



中国船用物料与干货伙食全球港口 批发合作方案

China Marine Stores & Dry Provision Global Port Wholesale Partnership

依托河北省国贸集团合作，在河北省及中国北方产业带 sourcing 产品，服务全球港口船供网络

Sourcing marine stores and dry provisions from Hebei and North China through cooperation with Hebei Provincial International Trade Group, serving global port supply networks.

中国货源 · 全球港口 · 本地交付

CHINA SOURCING · GLOBAL PORTS · LOCAL DELIVERY

我们正在建立一个面向全球港口的中国船供产品供应网络

We Are Building a China-Based Supply Network for Global Port Partners

我们的定位

整合中国优质厂家、批发商、外贸资源和标准化商品池，为全球港口的船舶供应商、港口批发商、仓储物流商和本地配送伙伴提供稳定、可批量、可长期合作的船用物料与干货伙食产品。

Our Positioning

We integrate qualified Chinese manufacturers, wholesalers, and export resources to provide stable, scalable marine stores and dry provision products for global port chandlers, wholesalers, warehouse operators, and local delivery partners.

- ① 我们的目标是成为港口伙伴的中国供应链后台，帮助扩大产品范围、降低采购成本、提高报价速度。
Our goal is to become their China sourcing backend — expanding product ranges, reducing costs, and accelerating RFQ responses.



基于河北省国贸集团合作的中国 Sourcing 能力

China Sourcing Capability Based on Cooperation with Hebei Provincial International Trade Group



我们计划基于与河北省国贸集团的合作，在河北省及中国北方产业带进行产品 **sourcing**、供应商筛选、集中采购和出口组织。河北及中国北方具备丰富的制造业、五金工具、劳保用品、日用消费品、食品加工和干货供应资源，适合为全球船舶供应市场提供标准化、可批量、可出口产品。

Through cooperation with Hebei Provincial International Trade Group, we source from Hebei and North China industrial belts, covering supplier screening, centralized procurement, and export organization.

1

河北 Sourcing

2

集中采购

Centralized Procurement

3

全球港口分拨

Global Port Distribution

4

本地船供交付

Local Vessel Delivery

船用常用物料产品池

Marine Stores Product Pool — First stage focuses on standardized, export-ready, warehouse-friendly marine stores.

第一阶段重点供应适合出口、适合港口仓储、适合船供渠道销售的标准化船用物料。



船员生活用品

洗衣粉、洗洁精、牙刷、毛巾、
纸巾、床上用品

Crew Daily Consumables



清洁用品

多用途清洁剂、消毒液、百洁
布、拖把

Cleaning Products



劳保安全用品

手套、安全帽、防护眼镜、反
光背心、IMO标识

PPE & Safety Products



甲板机舱物料

扎带、胶带、螺丝螺母、绳缆、
小型阀门、管夹

Deck & Engine Consumables



厨房餐厅用品

菜刀、砧板、锅具、餐具、食品盒、保鲜膜

Galley & Mess Room Supplies

干货伙食产品池

Dry Provision Product Pool — Export-ready, shelf-stable, port-warehouse friendly, suitable for long-distance voyages.

主食类 Staple Foods

大米、面粉、挂面、方便面、
米粉、意面、燕麦、杂粮

*Rice, flour, noodles, instant
noodles, pasta, oats, grains*

调味品与酱料 Seasonings

盐、糖、酱油、醋、蚝油、辣
椒酱、咖喱粉、鱼露、汤料包

*Salt, soy sauce, oyster sauce,
curry powder, fish sauce, soup
mixes*

罐头与即食 Canned & RTE

午餐肉、牛肉罐头、金枪鱼、
沙丁鱼、玉米、豆类、饼干、
坚果

*Luncheon meat, tuna, sardines,
canned beans, biscuits, nuts*

干制脱水食品 Dried Foods

脱水蔬菜、香菇、木耳、紫菜、
海带、虾皮、汤料包

*Dehydrated vegetables,
mushrooms, seaweed, kelp,
dried shrimp*

饮品冲调 Beverages

茶叶、速溶咖啡、三合一咖啡、奶粉、豆奶粉、电解质粉

Tea, instant coffee, 3-in-1 coffee, milk powder, electrolyte powder

让港口伙伴更容易销售的标准产品包

Standard Packages for Easier Local Sales — Easy to quote, easy to purchase in bulk, easy to resell.

