

To: Value-Added Steel Distributors/ Stockists
From: Trasfa International Pte Ltd.
Our Reference: GEN-01/HK/C-019/06
Date: 31 March 2006

Dear Sir/ Madam,

Learning from the Internet, we understand that your esteemed company deals in steel & metals. We would like to introduce **our company background, product highlights, steel stock lots** so as to enlarge mutual regional market shares through more effective multiple channels and networks.

1. COMPANY PROFILE

Headquarters and Office Networks:	Singapore (Headquarters) , Hong Kong (China), Dongguan (China), Shanghai (China), Taipei (Taiwan), Ho Chi Minh City (Vietnam), Chennai (India), Laguna (Philippines)
Parent Company:	Kian Heng Engineering Works Pte Ltd. (Incorporated since 1976; ISO 9001:2000, BS EN, AJA)
Year Incorporated:	1998
Business Type:	Manufacturer and International Trading House: • A professional manufacturer of decorative grade stainless steel as well as an international trading house representing stainless steel surface treatment specialists. • We are a much-preferred supplier as well as a value-added service provider on the basis of regular, bulk purchases.
Steel and Metals Product Lines:	Stainless Steel. Decorative and Titanium Coated. Carbon Steel, In-house fabrication service and projects. Steel Related Products.
Brand Names:	StainlessArt™, Stainless-Mate™
Import Countries:	Taiwan, Korea, China, Finland, Japan, Western Europe, UK, etc.
Export Countries:	Singapore, China, Hong Kong, Malaysia, Vietnam, Philippines, Brunei, Myanmar, Dubai, etc.
Projects:	• <u>Singapore</u>: Ministry Of Education, Ministry Of Home Affairs, Hong Leong Building, Standard Chartered Building, Queens Condominium City House, Dunman View Condominium • <u>Philippines</u>: Shang Grand Tower, Rockwell Manansala • <u>Myanmar</u>: Sedona Hotel • <u>Brunei</u>: Ministry Of Finance II Building, PGGMB • <u>Vietnam</u>: Hanoi Tower, Saigon Tower, Sheraton Hotel Note: Some new projects are now under construction in <u>Vietnam</u> , <u>Dubai</u> , etc.
Clients:	Leading multi-national corporations on 5 specialized industries: Architectural & Interior Designer Firms, Full-Fledge Elevator Companies, Kitchen Equipment Manufacturers, Stamping Houses, Sheet Metal Fabricators

2. STEEL TRADING HOUSE

Trasfa International Pte Ltd. can always:

- ✓ Communicate with most worldwide mills directly
- ✓ Secure stable supply and consistent quality of materials directly from the mills
- ✓ Make our sources of products or materials transparent to the clients

- ✓ Give professional advice to our foreign and local end-user manufacturers for designs or productions of curtain walls, decoration of buildings, elevators (door cabins), panels of escalators, fix doors and windows, commercial kitchen equipment, stamping panels, chemical plants, etc.

Our very own strengths lie on the:

- ✓ Close inter-relationships and cooperation with the leading industry players
- ✓ Up-to-date knowledge of international markets
- ✓ Extensive overseas networks, client databases & product coverage

3. CLIENT PORTFOLIO

We have gradually diversified into 5 specialized industries, having more clients from leading multi-national corporations.

Architectural & Interior Designer Firm	• Use SUS decorative grade and Titanium coated steel sheet (StainlessArt™), particularly Mirror-HL (MH), Beadblast (SA-210), Starlight (SA-211), etc. Please refer to the projects listed above.
Full-Fledge Elevator Company	• Use decorative SUS and carbon steel. Please refer to the projects listed above
Kitchen Equipment Manufacturer	• For both commercial and household appliances like fridges, sinks, fryers, oven hobs & hoods, BBQ pits, etc. • Applied in fast food service systems of US and Switzerland MNCs.
Stamping House	• Use both SUS and carbon steel for computer parts, electronic machines, printers, control panels, digital camera covers, etc.
Sheet Metal Fabricator	• Architectural works (e.g. curtain walls, column cladding, awning, access doors, electrical trunks, water tanks, staircase railing) • Conveyor systems (e.g. airport baggage convey) • Plants (e.g. ice-cream, dairy, pharmaceutical & chemical plants)

4. STAINLESS STEEL & TITANIUM COATED STEEL

Decorative Grade (StainlessArt™)	AISI / SUS 304 & 316 Grade: ◆ Beadblast SUS Sheet, Starlight SUS Sheet, CD SUS Sheet, Multi-Direction Polishing (HL on Mirror) • Etched SUS Sheet (standard or customised pattern), Embossed SUS Sheet, Rigidised SUS Sheet, Fabric SUS Sheet, Denim SUS Sheet
Titanium Coating Service	5 different colors to enhance decorative purpose and aesthetic values: ◆ Gold, Rose, Bronze, Copper, Black

