

Steel Trading:

Champion International Steel core business is steel trading. We act as a trading intermediary between producers and purchasers and provide a range of value-adding services. The goods we trade include all, carbon, alloy and stainless steel products. We also trade specialized products such as engineering steels and steel products for the oil & gas industry.

For producers of steel: Champion International Steel offers lucrative marketing, logistical and financial services to secure customer business in overseas markets.

For purchasers of steel: Champion International Steel offers a reliable and flexible sourcing channel being able to supply an unlimited demand for steel.

Champion International Steel international network affords us global scale with a local presence. We have distribution centers in several regions around the world across a range of steel products to minimize the long lead time in producing and delivering steel. Valued added services supporting our trading business include, derivatives trading, shipping, inspection, clearing goods through customs, handling complex VAT regulations and organizing domestic transport and distribution.

Our role as a trading liaison we take one form: principal, When acting as the principal in the business we confirm the contract, we ask that you pay 65% down and invoice the buyer - we make a profit by including a small margin for ourselves between the sales price and the purchasing costs.

Global scale, local presence

Our international network enables us to establish a direct presence in many markets. Our philosophy is to work through small self-contained units, each with its own management and clearly defined areas of responsibility. Champion International Steel offices combine the personal touch and flexibility of small business units with the strength of a large group committed to common objectives, shared values and a unified strategy. Our local presence supports the development of close relations with our business partners, while our international network brings together buyers and sellers of steel in different parts of the world and allows us to offer global solutions to customers who are building up operations around the world.