

佛山市南海广上不锈钢有限公司
Foshan Vinmay Stainless Steel Co.,Ltd.

地址: 佛山市南海区丹灶镇华南五金产业基地新达路一号
Add: Xinda Rd, South China Hardware Industrial Base, Danzao, Nanhai District, Foshan City,
Guangdong Province, China

国内销售热线(Domestic Sales Hotline):

电话(Tel): 0086 757 85436750

传真(Fax): 0086 757 85436755

邮箱(Email): guangshang@vinssco.com

网站(Web): www.vinssco.cn

邮政编码(Post Code): 528216

国际销售热线(International Sales Hotline):

电话(Tel): 0086 757 85436752 85436756

传真(Fax): 0086 757 85436755

邮箱(Email): sales@vinssco.com

网站(Web): www.vinssco.com

邮政编码(Post Code): 528216



VINMAY广上

不锈钢制品管专家

Stainless Steel Tube & Pipe Expert



COMPANY
PROFILE

[目录介绍]

品质 服务 国际化
Quality | Service | Internationalization



• 企业简介 Enterprise profile	01
• 发展历程 Development course	03
• 经营理念 Management idea	05
• 组织架构 Organizational structure	07
• 企业荣誉 Certificate of honor	08
• 生产工艺 Production technology	09
• 品质保证 Quality assurance	11
• 仓储管理 Warehouse management	13
• 技术参数 Technical parameters	15
• 产品应用 Product application	19
• 营销网络 Marketing network	23
• 营销团队 Marketing team	25

广源天下 上成不锈钢
COOPERATE WITH VINMAY, WIN THE WORLD



广上不锈钢成立于2008年，是一家集生产、研发、销售、服务于一体的大型不锈钢焊接管企业，产品符合中国GB-T12770、美国ASTM A554等执行标准，广泛应用于楼梯扶手、机械结构、五金配件、医疗器械、汽车用品、家具、卫浴、展示架等。

佛山广上位于中国著名的不锈钢生产基地广东佛山市，占地面积8000多平米，拥有20条先进的氩弧焊制管生产线和一批优秀的管理人员和技术工程师，年产量达15000吨。

目前我们的产品远销中国20多个省份，以及国外50多个国家，其中包括美国、哥伦比亚、巴西、英国、俄罗斯、立陶宛、乌克兰、瑞典、西班牙、意大利、澳大利亚、南非、新加坡等。

广上经过近七年的发展，在不锈钢生产、研发、销售和服务方面积累了相当丰富的经验。广上将充分利用不断积累的经验优势，向全世界提供更加优质的产品和服务。

Founded in 2008, Foshan Vinmay Stainless Steel Co., Ltd is a large-scale enterprise which concentrate on producing, developing, selling and serving of stainless steel welded tubes and pipes. All our products are strictly with GB-T12770 and ASTM A554 standards, what are widely used in handles, mechanic making, hardware fittings, medical devices, automotives, furnitures, bathroom, showing stands ect.

Foshan Vinmay Stainless Steel Co., Ltd located in Foshan city which is a famous stainless steel production base. Covering 8000 square meters, we have 20 advanced production lines, a batch of outstanding managers and technical engineers. Our annual output is more than 15000tons.

Our tubes have been sold to about 20 provinces in China and exported to more than 50 countries including the United States, Colombia, Peru, Brazil, United Kingdom, Russia, Lithuania, Ukraine, Sweden, Spain, Italy, Australia, Egypt, South Africa, UAE, Pakistan, Saud Arabia, Singapore, Turkey, Iran and so on.

Vinmay has accumulated rich experience in stainless steel manufacture, research and development, sale and service through almost 7 years. Vinmay will make full use of the accumulated experience and advantages in order to offer better products and service to all our customers around the world.

历经7年的沧桑，广上一直秉持自己的理念和特色，致力打造中国不锈钢焊接管行业的国际化领军企业。

During the 7 years, Vinmay always keep its own idea and features, and trying to be the international leader in stainless steel welded tubes and pipes industry.

2014年大力开拓美洲市场。
Expanding the sales in USA, Mexico and the other American markets in 2014.

2013年下半年大力开拓巴西市场，销售量达到200T/月。
Expanding Brazil market in second half 2013, sales volume up to 300tons/month

2013年3月份成立国内销售部，大力开拓国内不锈钢制品管市场。
Domestic department founded in March, 2013, trying to enlarge the Chinese stainless steel mechanical tubes market.

2012年上半年扩张生产线至20条，产能达到1200T/月。
Production lines expanded to 20 in first half of 2012, and the capacity is about 1200tons/month.

2008年公司成立
The company was founded in 2008.

2010年7月份成为土耳其不锈钢焊接管市场最大的供应商，市场占有率达到50%以上！
Being Turkey's largest stainless steel welded tubes supplier in July, 2010, and get more than 50% market share in Turkey.