Remarks: The products highlighted above are our special strengths. For details of other steel and metals, please refer to our website at <http://www.trasfa.com>

5. STEEL STOCK LOTS

We have regular email broadcasting our steel stock lots, comprising of primary quality, good grade 2nd choice, coil side cut, coil ends, etc., over-run from mills. **Please contact us if you would like to receive these regular updates or our quoted prices for the latest stocks as below:**

SSL Ref. No.: TSL 060331-1

Product: AISI 304 Stainless Steel Hairline Titanium Gold Color

Quality: Prime, Excess

Dimension: 1.5mm x 1235mm x 2440mm

Quantity: 254 sheets

Price: FOB Singapore, or CIF (pls specify port of discharge)

Delivery: Ex-Stock
Payment: Irrevocable L/C at sight

SSL Ref. No.: TSL 060331-2
Product: AISI 304 Stainless Steel Hairline Complete with PE
Quality: Prime, Excess Stock
Dimension: 1.5mm x 4 feet x 8 feet
Quantity: 300 sheets
Price: FOB Singpaore, or CIF (pls specify port of discharge)
Delivery: Ex-Stock
Payment: Irrevocable L/C at sight

6. ORDER & QUOTATION FORMS

Our products and prices are competitive among industry standards. If you **fill in the enclosed forms and send it to fax no. +852 3019 6018**, we would be glad to:

- Offer you our free product datasheets, catalogues, SUS samples
- Quote you our prices
- Add you onto Trasfa Steel Stock Lots Emailing List

For further details, please see the last page & contact us.

7. CONTACTS

Singapore Headquarters

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Fax	: +852 3019 6018

Best Regards,
Trasfa International Pte Limited
Website: www.trasfa.com

6.1 INFORMATION & SAMPLE ORDER FORM

A. Please put a tick into the box for our FREE offers:

Format	Softcopies (. pdf) by email ☐	Hardcopies by post ☐	Hardcopies by fax ☐
Data Sheet	StainlessArt™: Decorative, Embossed & Rigidized; Etched & Titanium Coated ☐		
	StainlessArt™: CD Pattern, Starlight, Beadblast & Non-Direction Finishes ☐		
	(New-version copies: To be released in April)		
	Stainless Steel : 200 & 300 series (New-version copies: To be released)		
	Stainless-Mate™ Molybdenum Tester & Nickel Tester ☐		
	Stainless Steel Section ☐	Stainless Steel Sheet & Plate ☐	
	Carbon Steel ☐	Abrasive Polishing Wheel and Cloth ☐	
StainlessArt™ Catalogue	Only hardcopies of booklets by post available ☐		
	(Note: about 80 finishes with 8 pieces of different samples in name-card size)		
SUS Sample	Only hardcopies by post available (Note: Pls specify different finishes, etc: ☐		

B: **Steel Stock Lots:** Please add me onto Trasfa SSL Emailing List ☐

C: **TSL 060331-1:** Please quote me price: FOB Singapore ☐ or CIF (port of discharge ☐

D: **TSL 060331-2:** Please quote me price: FOB Singapore ☐ or CIF (port of discharge ☐

6.2 STEEL QUOTATION FORM

Please put down your inquiry for our quoted prices. For details of other steel or metals, please contact us.

Specifications, Terms and Conditions	Remarks
Product Type: HR/ CR; stainless/ carbon/ coated; plate/ sheet/ coil, etc.	
Grade: 304/ 430/ 316/ 316L, etc.	
Size: thickness x width x length/ coil	
Surface Finishing: For SUS: 2B/ BA/ No.4, etc.	
Quantity (MT)	
Purchase: monthly/ regular/ project based/ One-off	
Place of Origin: Taiwan/ Korea/ Japan/ China/ Western Europe/ UK, etc.	
Others: mill certificate, chemical composition %, tolerance +-%, etc.	
Shipping Terms: Delivery Lead Time; FOB/ CIF/ CNF & port name	
Qty of 20' / 40' / 40' HQ; FCL/ LCL , etc.	
Payment Terms: USD/ Euro per MT; irrevocable L/C at sight, TT, etc.	

6.3 REPLY TO

Please remember to fill in **your full contacts** and send to **Fax No.: +852 3019 6018** The Singapore and HK Offices will receive your fax at the same time. We will get back to you shortly.

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