我们不只是供应单个产品，而是帮助港口伙伴建立可快速报价、可批量采购、可重复销售的标准产品包。



船舶干货伙食基础包 Marine Dry Provision Standard Package

适合货船、散货船、集装箱船、油轮。按**15天**、**30天**、**45天**航程配置。
For general cargo, bulk carriers, container ships, tankers. 15/30/45-day voyage plans.

亚洲船员干货伙食包 Asian Crew Dry Provision Package

适合中国、菲律宾、印度、东南亚船员比例较高的船舶。
For vessels with Chinese, Filipino, Indian, or Southeast Asian crew.



船舶劳保安全包 Marine PPE & Safety Stores Package

适合商船、修船项目、港口作业、海工船和船厂。
For merchant vessels, repair projects, port operations, offshore vessels, and shipyards.

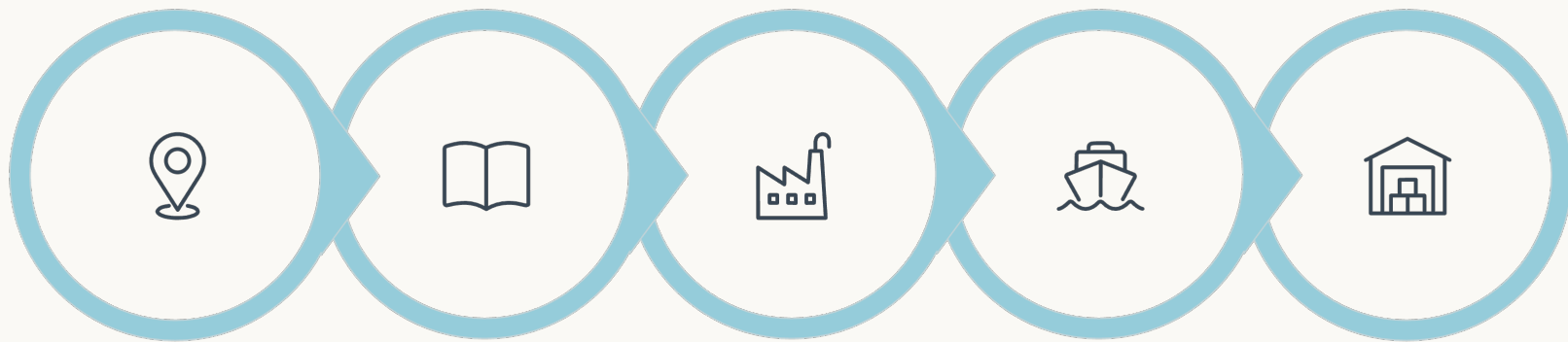


甲板机舱常用物料包 Deck & Engine General Stores Package

适合船管公司、修船项目和港口服务公司。
For ship managers, repair projects, and port service companies.

从中国 Sourcing 到船边交付的合作流程

From China Sourcing to Vessel Delivery — A clear, end-to-end cooperation process.



确认港口

提供目录

中国采购

装运到港

本地仓售

港口伙伴确认需求 → 我们提供目录与报价 → 中国端采购质检出口 → 发往目标港口 → 本地仓储销售配送 → 船边交付并回传签收 → 双方优化产品与库存结构。

Port partner confirms needs → We provide catalogue & pricing → China team procures, QC & exports → Ships to target port → Local storage, sales & delivery → Vessel handover & feedback → Joint catalogue & inventory optimization.

港口合作伙伴的价值

Value for Port Partners — Six key benefits of joining our supply network.



更有竞争力的中国货源

降低采购成本，提高本地销售利润。

Lower procurement costs, improve local sales margins.



更完整的产品目录

快速扩展船用物料、干货伙食、劳保用品和船员生活用品品类。

Quickly expand into marine stores, dry provisions, PPE, and crew consumables.



更快的RFQ响应能力

收到客户询价后，可根据标准目录快速报价。

Quote faster based on standardized catalogues and package options.



更低的库存风险

初期可小批量试单，再逐步扩大库存。

Start with small trial orders and gradually expand stock.



更强的客户粘性

从单一配送升级为“物料+干货+劳保+生活用品”综合供应服务。

Upgrade from simple delivery to integrated supply of stores, provisions, PPE, and consumables.



