



天津开发区钢华商贸有限公司
Tianjin Teda Ganghua Trade Co., Ltd.



天津开发区钢华商贸有限公司
地址: 天津市北辰工业园2号
邮编: 300000
电话: 022-86896631
网址: www.tedametal.com
电邮: sales1@tedaganghua.com

Tianjin Teda Ganghua Trade Co., Ltd.
ADD: No.2 Beichen Road, Beichen Industrial Area, Beichen district, Tianjin China
Zip: 300000
Tel: +86 22 86896631, +86 158 226 76888
Web: www.tedametal.com
Email: sales1@tedaganghua.com

诚实守信

Honest and trustworthy

互利共赢

win and benefit each other

目录 Catalog

| | | |
|-----------|--|-------|
| ● 公司简介 | Company profile | 02/03 |
| ● 团队介绍 | Team Introduction | 04/05 |
| ● 加工设备 | Processing equipment | 06/07 |
| ● 产品展示 | Product display | 09 |
| ● 型材展示 | Profile display | 10 |
| ● 包装标准 | Packaging standard | 11 |
| ● 深加工产品标准 | Standards for deep processing products | 12 |
| ● 应用领域 | Application area | 13 |
| ● 售后服务流程 | After sales service process | 14 |
| ● 产品优势 | Product advantages | 15 |
| ● 销售业绩 | Sales performance | 16 |
| ● 合作钢厂 | Cooperative steel works | 17 |
| ● 合作企业 | Cooperative steel works | 18 |
| ● 参与重点工程 | Participating in key projects | 19 |
| ● 销售网络 | Sales network | 20 |
| ● 企业愿景 | Corporate vision | 21 |



公司简介

天津开发区钢华商贸有限公司简称TEDA Ganghua, 公司于2006年成立于天津市——全球最大的不锈钢集散地天津, 总占地面积120亩, 仓储面积40000平方米。具备50万吨的年储存能力、70万吨的年加工能力、年销售不锈钢产品40万吨。公司于2010年扩展成为具备贸易、仓储加工、物流配送等一站式综合服务企业。

我司是张家港浦项、东方特钢、德龙核心代理, 同事经营太钢、北海湾新材料、青山、涌金、宏旺、青浦、酒钢等产地的200系、300系、400系不锈钢、双相钢、型材、管材、棒材等, 常备库存2万吨。同事, 我们提供的一站式服务还包括开平、分条、贴膜, 磨砂等加工服务。

我司服务的客户超过10000家, 行业覆盖清洁能源、餐厨家电、石化、造船和铁路运输、食品医药等, 产品广泛用于工业焊管、餐厨具、压力容器、化工储运设备、精密电子仪表、太阳能热水器等。

“诚实守信, 互利共赢”是我们的经营理念, 专业化的不锈钢销售以及服务团队, 是钢华一直引以为荣的资本, 团队成员大部分曾任职于国内大型不锈钢生产企业和深加工中心, 我们提供的服务从不锈钢原材料的冶炼开始, 到不锈钢热轧生产控制, 以及产品的深加工和服务等。

COMPANY PROFILE

Tianjin TEDA Ganghua Trade Co., Ltd. (TEDA Ganghua for short) are located in Room 1401, Building 2, Beichen, Tianjin City, China, occupying area of total 80,000 m² which include a 40,000 m² processing center, and with designed annual storage capacity of 500,000 tons, processing capacity of 700,000 tons and sales capacity of 400,000 tons. In 2010, the company expanded into a one-stop comprehensive service enterprise with trade, warehousing and processing, logistics and distribution.

As the leading distributor of ZPSS, ESS and DELONG, PCSS also cooperates with TISCO, CHENGDE, TSINGSHAN, YONGJIN, HONGWANG, QPSS, JISCO mills, and our products include 200/300/400 series and duplex stainless steel coil and sheet, and regular stock are 20,000 tons. At the same time, our one-stop service also includes cutting, slitting, film, frosting and other processing services.

TEDA Ganghua serves more than 10,000 customers, covering clean energy, kitchen appliances, petrochemical, shipbuilding and railway transportation, food and medicine, etc. our products are widely used in industrial welded pipe, kitchen utensils, pressure vessels, chemical storage and transportation equipment, precision electronic instruments, solar water heaters, etc.

