

总经理致辞 Speech of Chairman

成就梦想，让我们一起努力！

“骏楠”两个小男孩名字的组合，承载了我们一群人的追求、梦想和信念！

“为客户创造价值，为伙伴创造效益，为员工创造前程，为社会创造财富，拥抱中国梦！”这就是“成就骏楠人事业梦想”——肩负的企业使命，我们成就事业的定义所在！

因为这个追求，我们团结一致，齐心协力，致力于“打造中国钢铁贸易诚信、品质、服务第一品牌”，从管理创新、团队培养、服务创新入手，并勇于承担社会责任，努力为实现“成为全球最大的钢铁供应商”这一公司愿景而努力奋斗！



因为这份梦想，我们秉承“只争第一，点滴做起”的公司精神，瞄准行业标杆，以务实的态度，积极迎接挑战的心态、永不言败的自信、百折不挠的勇气、奋力开拓的锐气，踔厉奋进，不断超越！

因为这份信念，我们始终将“成就客户之心、成就员工之心”不动摇地坚持，赢得了客户、合作工厂的信任和满意，赢得了同行的尊重和赞许，赢得了许多优秀人才加盟！

但在此，在告别了钢铁辉煌时代之后，骏楠，虽然站在了钢铁行业的历史起点，可以预见，未来还有更大的挑战在等着我们。但我坚信，“没有夕阳的行业，只有夕阳的企业”，在“成就骏楠人事业梦想”的引领下，我们会做得更好！

——成就梦想，让我们一起努力！

Working together! Making dreams come true!

Speech of Chairman

Working together!

Making dreams come true!

"JUNNAN" is originated from the names of two boys, carrying our pursuit, dreams and faith.

Creating value for customers, creating future for employees, creating wealth for society! Doosting China dream! It's the mission that we are undertaking, it's the significance that we are getting achievements.

Because of this pursuit, we are united and working together to be the first brand in China steel field with integrity, quality and service. Starting from the management innovation, teamwork innovation, service innovation, we bear the social responsibilities actively to achieve our target. "become the world's most powerful steel supplier"

Because of this dream, we adhere to the spirit of "only to be the first and starting from little things". Aiming at industry belttogether, we push forward

constantly with the pragmatic attitude, positive mentality to challenge, self-confidence of never giving up, indomitable courage and pioneering spirit.

Because of this belief, we stick to the stable mind of making customers and employees successful to win the trust and satisfaction from customers and cooperative factories, to win the respect of competitors and to get the talents to join.

All in the past, after saying goodbye to the glory days of steel industry, Junnan is standing on the new starting point. Precisely, there still will be more challenges for us. I firmly believe that "there is no sunset industry, only sunset enterprise", under the leading of "making Junnan people become successful", we will do it better.

Making our dreams come true, let's work together!



公司简介 About us



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唐山骏楠贸易有限公司成立于2015年3月4日，注册资金5000万。是一家集国际、国内贸易、加工定制、仓储、配送、物流于一体的大型钢铁实业公司。

公司管理层从事钢铁行业20年，具有丰富的管理团队经验及客户、工厂、人脉资源。公司各岗位人员均具有8年以上的外贸工作经验，整体团队在钢铁贸易领域具备专业化服务水平、履约能力和抗风险能力，为客户提供专业优质的服务。

公司主要经营产品有型材、螺线、管材、钢板桩、带钢、镀锌线、热卷、冷卷、镀锌、彩涂、钉子等，出口的国家主要有韩国、越南、泰国、缅甸、菲律宾、新加坡、孟加拉等一些东南亚市场以及沙特、约旦、迪拜、科威特等中东市场和非洲国家和地区。国内业务以终端用户、中铁中建建筑工程合作为主，参与工程竞标，年销量20万吨。

公司在拥有完备产品系上，后续逐步开发出口一些高产品。目前，我公司已经和河北津西钢铁、河北钢铁、山东日照钢铁、唐山天柱钢铁、唐山新宝泰钢铁、唐山九江、国义、安丰等大型钢铁企业，建立了长期稳定的合作共赢关系！

我们拥有专业化的服务团队和完善的销售流程。我们承诺从客户下单到客户收到货，整个过程让客户做到百分之百放心！专业的技术质检人员对客户所订购的产品进行质量检验，从生产到装车到集港到装船再到目的港，他们都认真进行全程质量跟踪，确保客户收到满意的产品。客户的满意是对我们最大的认可！

公司自成立以来，凭借一流的产品质量和专业的优质服务赢得了新老客户的信赖和支持，树立了良好的业界口碑。在激烈的市场竞争中，公司致力于“打造中国钢铁贸易诚信、品质、服务第一

效益、为员工创造前程、为股东创造财富。助推中国梦！”为使命，感恩做人，脚踏实地，抓住机遇，带领骏楠人携手共创美好前程！

Tangshan Junnan Trade Co., Ltd. was established on 4th Mar. 2015 with registered capital of 50 million RMB. It is a large-scale steel company integrating international and domestic trade, processing customization, warehousing, distribution and logistics.