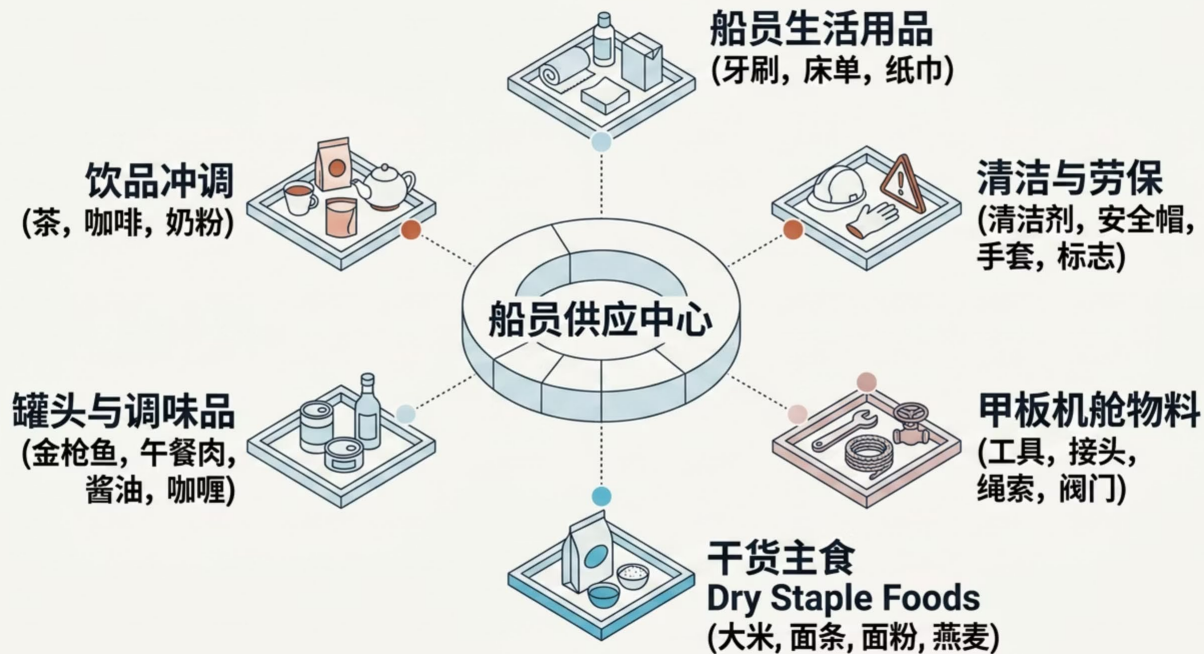
长期区域合作机会

对有销售能力和港口资源的伙伴，可讨论区域代理、分销或共同开发市场。

Regional agency, distribution, or joint market development for strong partners.

我们的产品覆盖全景

Our Full Product Coverage — From marine stores to dry provisions, a complete supply solution.



我们整合五大船用物料品类与五大干货伙食品类，为港口伙伴提供一站式中国货源解决方案，覆盖船舶日常运营所需的全部消耗品。

We integrate five marine stores categories and five dry provision categories, offering port partners a one-stop China sourcing solution covering all daily vessel consumables.



开启合作，共建全球港口供应网络

Start Cooperation — Build a Global Port Supply Network Together

中国货源，全球港口，本地交付。

China sourcing. Global ports. Local delivery.

我们提供 We Provide

- 标准化产品目录与批发价格 / **Standardized catalogue & wholesale pricing**
- 河北及中国北方 sourcing 能力 / **Hebei & North China sourcing capability**
- 出口组织、质检与包装 / **Export, QC & packaging**
- 标准产品包与快速报价支持 / **Standard packages & fast RFQ support**

您提供 You Provide

- 目标港口与客户资源 / **Target ports & customer network**
- 本地仓储与配送能力 / **Local warehousing & delivery capability**
- 船边交付与客户服务 / **Vessel delivery & customer service**
- 市场反馈与销售数据 / **Market feedback & sales data**



欢迎全球港口船供商、批发商、仓储商和配送伙伴联系洽谈合作。

We welcome global port chandlers, wholesalers, warehouse operators, and delivery partners to discuss cooperation.