2010年下半年扩张生产线至10条，产能达到600T/月。
Production lines added to 10 in second half 2010, capacity was about 600tons /month.

2011年下半年大力拓展俄罗斯市场，销售量达到300T/月。
Expanding Russian market in second half 2011, sales volume up to 300tons/month.

诚信为基准
Honesty as the benchmark

品质为核心
Quality as the core

市场为导向
Market orientation

人才为动力
Talents for power

员工准则
Employee criteria

对待企业：荣辱与共，共同发展；
Share weal or woe, develop together with corporation;

对待工作：勤业敬业，发挥潜能；
Be hard and loyal, utilize potential in works;

对待客户：至尊至信，共生共赢；
Belief and majesty, win and develop together with customers;

对待领导：服从理解，沟通信任；
Obey and understand, communicate and trust leaders;

对待同事：坦诚相待，和谐共进；
Frank treatment, harmonious together with colleagues;

对待自己：自律自励，成就自我；
Self-restrict and self-courage, achieve fulfillment by ourselves;

对待家庭：尊老爱幼，互亲互敬；
Aged respected, mutually respect and love family;

对待社会：遵纪守法，义利共济。
Obey disciplines and laws, share justice and benefit for society.



广上一向以市场和质量为企业立足之本，产品在中国不锈钢行业率先通过ISO9001:2008质量管理体系认证，为中国制造网、环球市场、SGS认证供应商，并先后获得由广东省政府、佛山市政府颁发的“质量管理先进单位”、“重质量品牌企业”、“用户满意企业”等荣誉称号。

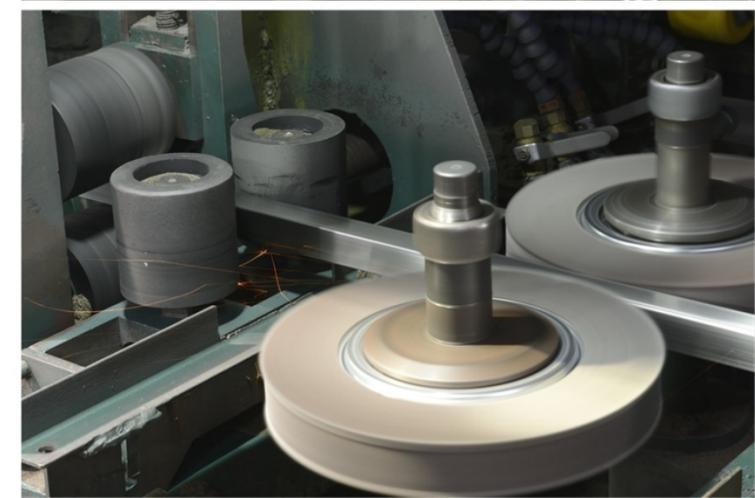
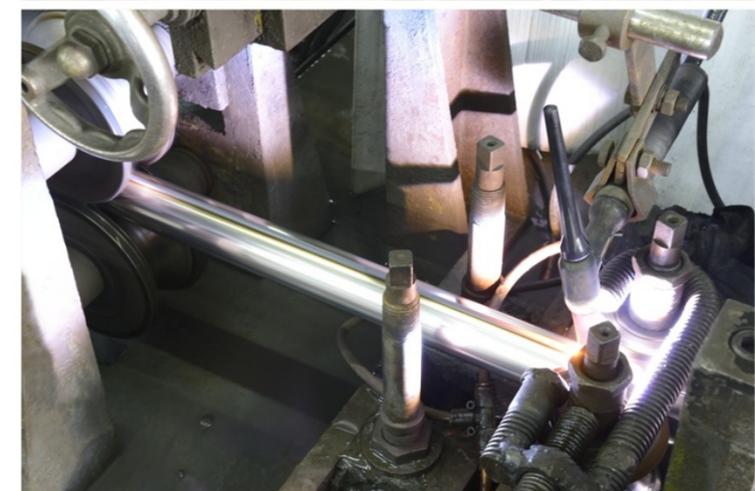
Vinmay always take the market and quality as our foothold, we got ISO9001:2008 quality management system certification, and got to be Made-in-China, Global Market, SGS certified supplier. Furthermore, we were awarded the "Quality Management Advanced Unit", "Quality Brand Enterprise", "Customer Satisfaction Enterprise" and other honorary titles from the government of Guangdong province and Foshan city.