The management has been engaged in steel industry for more than 20 years,

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full of experience for managing team and strong business relations with our valuable customers and factories. Every staff in the company with more than 8 years international trade experience could provide professional and excellent service, which based on our strong capability in carrying out the contracts and resisting risks that may occur during the contract.

Our product ranges include structural steel, rebar, wire rod, steel pipe, steel sheet pile, GI wire, HRC, CRC, GI, PPGI, nail, square steel, steel strips and T-shaped bar, etc, mainly exported to Southeast Asia, Middle East and Africa such as South Korea, Vietnam, Thailand,



Myanmar, Philippines, Singapore, Jordan, Dubai, Kuwait. The domestic trade is mainly on cooperation with terminal users, construction projects of CRGC and CCCC, and we also participate in bidding for projects. The annual sales quantity reaches to 200,000 tons.

On the basis of current product line, Junnan will gradually research and develop more high value-added products. Up to now, we have established long-term and win-win partnership with many large steel manufacturers, such as Hebei Jinxin Iron & Steel Group Co., Ltd., Hebei Iron & Steel Group, Hebei Tianzhu Iron & Steel Group, Tangshan Xirun Steel Company, Tangshan Jiliang Steel Company, Tangshan Guoyi Steel Company, Tangshan Anliang Steel Company and so on.

Professional service and superior sales process enable our clients to trust us completely from placing order to receiving the goods. Professional inspection personnel will test products

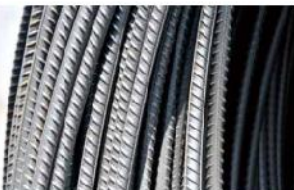
for customers from start of production to loading goods into truck, from goods congregation to shipment and from departure to destination, they track the whole process seriously, to ensure customers receive satisfactory products.

Since the company founded, we have won trust and support of new and old customers relying on the top quality and specialized first-rate service. Meanwhile, Junnan is widely recognized throughout the industry by people from all walks of life.

In the fierce competition, Junnan is committed to "Creating the first steel brand with integrity, quality and service in China", adhering to the business concept: struggling, pragmatism, harmony and innovation, taking "creating value for customers, creating benefits for the partners, creating prospects for employees, creating wealth for society, boosting China dream!" as mission, striving to seize the opportunity leading Junnan people to a better future!

骏楠公司组织架构图

Organization structure of Junnan company



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为什么要与骏楠合作 | Why cooperating with Junnan



Why cooperating with Junnan | 为什么要与骏楠合作



为什么要与骏楠合作 Why Cooperating With Junnan

- 1、中国钢铁贸易诚信、品质、服务第一品牌
The first steel brand with integrity, quality and service in China.
- 2、中国钢铁贸易与物流企业诚信品牌供应商
China steel brand and logistics integrity and brand suppliers
- 3、公司通过 SGS 认证, BV 认证, ISO9001: 2015 Standard 认证
Passed SGS, BV, ISO9001:2015
- 4、阿里巴巴金品诚企单位
Alibaba Assessed supplier
- 5、骏楠管理层专注钢铁行业 20 年
Management involving in steel industry for 20 years
- 6、部门架构清晰, 各环节无缝衔接 7x24 小时专业服务
Clear structure departments, connecting seamless, and 7x24 hours professional service.
- 7、中铁、中交等央企战略合作供应商
Strategic cooperation supplier of central enterprises such as CREC and CCC
- 8、从生产开始层层检验, 严格把关, 从发货至装船都有拍照记录
Inspecting from the beginning of production and controlling quality strictly. Photo records from products delivering to ship loading.
- 9、如有质量异议, 承诺 40 小时之内给出客户满意的解决方案
Once objection on quality, solutions will be proposed within 48 hours to make customers satisfied.



- 10、产品多元化 + 加工定制, 可满足客户各类需求
Product diversification and processing customization to meet customer's various needs
- 11、为客户免费提供样品
Free samples for customers
- 12、报价处理速度快, 当天询盘当天处理完毕
Quick quotation processing to make sure inquiries be processed the same day
- 13、老客户返单率 30% 以上, 转介率高
More than 30% repeating orders, high referral rate
- 14、客户来访可提供免费接送服务
Free shuttle service for visiting customers.
- 15、有专业的钢铁行情分析团队, 可以给客户提供行情走势, 为客户降低采购成本
Professional team for steel market analysis, providing market trend and reducing cost for customers
- 16、服务体系完善, 有专业客服人员为客户提供从下单到目的港收货的全流程服务
Coordinated services from: placing order to receiving goods by professional customer service team
- 17、从不拖欠供应商货款及员工工资
Punctual payment to suppliers and employees
- 18、有独特的员工培训体系, 提高员工素质
Unique staff training system to improve staff quality
- 19、公司团队年轻化、专业化、重学习, 引领钢铁市场潮流
Young, professional and learning team, leading steel market trend



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