"Honesty and trustworthiness, mutual benefit and win-win cooperation" is our business philosophy. Professional stainless steel sales and service team is TEDA Ganghua has been capital. Most of the team members have worked in domestic large stainless steel production enterprises and deep processing centers. Our services start from the smelting of stainless steel raw materials, to the production control of stainless steel raw materials, to production control of stainless steel cold and hot rolling products, as well as the production control products of deep processing and services.

TEAM INTRODUCTION

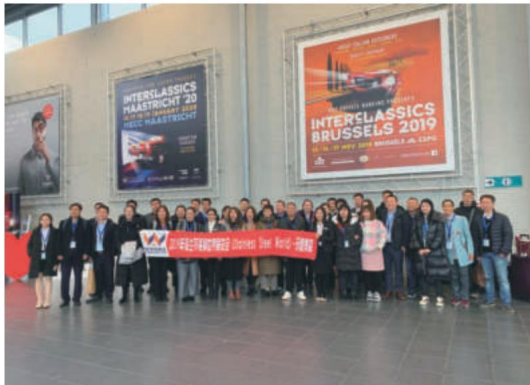
团队介绍

企业的发展需要人才，企业拥有了人才，就赢得了发展的生机。而吸引人才，激励人才中很重要的一点就是企业发展的环境及良好的氛围，一个良好的外部环境，能使员工感受到充分的发展空间，而一个温馨的内部环境，更能使员工感受到家庭般温暖，团建活动是企业和谐的载体，因此，注重企业文化建设，组织职工开展团建活动，是现代企业人性化管理中不可缺少的一项。

我司现有员工150人，其中80%为大学以上学历，不到35岁，管理团队平均从业经验15年以上，部分主管来自大型不锈钢钢厂，是一支朝气蓬勃的团队。

The development of an enterprise needs talents. If an enterprise has talents, it will win the vitality of development. A good external environment can make employees feel the full development space, and a warm internal environment can make employees feel the warmth of family. League building activities are the carrier of enterprise harmony. Therefore, we should pay attention to the construction of enterprise culture and organize employees to carry out League building activities. Construction activity is an indispensable part of humanized management in modern enterprises.

At present, our company has 150 employees, 80% of whom have college degree or above, and the average age is less than 35 years old. Among them, there are 4 senior managers and 15 middle managers. It is a vigorous team.



PROCESSING EQUIPMENT 加工设备



H1:台湾“腾麒”热轧2050中板横剪机
"TCSF" HR 2050MM Cut- To-Length LINE

| | |
|--------------------------|--------------|
| 剪切厚度 : Thickness: | 6.0-16.0mm |
| 钢卷宽度 : Width: | 800-2050mm |
| 剪切板长 : Plate Length: | 1300-15000mm |
| 最大卷重 : Coil weight: | 35T |
| 长度公差 : Length tolerance: | ≤ ±1.5mm |
| 宽度公差 : Width tolerance: | ≤ ±2.0mm |

H2:台湾“政鑫”热轧1500中板横剪机
"JENG HSIN" HR 1500MM Cut-To-Length LINE

| | |
|--------------------------|--------------|
| 剪切厚度 : Thickness: | 3.0-6.0mm |
| 钢卷宽度 : Width: | 800-1600mm |
| 剪切板长 : Plate Length: | 1000-10000mm |
| 最大卷重 : Coil weight: | 30T |
| 长度公差 : Length tolerance: | ≤ ±2.0mm |
| 宽度公差 : Width tolerance: | ≤ ±1.0mm |



H3:台湾“政鑫”热轧平整剪机

| | |
|----------------------|--------------|
| 剪切厚度 : Thickness: | 3.0-6.0mm |
| 钢卷宽度 : Width: | 1000-2020mm |
| 剪切板长 : Plate Length: | 1000-10000mm |
| 最大卷重 : Coil weight: | 25T |



PROCESSING EQUIPMENT 加工设备



L1:韩国“大铤”冷轧1550横剪机
"DAEHYUN" CR 1550mm CTL Line

| | |
|--------------------------|-------------|
| 剪切厚度 : Thickness: | 0.3-3.0mm |
| 钢卷宽度 : Width: | 600-1550mm |
| 剪切板长 : Plate Length: | 500-5000mm |
| 最大卷重 : Coil weight: | 25T |
| 长度公差 : Length tolerance: | ≤ ±0.5mm/2m |
| 宽度公差 : Width tolerance: | ≤ ±1.0mm |