先进的生产工艺 Advanced production technology

广上所有原材料均选用太钢、宝钢、青山等优质钢厂供应的精炼炉，从而保证产品的高稳定性和高防腐性。
通过对原材料压延和退火的科学管理与机械性能指标（硬度和伸长率等）的监测，从而很好满足产品折弯、扩口缩口、压扁、冲孔、翻边等制品工艺要求。
严格控制制管成型的外径尺寸精度，使产品适用于内外套管和装配等用途。
控制焊接电流与速度比例焊接和打磨工艺，达到充分焊透、内焊缝平整，无砂眼、无漏焊、无黑线。
由于在原材料的选用、压延、退火、焊接和成型等工艺的高标准要求，使产品表面的麻点、脱皮、拉伤等问题得到很好的控制，再经高要求的抛光工序处理，能达到无麻点、无砂眼，保证产品表面的光洁度和亮度，从而能够很好的满足产品电镀和精抛（6K/8K）等用途。

All of the raw materials of Vinmay are from high quality suppliers such as BAOSTEEL, TISCO, TSINGSHAN, and so on, so that we can make sure the stability and rust corrosion resistance of our products.
According to the monitoring of rolling & annealing ,mechanical properties (such as hardness and elongation) and scientific managements, we can satisfy those technological requirements such as bending, flaring or reducing, flattening, punching and flanging and so on.
With strict control of outer diameter from the producing, our products can be suitable for the inner and outer casing and assemblage application.
Our tubes can get fully welding and smooth inner welding, without blister, leak welding or black line through the good control of welding and grinding technology of welding current and speed proportion.
Because of the high requirements of raw materials selection, rolling, annealing, welding and forming ect, we can get a good control to avoid surface like pitting, peeling, injury problems.
After high standard requirements on polishing process, we can meet the requirements of electroplating, fine polishing (6 k, 8 k) and other application as the result of good smoothness and brightness of our tubes without any pitting, sand hole.

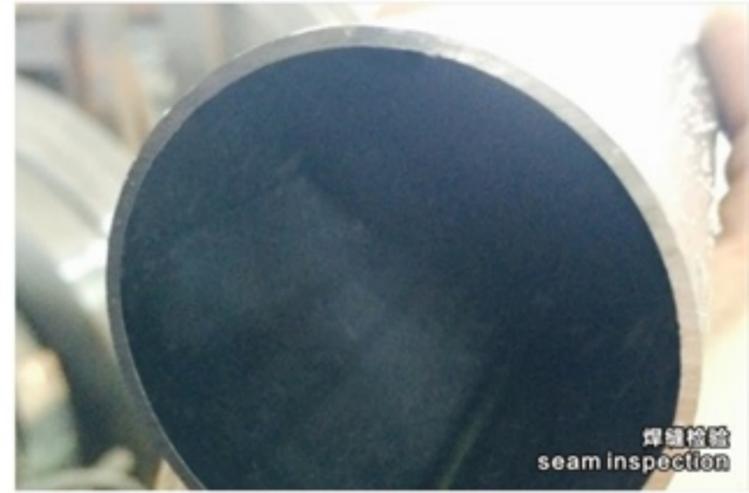


严格的品质保证 Strict Quality Assurance

公司自成立以来，一直把产品质量视为公司参与市场竞争的核心，正是这个成功的定位和广上全体员工强烈的产品质量意识，使广上成为全球最优秀的不锈钢焊接管供应商之一。
公司根据产品质量要求，建立了严密的质量检验体系和科学的检验标准，并严格执行ISO9001-2008质量管理体系和GB-T12770、ASTM A554质量标准，确保公司持续稳定生产优秀的产品。

Our company always consider quality as the core of market competition after foundation, and because of the successful positioning and strong sense of quality from all our staff, Vinmay can be one of the best stainless steel welded tubes suppliers in the world.

According to the quality requirements, we established strict quality inspection system and scientific examination standards, all the products should be strict with the ISO9001-2008 quality management systems and the quality standards of ASTM A554, GB-T 12770 in order to make sure for excellent quality in steady production.



外径检验
diameter inspection

规范的仓储管理 Excellent warehouse management

客户的每一支管从原材料采购，半成品、成品的生产，到最终包装入库和发货，统一进行电脑数据的录入、核实和跟踪，从而保证订单数据的准确性。

产品的包装将根据客户的实际情况和要求，分别采用中空板、编织袋、铁架、木箱等材料，既保证了产品包装的美观，也方便客户的装卸。

所有客户的成品根据订单进行分类存放，在发货前必须认真核实好每包管的支数、规格、厚度等信息，粘贴好客户指定的唛头，然后由专门的设备和工具进行装柜，在整个发货过程中有专人进行核实、跟踪和拍照。

Each piece of tube from raw material procurement, semi-finished products and finished products, to the final packaging, warehousing and shipping, we will use computer to keep data of entry, verification and tracking, so that we can ensure the accuracy of order data.

Our packing can be adjusted according to the customer's actual situation and requirements, we have different packing materials like hollow sheets, woven bags, steel crates and wooden boxes. The packing looks nice, and also very convenient for customers to load or unload goods.

All customers' products will be classified and stored according to the orders. Quantity, size, thickness and other information of every bundle will be confirmed carefully, pasting the labels as per the customers' requirements and loading cargos by the specific equipment and tools. Special staff will take photos and have exact verification and tracking.



