-grade steel	AISI 304L, 316L	Food processing, CIP systems	Ra < 0.8 µm, food contact certificates
Chemical-resistant	AISI 316L, 316Ti	Chemical reactors, heat exchangers	IGC test, acid resistance
High-temperature	AISI 321, 310S	Heat exchangers, furnace equipment	To 1100°C service

[Full metal catalog](#) — complete product specifications and availability.

3. Quality Assurance Plan (Inspection Plan)

This plan is a contractual appendix and defines verification procedures at each stage.

Stage 1: Mill Qualification (Pre-Order)

Check	Method	Responsible Party
ISO 9001 certificate verification	Documentary review	Metal-Asia Engineer
License and permit verification	Documentary review	Metal-Asia Engineer
Production facility inspection	Physical mill visit	Metal-Asia Engineer
QC equipment audit	Visual inspection	Metal-Asia Engineer

[Engineering Mill Audit](#) — mandatory for all tender-grade supply.

Stage 2: Incoming Raw Material Control

Check	Method	Document
Heat chemistry verification	Spectrometric analysis	Mill laboratory protocol
Order cross-check	Documentary review	Cross-reference certificate

Stage 3: In-Process Control

Check	Method	Tolerance
Wall thickness / plate gauge	Ultrasonic thickness gauge	Per specification
Pipe ovality	Calipers, dedicated gauges	≤ 50% of diameter tolerance
Plate flatness	Straight edge, feeler gauges	Per ASTM A480 / EN 10088
Surface quality	Visual inspection	Scratch-free, pit-free, corrosion-free
Weld seam quality	Visual inspection	Per ASTM / EN standards

Stage 4: Pre-Shipment Inspection

Check	Method	Document
PMI verification	Handheld XRF analyzer	Photo report + protocol
Dimensional control	UT gauge, calipers	Inspection report
Bundle completeness	Packing list cross-check	Completeness certificate
Packaging	Visual inspection	Photo/video documentation
Marking	Heat number verification	Marking certificate

[NDT and Quality Control](#) — full non-destructive testing scope.

Stage 5: Customer Receiving Inspection

Check	Method	Document
External inspection	Visual	Receiving certificate
Document verification	MTC vs. packing list	Cross-reference certificate
Repeat PMI (on request)	Handheld analyzer	Protocol

4. Warranty and Liability

Parameter	Term
Grade conformance warranty	100% — verified by PMI and MTC 3.1
Dimensional warranty	Conformance to specification ± standard tolerances
Surface quality warranty	Free from defects affecting service performance
Warranty period	12 months from delivery date
Claims process	10 business days for review and resolution
Remedy	Replacement shipment or refund for verified non-conformance

5. Production and Delivery Schedule

Stage	Timeline	Notes
Specification alignment	3–7 business days	Inspection Plan approval
Production	15–45 days	Volume and complexity dependent
Pre-shipment inspection	3–5 business days	PMI, dimensional, packing
Delivery to port of loading	3–7 days	Road or rail
Ocean freight	20–45 days	Destination port dependent
Customs clearance	3–10 business days	Full documentation package
On-carriage to customer	3–15 days	Road or rail

Total lead time: 45–120 days depending on destination and order scope.

Real-time container tracking provided. Schedule integrity is contractually committed with buffer intervals at each milestone.

6. Packaging and Marking

Export Packaging

Element	Purpose
Desiccants (silica gel)	Condensation protection during ocean transit
Timber skids / cradles	Cargo securing, preventing container shift
VCI stretch film	Dust and moisture barrier
Edge protectors	Corner and edge damage prevention
Steel strapping	Bundle integrity for sheets and pipes

Product Marking

- Heat number
- Steel grade (AISI / EN / DIN designation)
- Dimensions (thickness × width × length / OD × wall)
- Manufacturing standard
- Net / gross weight
- Bundle number
- Metal-Asia.pw reference mark

7. Commercial Terms

Parameter	Terms
Contract currency	USD, EUR, CNY (as agreed)

Parameter	Terms
Payment terms	30% advance + 70% before shipment; or as negotiated
Delivery terms	CPT, CIP, DAP (Incoterms 2020)
Transport mode	Sea freight + pre/on-carriage
Insurance	All-risks cargo insurance, door-to-door
Customs clearance	Included in Trade Services scope

Individual terms available for strategic accounts and multi-phase contracts.

8. Competitive Advantages

Decision Factor	Our Deliverable
Direct mill access	No intermediary chain; audit-qualified mills only
Comprehensive QC	5-stage Inspection Plan from audit to receiving
Full traceability	Heat number marking, MTC 3.1, inspection reports
Tender documentation	Complete package for public and private procurement
Logistics management	B2B Services : mill to warehouse
Warranty	12 months, 10-day claims resolution
Consolidation	Flat + tubular + long products in one container

9. Evaluation Recommendations for Tender Committees

When evaluating this proposal, we recommend assessing the following value drivers:

- 1. Inspection Plan inclusion** — a documented, stage-gated QC plan eliminates receiving risks
- 2. PMI as standard** — not a surcharge, but a baseline procedure for every heat
- 3. Heat number traceability** — enables full material genealogy verification
- 4. Documentary completeness** — EN 10204 3.1, ISO, inspection reports, packing lists
- 5. Direct mill relationship** — eliminates intermediary margin and opacity

Metal-Asia.pw — Direct B2B Stainless Steel Supply for Public Procurement and Industrial Tenders.

Tender department contacts: [Contact Form](#) | [Project Management](#)