L2:韩国“大铤”冷轧小开平横剪机
"DAEHYUN" CR Mini CTL Line

| | |
|--------------------------|------------|
| 剪切厚度 : Thickness: | 0.3-2.0mm |
| 钢卷宽度 : Width: | 200-800mm |
| 剪切板长 : Plate Length: | 250-3000mm |
| 最大卷重 : Coil weight: | 10T |
| 长度公差 : Length tolerance: | ≤ ±0.2mm |



L3:韩国“大铤”冷轧1900冷轧开平线

| | |
|--------------------------|------------|
| 剪切厚度 : Thickness: | 0.4-3.0mm |
| 钢卷宽度 : Width: | 800-1900mm |
| 剪切板长 : Plate Length: | 500-8000mm |
| 最大卷重 : Coil weight: | 30T |
| 长度公差 : Length tolerance: | ≤ ±1.5mm |
| 宽度公差 : Width tolerance: | ≤ ±0.5mm |



PROCESSING EQUIPMENT 加工设备



L4 : 台湾“中申”冷轧1550冷轧开平线

剪切厚度 : Thickness: 0.4-3.0mm
 钢卷宽度 : Width: 600-1550mm
 剪切板长 : Plate Length: 500-6200mm
 最大卷重 : Coil weight: 25T长度公差 : $\leq \pm 1.5\text{mm}$
 宽度公差 : Width tolerance: $\leq \pm 0.5\text{mm}$

S1 : 韩国“大铨”冷轧1550纵剪生产线

剪切厚度 : Thickness: 0.3-3.0mm
 钢卷宽度 : Width: 600-1550mm
 最小剪切宽度 : Coil weight 31mm
 最大卷重 : Coil weight: 25T
 宽度公差 : Width tolerance: $\leq \pm 0.5\text{mm}$



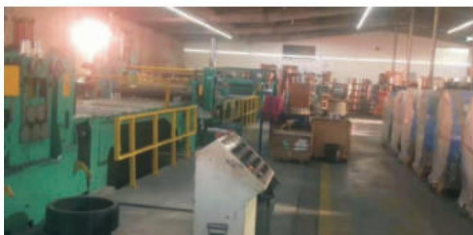
S2 : 冷轧1550纵剪生产线

剪切厚度 : Thickness: 0.6-3.0mm
 钢卷宽度 : Width: 600-1550mm
 最大卷重 : Coil weight: 30T
 宽度公差 : Width tolerance: $\leq \pm 0.5\text{mm}$



S3 : 台湾“腾麟”冷轧1500纵剪线

剪切厚度 : Thickness: 0.5-3.0mm
 钢卷宽度 : Width: 600-1550mm
 剪切板长 : Plate Length: 500-6200mm
 最大卷重 : Coil weight: 25T
 长度公差 : Diagonal tolerance: $\leq \pm 1.5\text{mm}$
 宽度公差 : Width tolerance: $\leq \pm 0.5\text{mm}$



台湾“翔阳”油磨机

入料宽度 : Feed width 1000-1525
 最大卷重 : Coil weight: 20T



PRODUCT DISPLAY 产品展示

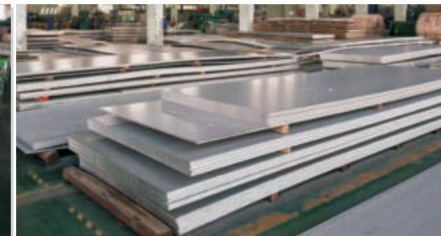
- 钢厂定制规格
- 扁钢、管件、折弯件、型材
- 中厚板
- 纵剪、横切、表面加工、成型件定制，满足客户多样化加工要求。

冷轧

| 型号 | 表面 | 尺寸 | |
|-----------|------------------|---------|----------------|
| | | 厚度 | 宽度 |
| 304\304L | 2B\BA\NO.4\HL\8K | 0.4-6.0 | 1000\1219\1500 |
| 316L | 2B\BA\NO.4\HL\8K | 0.4-5.0 | 1000\1219\1500 |
| 321 | 2B\BA\NO.4\HL\8K | 0.4-5.0 | 1000\1219\1500 |
| 310S | 2B\BA\NO.4\HL\8K | 0.5-3.0 | 1000\1219 |
| 309S | 2B\BA\NO.4\HL\8K | 0.5-3.0 | 1000\1219 |
| 317L | 2B\BA\NO.4\HL\8K | 0.8-3.0 | 1000\1219 |
| 201 | 2B\BA\NO.4\HL\8K | 0.4-3.0 | 1000\1219\1500 |
| 2205 | 2B\BA\NO.4\HL\8K | 0.8-3.0 | 1219 |
| 2507 | 2B\BA\NO.4\HL\8K | 1.0-3.0 | 1219 |
| 442\442J1 | 2B\BA\NO.4\HL\8K | 0.8-3.0 | 1219 |
| 409L | 2B\BA\NO.4\HL\8K | 0.8-3.0 | 1219 |
| 430 | 2B\BA\NO.4\HL\8K | 0.8-3.0 | 1219 |
| 443 | 2B\BA\NO.4\HL\8K | 0.8-3.0 | 1219 |
| 904L | 2B\BA\NO.4\HL\8K | 1.0-3.0 | 1219 |