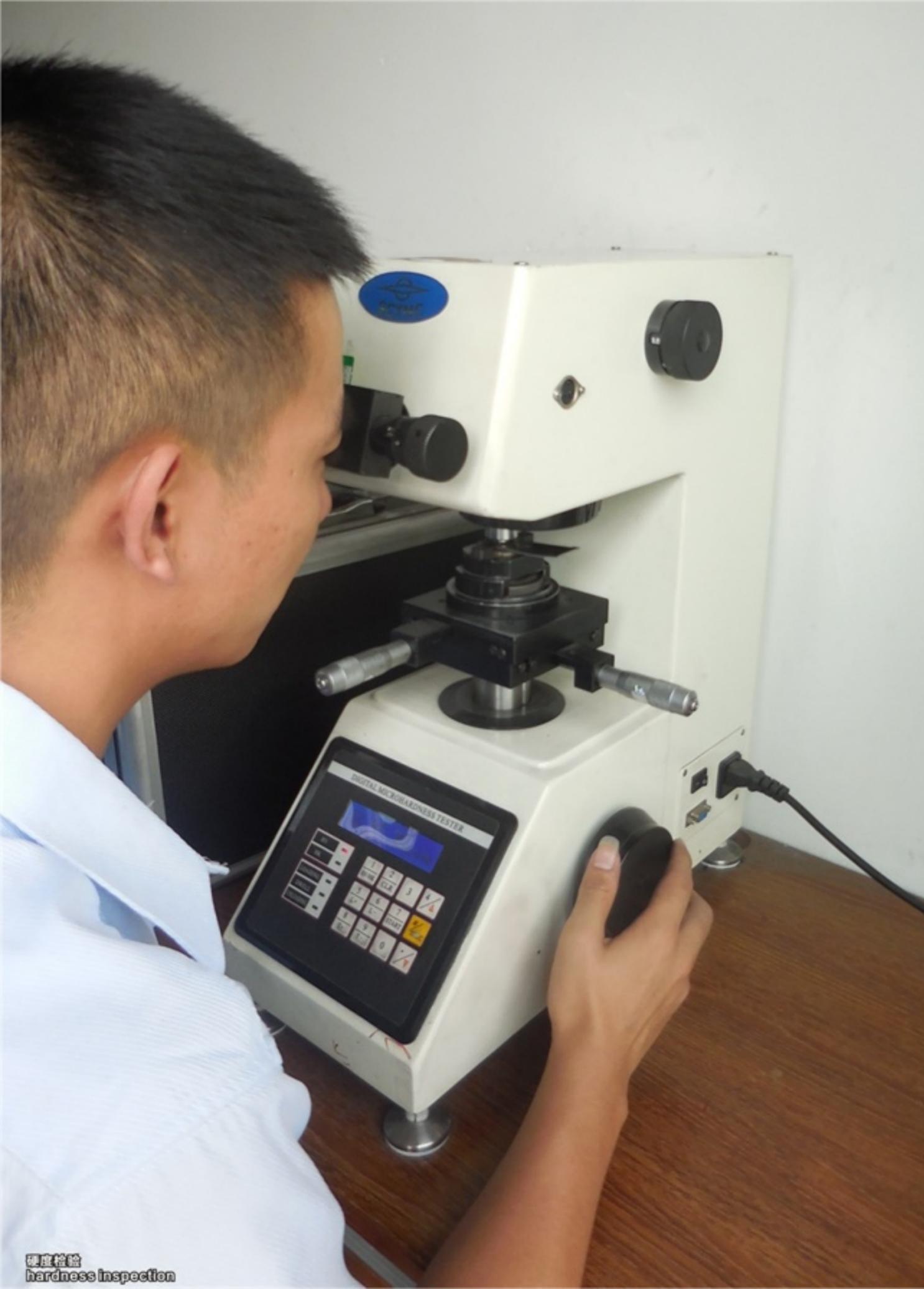
发货(装柜)
loading



过磅
weighting



成品仓库
warehouse



不锈钢化学成分表 STAINLESS STEEL CHEMICAL COMPOSITION

化学成分(%) Chemical Composition									
标准 Standard	材质 Grade	C	Si	Mn	P	S	Cr	Ni	其他 other
美标ASTM	304	≤0.08	≤1.00	≤2.00	≤0.045	≤0.030	18.0~20.0	8.0~12.0	-
	304L	≤0.03	≤1.00	≤2.00	≤0.045	≤0.030	18.0~20.0	8.0~12.0	-
	316	≤0.08	≤1.00	≤2.00	≤0.045	≤0.030	16.0~18.0	10.0~14.0	Mo:2~3
	316L	≤0.03	≤1.00	≤2.00	≤0.045	≤0.030	16.0~18.0	10.0~14.0	Mo:2~3
	409L	≤0.03	≤1.00	≤1.00	≤0.04	≤0.03	10.5~11.75	0.6	Tr:0.15~0.75
	430	≤0.12	≤1.00	≤1.00	≤0.040	≤0.030	16.0~18.0	0.75	
	202	≤0.15	≤1.0	7.5~10.0	≤0.06	≤0.03	15.0~17.0	4.0~6.0	
国标GB	06Cr19Ni10(304)	≤0.08	≤1.00	≤2.00	≤0.045	≤0.030	18.0~20.0	8.0~12.0	
	022Cr17Ni12Mo2(316L)	≤0.03	≤1.00	≤2.00	≤0.045	≤0.030	16.0~18.0	10.0~14.0	Mo:2~3
	1Cr17Mn6Ni5N(201)	≤0.15	≤1.0	7.5~10.0	≤0.06	≤0.03	15.0~17.0	3.5~4.5	
	1Cr18Mn8Ni5N(202)	≤0.15	≤1.0	7.5~10.0	≤0.06	≤0.03	15.0~17.0	4.0~6.0	
	12Cr17Ni7(301)	≤0.15	≤1.00	≤2.00	≤0.045	≤0.030	16.0~18.0	5.0~8.0	
	022Cr11Ti(409L)	≤0.03	≤1.00	≤1.00	≤0.04	≤0.03	10.5~11.75	0.6	Tr:0.15~0.75
	10Cr17(430)	≤0.12	≤1.00	≤1.00	≤0.040	≤0.030	16.0~18.0	0.75	
欧标EN	1.4301	≤0.07	≤1.00	≤2.00	≤0.045	≤0.015	17.0~19.5	8.0~10.5	
	1.4307	≤0.03	≤1.00	≤2.00	≤0.045	≤0.015	18.0~20.0	10.0~12.0	
	1.4401	≤0.07	≤1.00	≤2.00	≤0.045	≤0.015	16.0~18.0	10.0~13.0	Mo:2~3
	1.4404	≤0.03	≤1.00	≤2.00	≤0.045	≤0.015	16.0~18.0	10.0~13.0	Mo:2~3

不锈钢的机械性质 STAINLESS STEEL MECHANICAL PROPERTIES

标准 Standard	材质 Grade	抗拉强度	屈服强度	延伸率	硬度
		T.S(Rm)N/mm ²	Y.S(Rp)0.2%N/mm ²	Elongation(%)	Hardness(HV)
美标ASTM	304	≥520	≥205	≥40	≤200
	304L	≥480	≥175	≥40	≤200
	316	≥520	≥205	≥40	≤200
	316L	≥480	≥175	≥40	≤200
	409L	≥360	≥175	≥25	≤175
	430	≥390	≥205	≥22	≤200
	202	≥515	≥205	≥40	≤220
国标GB	06Cr19Ni10(304)	≥520	≥205	≥40	≤200
	022Cr17Ni12Mo2(316L)	≥480	≥175	≥40	≤200
	1Cr17Mn6Ni5N(201)	≥580	≥275	≥30	≤240
	1Cr18Mn8Ni5N(202)	≥515	≥205	≥40	≤220
	12Cr17Ni7(301)	≥520	≥205	≥40	≤218
	022Cr11Ti(409L)	≥360	≥175	≥25	≤175
	10Cr17(430)	≥390	≥205	≥22	≤200
欧标EN	1.4301	(500~700)	≥195	≥40	≤200
	1.4307	(470~670)	≥180	≥40	≤200
	1.4401	(510~710)	≥205	≥40	≤200
	1.4404	(490~690)	≥195	≥40	≤200

圆管尺寸公差 SIZE TOLERANCE OF ROUND TUBES

标准 Standard	外径(mm) Outside Diameter	厚度(mm) Thickness	外径公差(mm) Outer Diameter Tolerance	厚度公差 (mm) Thickness Tolerance	长度公差(mm) Length Tolerance
ASTM A554	≤12.7	0.51 - 1.24	±0.10	±10.00% T	+4.8 - 0
	>12.7 - 25.4	0.51 - 1.65	±0.13		
		>1.65 - 3.40	±0.25		
	>25.4 - 38.1	0.64 - 1.65	±0.20		
		>1.65 - 3.40	±0.25		
	>38.1 - 50.8	0.64 - 1.24	±0.25		
		>1.24 - 2.11	±0.28		
		>2.11 - 3.78	±0.30		
	>50.8 - 63.5	0.81 - 1.65	±0.30		
		>1.65 - 2.77	±0.33		
	>63.5 - 88.9	>2.77 - 4.19	±0.36		
		0.81 - 4.19	±0.36		
>88.9 - 127.0	0.89 - 4.19	±0.51			
	>4.19	±0.64			
>127.0 - 190.5	1.24 - 6.35	±0.64			
	>6.35	±0.76			
GB/T12770	<25		±0.15	*冷 Cold Rolled ≤0.50 - ±0.55 >0.50 - 1.00 ±0.11 >1.00 - 2.00 ±0.17 >2.00 - 3.00 ±7.00%S >3.00 ±10.00%S 热 Hot Rolled ±10.00% S*	• 20 - 0
	≥25 - 40		±0.18		
	≥40 - 50		±0.20		
	≥50 - 60		±0.23		
	≥60 - 70		±0.30		
	≥70 - 80		±0.30		
	≥80 - 90		±0.30		
	≥90 - 100		±0.30		
	≥100 - 200		±0.5%D		
	≥200		协议		
JIS G3446	<50		±0.25		
	≥50		±0.5%		