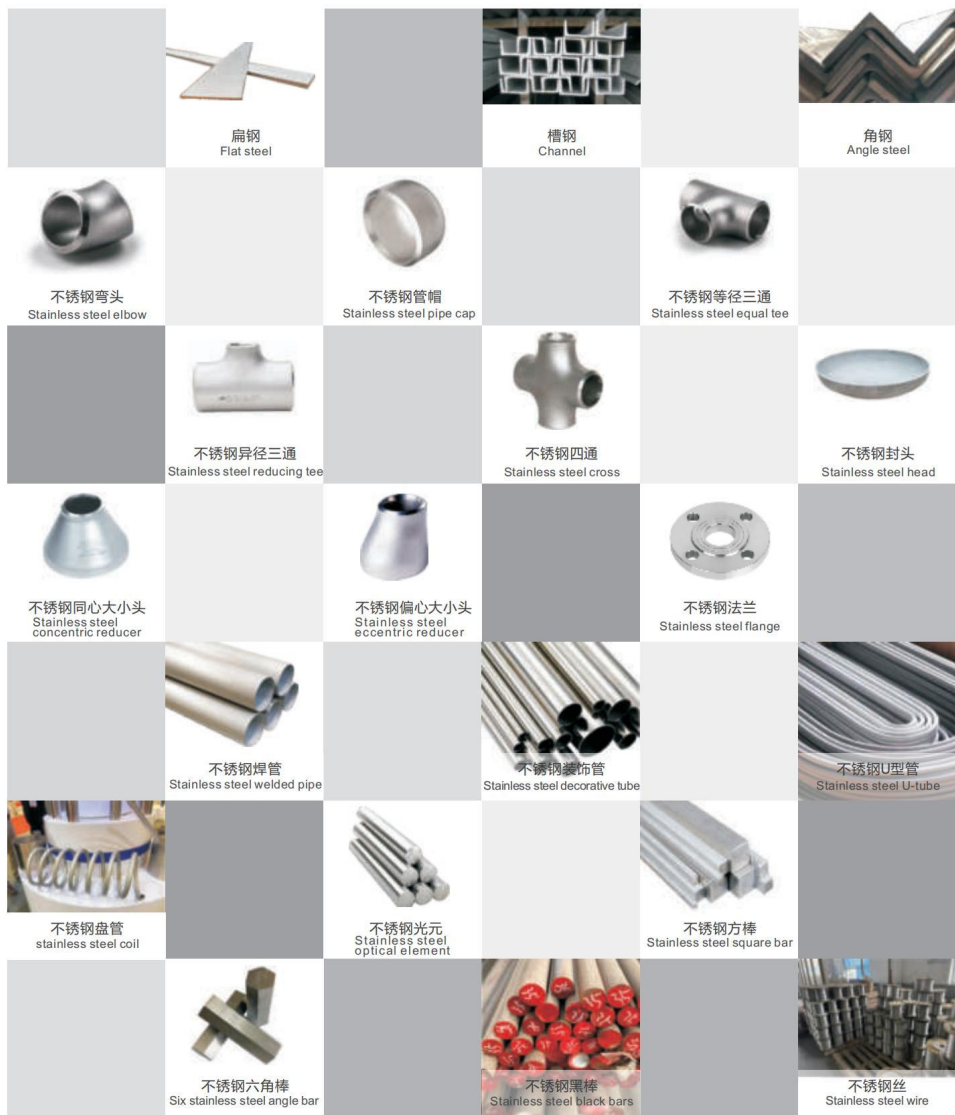
热轧

| 型号 | 表面 | 尺寸 | |
|------------|-----------|--------|--------------------------|
| | | 厚度 | 宽度 |
| 304\30408 | NO.1\NO.4 | 3.0-80 | 1500\1800\2000\2300\2500 |
| 304L\30403 | NO.1\NO.4 | 3.0-80 | 1500\1800\2000\2300\2500 |
| 321\32168 | NO.1\NO.4 | 3.0-60 | 1500\1800\2000 |
| 316L\31603 | NO.1\NO.4 | 3.0-60 | 1500\1800\2000 |
| 310S\31008 | NO.1\NO.4 | 3.0-60 | 1500 |
| 309S\30908 | NO.1\NO.4 | 3.0-60 | 1500 |
| 317L | NO.1\NO.4 | 3.0-60 | 1500 |
| 2205 | NO.1\NO.4 | 3.0-30 | 1500 |
| 201 | NO.1\NO.4 | 3.0-12 | 1500 |
| 904L | NO.1\NO.4 | 3.0-60 | 1500 |
| 410\410S | NO.1\NO.4 | 3.0-60 | 1500\1800\2000 |
| 420\420J1 | NO.1\NO.4 | 3.0-60 | 1500\1800\2000 |



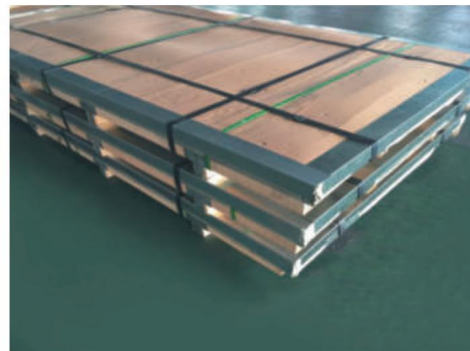
PROFILE DISPLAY