方管、矩形管尺寸公差 SIZE TOLERANCE OF SQUARE AND RECTANGULAR TUBES

最大角度 Max Radii of Corners		外径公差(mm) Outside Diameter Tolerance		扭角 Twist Tolerance	
厚度(mm) Wall Thickness	最大角度 (mm) Radii of Corners, Max	Largest Normal Outside Dimension	Across Flats Across Flats Convexity or Concavity	外径 (mm) Outside Diameter	公差 (mm) Tolerance
>0.51 - 1.24	2.40	≤31.80	±0.38	≤12.70	1.53
>1.24 - 1.65	3.20			>12.70 - 38.10	2.30
>1.65 - 2.11	3.60			>38.10 - 63.50	2.84
>2.11 - 2.42	4.80	>31.80 - 63.50	±0.51	>63.50 - 101.60	3.82
>2.42 - 2.77	5.20			>101.60 - 152.40	7.54
>2.77 - 3.40	5.60	>63.5 - 139.70	±0.76	>152.40	11.37
>3.40 - 3.96	6.40				
>3.96 - 5.08	9.50				
>5.08 - 6.35	12.70	>139.70 - 203.20	±1.52		

不锈钢计算公式 WEIGHT CALCULATING FORMULA

钢种(Type)				密度	计算方式
美标ASTM	日标JIS	国标GB	欧标EN	Density (g/cm)	Calculated Method
304	SUS304	06Cr19Ni10	1.4301	7.93	W=0.02491 t(D-t)
304L	SUS304L	022Cr19Ni11	1.4307		
316	SUS316	06Cr17Ni12Mo2	1.4401	7.98	W=0.02507 t(D-t)
316L	SUS316L	022Cr17Ni12Mo2	1.4404		

W:钢管重量 Weight (kg/m) D:钢管外径 Outside Diameter (mm) T:钢管厚度: Wall Thickness (mm)

表面亮度 SURFACE FINISH

项目Item	圆管 ROUND TUBES		方管、矩形管 SQUARE AND RECTANGULAR TUBES	
	表面 Finish	说明 Description	表面Finish	说明 Description
表面亮度 Surface Finish	MF	As Welded	MF	As Welded
	400#	Buffed After Polishing By 400#	400#	Buffed After Polishing By 400#
	600#	Buffed After Polishing By 600#	600#	Buffed After Polishing By 600#
	800#	Buffed After Polishing By 800#	800#	Buffed After Polishing By 800#
	90# Hairline	Hairline Finish After Polishing 90#	90# Hairline	Hairline Finish After Polishing 90#
	180# Hairline	Hairline Finish After Polishing 180#	180# Hairline	Hairline Finish After Polishing 180#
	240# Hairline	Hairline Finish After Polishing 240#	240# Hairline	Hairline Finish After Polishing 240#
	320# Hairline	Hairline Finish After Polishing 320#	320# Hairline	Hairline Finish After Polishing 320#