型材展示

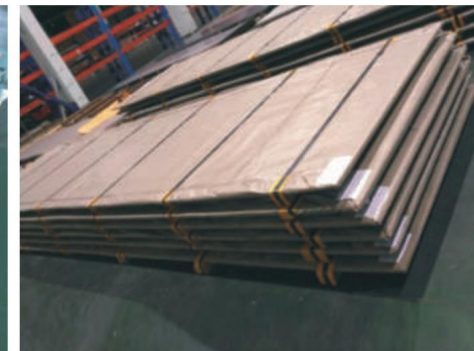


PACKAGING STANDARD

包装标准



No.1 冷轧平板出口包装
CR Plate Packing



No.2 热轧平板出口包装
HR Sheet Packing



No.3 立式缠绕包装
VERTICAL WrappingFL



No.4 钢卷原厂包装
Coil original packing



No.5 平板出口精包装
HR/CR Sheet Fine Packing

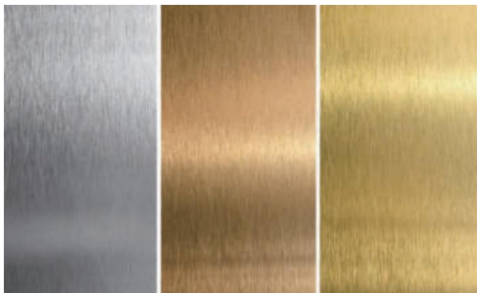


No.6 扁钢出口包装
AT BAR Packing



No.7 其他包装
Other Packing

STANDARDS FOR DEEP PROCESSING PRODUCTS 深加工产品标准

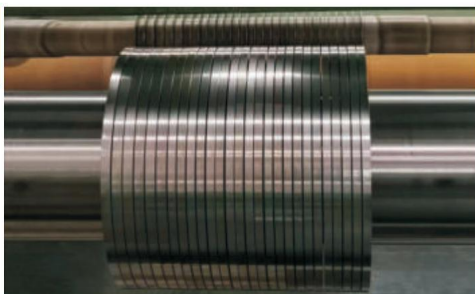


表面处理 Surface Finishing:

拉丝, 镜面, 蚀刻, 镀色, 小米粒等效果
Hairline, No. 4, No.8 Mirror, Super No. 8, Satin
Embossed Linen, PVD coated and Etched with Color
ANTIFINGERPRINT, Bead Blast, Vibration and Mixed
厚度Thickness: 0.3mm ~ 8mm
宽度Width: 800 ~ 2200mm
可整卷或者单张加工及覆膜
Can be filmed, and finished in Coil or Sheet

精密带材 Precision Strips:

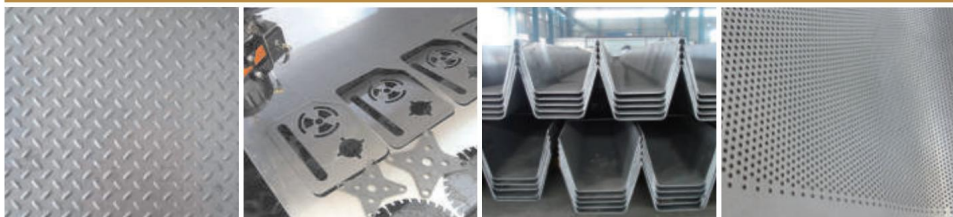
厚度 Thickness: 0.05-1.5 mm
剪切宽度 Slitting Width: 3mm - 1250 mm
回火 Temper: ANN, 1/2 H, 3/4 H, FH, EH
标准 Standard: JIS 4305, ASTM A480M, GB/T 4239
毛刺: 小于10%的钢带厚度
Slit Burr: Less than 10% of strip thickness



不锈钢管、棒等型材 Pipe, Tube, Rod and other Shapes

圆管/方管/矩形管/花管/槽管
Round /Square/ Rectangular/Floral/3.0mm Slot Tube and Pi
Seamless pipes 无缝管尺寸范围:
外径 (OD)6-630mm,壁厚(WT)0.8-45mm
Welded pipes 焊管尺寸范围:
外径 (OD)8-1016mm,壁厚(WT)0.5-25mm
Sanitary pipes 卫生管尺寸范围:
外径(OD)10-159mm,壁厚(WT)0.8-6mm

压花板/切割/剪折弯/冲孔 Tear Plate/Cutting/Bending/Perforating



APPLICATION AREA 应用领域

行业覆盖清洁能源、餐厨家电、石化、造船和铁路交通运输、食品医药等, 产品广泛用于工业焊管、餐厨具、压力容器、化工储运设备、精密电子仪表、太阳能热水器等。

The industry covers clean energy, kitchen appliances, petrochemical, shipbuilding, railway transportation, food and medicine, etc., and the products are widely used in industrial welding pipes, kitchen utensils, pressure vessel, chemical storage and transportation equipment, precision electronic instruments, solar water heater, etc.



清洁能源



餐厨家电



石化



造船



食品医药



铁路交通运输



工业焊管



餐厨具



压力容器



化工储运设备



精密电子仪表



太阳能热水器

SERVICE PROCESS 服务流程

售后服务宗旨：以最优异的服务，最大限度的满足客户的需求

售后服务原则：

- 顾客至上原则：工作日全天候服务
- 解决及时原则：客户需求为先
- 专属服务原则：设立专人售后服务制度
- 第三部门监管原则：对服务或解决方案有异议，可向业务管理部投诉
- 附加服务：同行业先进技术分享和类似项目参观

服务管理程序：

- 客户档案管理程序
- 沟通式销售客户回访
- 售后服务程序管理
- 特殊案例管理手册

售后服务方式：在操作使用、技术指导、专业咨询等方面

- 满意度调查及回访
- 电话咨询或互连远程服务
- 现场服务
- 钢厂或技术专家人员支持

投诉咨询：

ganghua@tedaganghua.com

销售热线：15822676888

PRODUCT ADVANTAGES 产品优势

卷板、平板、窄带、钢厂定制规格、扁钢、型材、中厚板，同时提供纵剪、横切、激光切割、表面加工、成型件定制，满足客户多样化加工要求。

Coil, flat plate, narrow strip, steel factory customized specification, flat bar, profile, medium and heavy plate, at the same time, longitudinal shear, cross cutting, surface processing, molding parts customization are provided to meet the diversified processing requirements of customers.