产品的广泛应用 Wide range of products

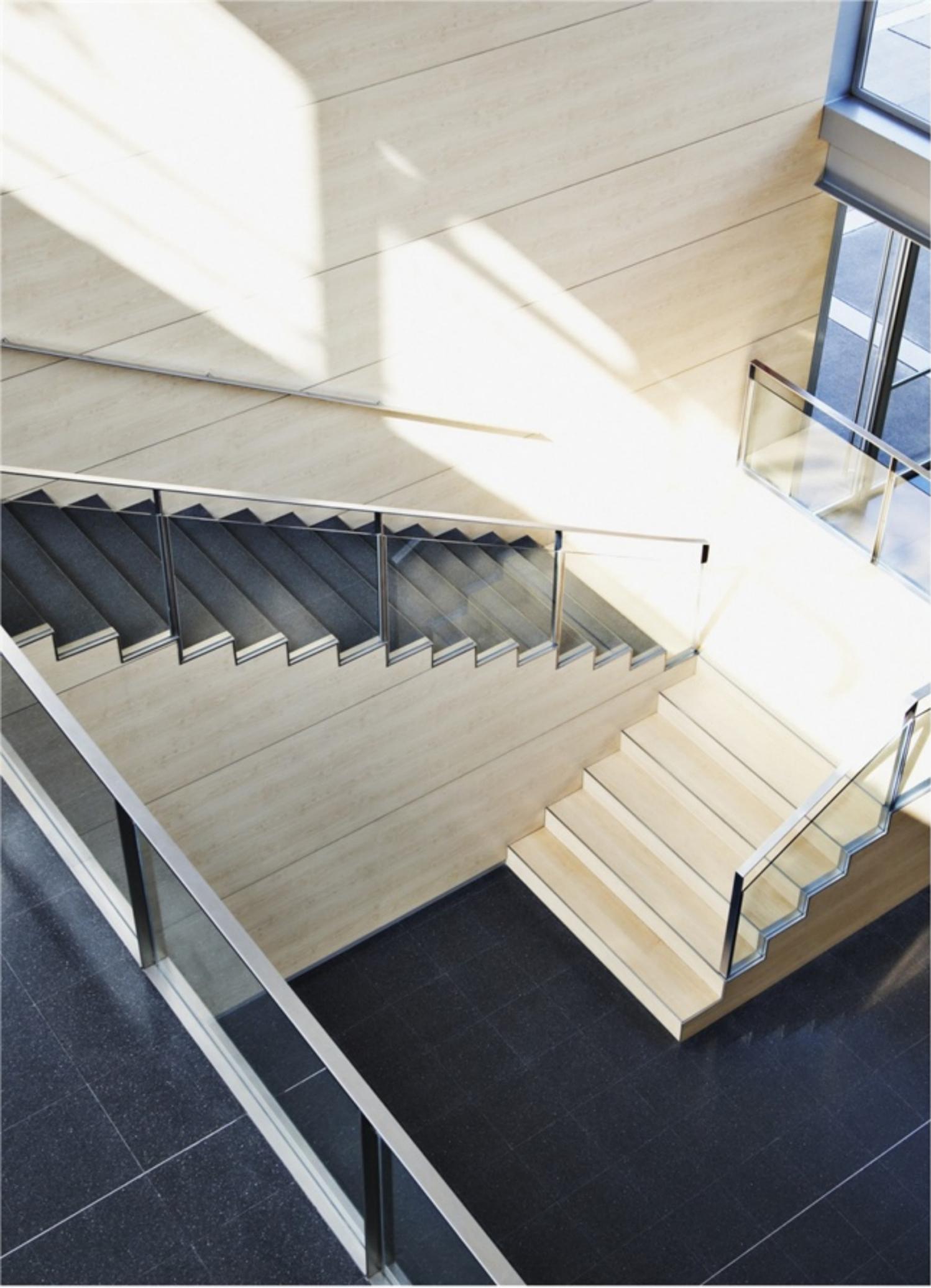
汽车配件用管：主要应用于汽车排气管和汽车保险杠，要求耐热疲劳，焊缝部位机械性能良好，表面适合精抛。常用材质有304#、409#、410L#。

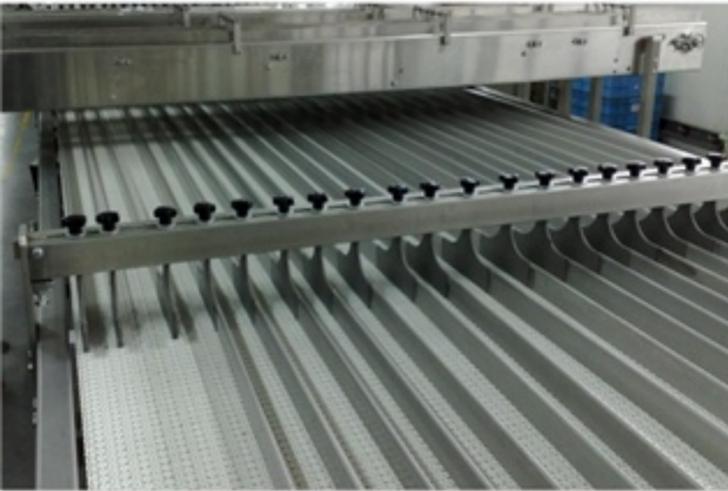
Tubes for Automobile: mainly for exhaust pipe and bumper, requested good heatproof, good mechanical properties of welding, and easy for fine polishing. Regular materials are 304, 409L and 410.



楼梯扶手用管：主要应用于楼梯立柱、楼梯扶手、商场扶栏、游艇扶栏、拉手等，要求坚固、耐久，高稳定性和高防腐蚀性，表面亮度均匀，砂路统一。常用材质有201#、202#、304#、316#。

Tubes for handrail: mainly for railing system, handles, requested excellent intensity, duration, stability and corrosion properties; good brightness, same sand lines. Regular materials are 201, 202, 304 and 316L.





机械设备用管：主要应用于自动化设备、机械构造，要求坚固、耐久，外径尺寸、弯曲度、扭曲度、长度公差范围小，管材精密度高。常用材质有201#、304#等。

Tubes for machinery equipment: mainly for automation equipment, mechanical structure, requested excellent intensity, duration, and minimum tolerance of outside diameter size, bending, and length. Regular materials are 201, 304.