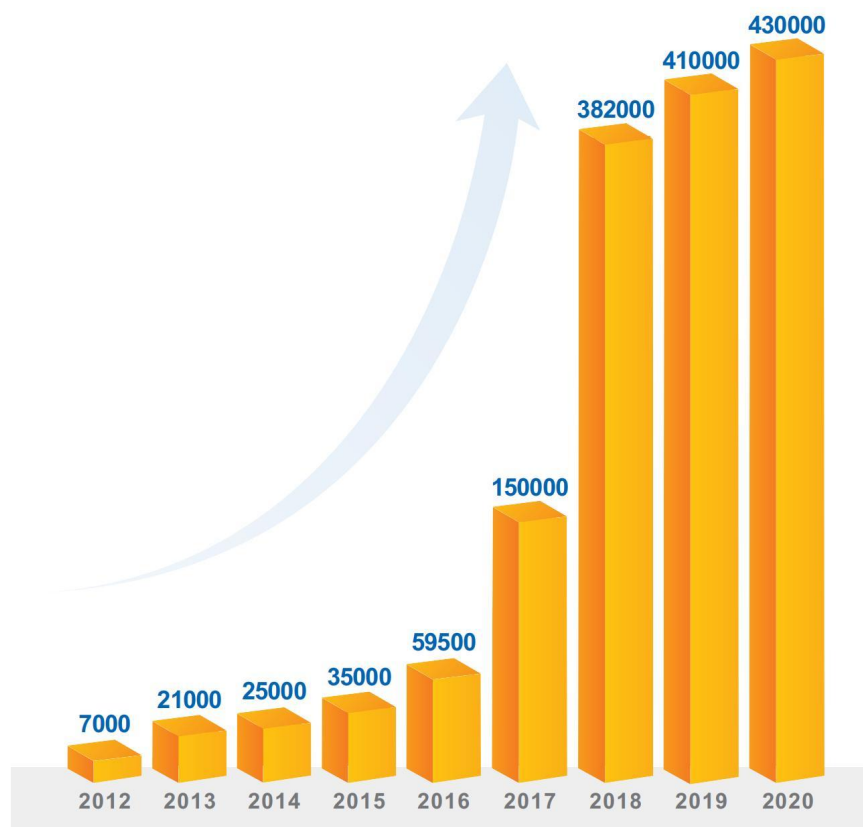


SALES PERFORMANCE

销售业绩

1. 平板销售量占比80%，是全国平板销售量最大的贸易公司之一
2. 国际出口贸易自2018年起逐年增加，与全球30多个国家和地区建立起友好合作关系
3. 截止2020年，公司在售品种钢达数百类，实现不锈钢一站式采购平台的理念

1. The proportion of open tablet accounts for 80% of the total sales, and it is one of the largest trading companies in China
2. International export trade has increased year by year since 2018, and has established friendly cooperative relations with more than 30 countries and regions around the world
3. By 2020, the company has sold hundreds of kinds of steel, realizing the concept of one-stop stainless steel procurement and supply platform



COOPERATIVE STEEL WORKS

合作钢厂

东方特钢 青山控股 上海宝钢 北部湾新材 福建宏旺

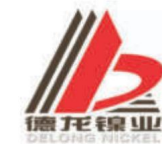
山东宏旺 江苏甬金 德龙镍业 张家港浦项 山西太钢

Dongfang special steel Castle Peak Holdings Shanghai Baosteel

Beibu Gulf new timber Fujian Hongwang Shandong Hongwang

Yongjin, Jiangsu Delong nickel Zhangjiagang poshang

Taiyuan Iron and Steel



COOPERATIVE ENTERPRISE 合作企业

CIMC 中集

中集集团

中核集团
CNNC

中核集团



陕建安集团

鲁西化工
LUXI CHEMICAL CORP.