卫浴用管：主要应用于不锈钢花洒、不锈钢水龙头、不锈钢淋浴房、不锈钢挂件等，要求表面无脱皮、拉伤，经抛光后无泡点、麻点、碰伤、焊缝砂眼，适用于精抛、电镀等，常用材质有304#。

Tubes for sanitary wares: mainly for SS hand shower, SS faucet, SS shower room, SS bathroom accessory, requested no strain markings, peelings on tube surface, and no bubbles, pits, bumps, sand holes, welding lines after polishing, tubes can be used for fine polishing and electroplating. Regular material is 304.



五金家具用管：主要应用于茶几、沙发、桌椅等，要求机械性能良好，能够缩口、扩口、弯折，表面要求无脱皮、拉伤，适用于精抛、电镀。常用材质有201#、202#、304#等。

Application for hardware furniture: mainly for sofa, desk, tea table, requested excellent mechanical properties, can be used for sinking and flaring, bending, without strain marking, peeling, and for fine polishing and electroplating. Regular materials are 201, 202 and 304.



展示架用管：主要应用于置物架、货架、服装（鞋帽）架等，要求外径尺寸、弯曲度等精密度高，机械性能良好，适用于冲孔、精抛等，常用材质有201#、304#等。

Tubes for display shelf: mainly for goods shelf, showing shelf, requested minimum tolerance of outside diameter size and bending, tubes can be used for punching and fine polishing. Regular materials are 201, 304.





国内市场 Domestic market

广东省: 佛山、广州、中山、肇庆、江门、深圳、东莞、珠海
Guangdong Province: Foshan, Guangzhou, Zhongshan, Zhaoqing, Jiangmen, Shenzhen, Dongguan, Zhuhai

四川省: 成都	Sichuan Province: Chengdu	北京市 Beijing City
湖南省: 长沙	Hunan Province: Changsha	上海市 Shanghai City
黑龙江: 大庆	Heilongjiang: Daqing	天津市 Tianjin City
海南省: 海口	Hainan Province: Haikou	重庆市 Chongqing City
江苏省: 无锡	Jiangsu Province: Wuxi	
河北省: 保定	Hebei Province: Baoding	

湖北省: 荆州	Hubei Province: Jingzhou
福建省: 厦门	Fujian Province: Xiamen
广西省: 南宁	Guangxi Province: Nanning
安徽省: 合肥	Anhui Province: Hefei
浙江省: 宁波	Zhejiang Province: Ningbo
山东省: 济南	Shandong Province: J'nan
陕西省: 西安	Shaanxi Province: Xi'an
山西省: 太原	Shanxi Province: Taiyuan
江西省: 南昌	Jiangxi Province: Nanchang

欧洲 Europe

比利时 Belgium
俄罗斯 Russia
乌克兰 Ukraine
荷兰 Netherlands
德国 Germany
法国 France
英国 United Kingdom
希腊 Greece
意大利 Italy
西班牙 Spain
瑞典 Sweden

亚洲 Asia

中国 The People's Republic of China
阿联酋 United Arab Emirates
巴基斯坦 Pakistan
韩国 Korea
菲律宾 Philippines
马来西亚 Malaysia
泰国 Thailand
新加坡 Singapore
卡塔尔 Qatar
科威特 Kuwait
沙特阿拉伯 Saudi Arabia
斯里兰卡 Sri Lanka
伊朗 Iran
土耳其 Turkey
印度 India
印度尼西亚 Indonesia

大洋洲 Oceania

澳大利亚 Australia
新西兰 New Zealand

非洲 Africa

埃及 Egypt
南非 South Africa

北美 North America

加拿大 Canada
美国 The United States
墨西哥 Mexico

南美 South America

巴西 Brazil
秘鲁 Peru
哥伦比亚 Colombia
智利 Chile

广上始终坚持“以市场为导向”的经营理念，不断观察和掌握不锈钢焊接管市场行情，积极寻求探索能够更好满足客户需求的营销模式。我们每年参加国内外多场不锈钢专业展会，通过对俄罗斯、土耳其、德国、荷兰、美国、墨西哥、巴西、印度、印尼、泰国等主要市场的实地考察和了解，与客户面对面的沟通，准确把握市场和客户的真正需求，更重要的是：我们可以给客户提供更加专业、适合的产品和服务！

Vinmay always take "market-oriented" as business philosophy, we are not only trying to keep observing the stainless steel welded tubes market information, but also trying to seek better marketing mode to meet customers' demand. We attend many domestic and abroad exhibitions every year, after on-the-spot investigation and understanding of Russia, Turkey, Germany, Netherland, the United States, Mexico, Brazil, India, Indonesia, Thailand and other principal markets, we can get effective communication with the customers, grasping the market information and the real demand of the customers. The most important is that we can provide more professional, suitable products and services to our customers.