鲁西化工

中国南方电网
CHINA SOUTHERN POWER GRID

国电南方



海陆重工

ZNHI 中南重工

中南重工



中国矿产

青山钢管
TSINGSHAN

青山钢管

中国巨石
CHINA JUSHI

中国巨石

Anli
ANLI CHEMICAL INDUSTRY
安利化工

安利化工

HISUN
海正药业

海正药业

Angel 安琪

安琪

Enric

安瑞科

SINO STEEL

中钢不锈钢

明欣
MINGXIN

明欣

一环集团

一环集团

DEWELL
德威集团

德威不锈钢

K 今创控股
KTK HOLDING

今创控股

DEHUAN.EP
德环集团

德环集团

PARTICIPATING IN KEY PROJECTS 参与重点工程

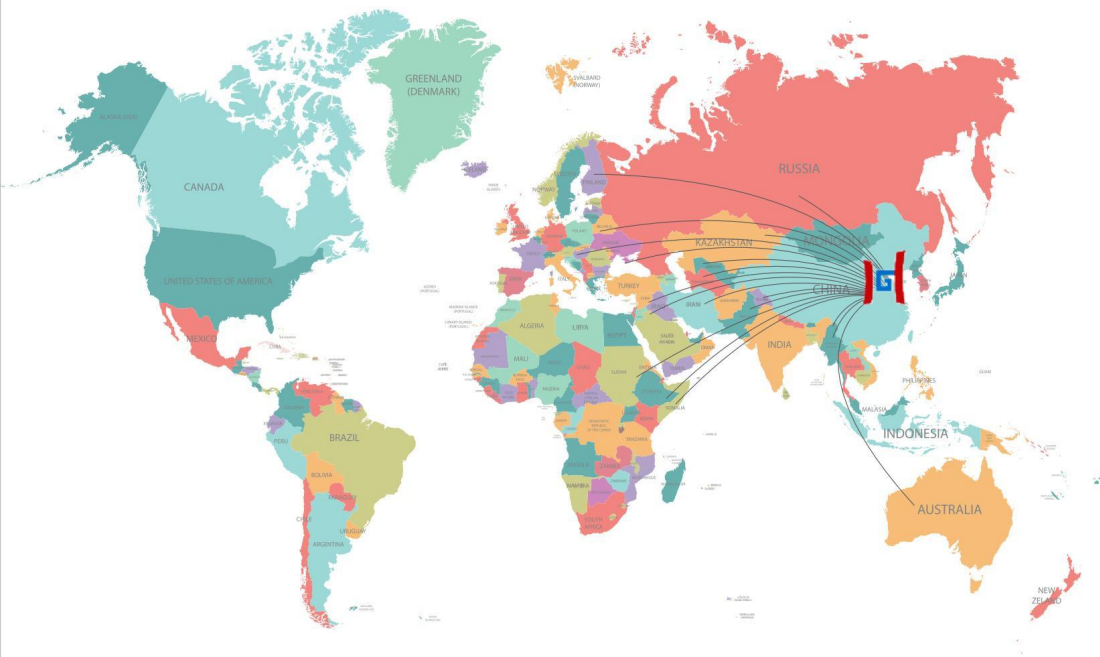
- 陕西建安集团 -- 渭南城投天然气储气库项目
- 中国石油天然气管道工程有限公司 -- 包头天然气液化项目
- 宁夏深燃众源天然气有限公司 -- 盐池天然气综合利用项目
- 中国巨石股份有限公司扩建项目
- 比欧西气体（苏州）有限公司空分项目
- 蚌埠港国际集装箱码头有限公司 -- 轨道式集装箱门式起重机项目
- PSA新加坡大士港(Tuas)项目
- 苏州地铁项目
- 中化四建刚果罐体项目
- 福建升龙大厦项目



SALES NETWORK 销售网络

企业销售网络的建设，是一个需要不断付出智慧、不断积累和创新的过程。企业的每一次努力、每一次科学的变革，都将为企业的销售业绩作出贡献。拥有健全、有力的销售网络，正是企业最重要的无形资产之一。钢华公司自2014年起大力开拓海外市场，历经5年时间，凭借其过硬的产品质量和完善的客户服务体系，赢得了荷兰、韩国、加拿大、越南、新加坡、马来西亚、俄罗斯及周边乌克兰等全球三十多个国家的合作，彰显了公司实力。

The construction of enterprise sales network is a process of constant wisdom, accumulation and innovation. Every effort and scientific change of an enterprise will contribute to its sales performance. Having a sound and powerful sales network is one of the most important intangible assets of an enterprise. Since 2014, TEDA Ganghua has been vigorously exploring overseas markets. After five years of market development and expansion, with its excellent product quality and perfect customer service system, TEDA Ganghua has won the cooperation of more than 30 countries around the world, such as the Netherlands, South Korea, Canada, Vietnam, Singapore, Malaysia, Russia and neighboring Ukraine, demonstrating its strength.



CORPORATE VISION 企业愿景

钢华公司将潜心与国内外行业先进企业学习交流探索新模式、新技术、新方向，继续以一个谦卑者的姿态去面对挑战，不忘初心，使命在肩，将集团品牌及产品推广到更多的国家和地区，也为中国优秀企业走向世界做出表率，

励志做一家有格局有担当的优秀企业。

TEDA Ganghua will devote itself to study and exchange with advanced enterprises at home and abroad, explore new models, new technologies and new directions, continue to face challenges with a humble attitude, never forget the original intention and mission, promote the group's brand and products to more countries and regions, and set an example for Chinese excellent national enterprises to go to the world, and encourage them to be an excellent enterprise with pattern and responsibility National enterprises.

