



Beskunkbear

beskunkbear.com | info@beskunkbear.com | WA: +13238430776

A buyer's LOI and KYC documentation are the keys to unlocking a level of security and transparency that most sugar suppliers simply don't offer.

On LOI & KYC - Direct FCO from Supplier

- * Supplier: Thailand Based
- * Location: Thailand
- * Origin: Brazil
- * Why choose them?: Accepts Non Transferable DLC (China)

Notes: **Payment at discharge port**

Quantity (MT) & Pricing (USD/MT) - ICUMSA 45:

- * 12,500 MT: \$460
- * 25,000 MT: \$450
- * 50,000 MT: \$440
- * 100,000 MT: \$430

Quantity (MT) & Pricing (USD/MT) - VHP 600-1200:

- * 12,500 MT: \$530
- * 25,000 MT: \$520
- * 50,000 MT: \$510
- * 100,000 MT: \$500

GACC: Yes

Visit Seller's office: Yes (after SPA signed & MT199 sent)

Visit warehouse in Brazil: No

Past performance records: Yes (during office visit)

- * POP: Allotment (during office visit)
- * POF: N/A
- * Bank: Top 50
- * 2% PB after SBLC/DLC: Yes
- * Working Procedures: Strict
- * Payment at discharge port: Yes (2 months x SBLC/DLC value)



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Payment methods:

- * Transferable SBLC: Yes
- * Non Transferable SBLC: Yes
- * Transferable DLC: Yes
- * Non Transferable DLC: Yes
- * TT/Escrow: No
- * Max Mark Up: \$10
- * Seller takes: 0%

PROCEDURES

1. Buyer issues LOI to seller and seller issues FCO to buyer.
 2. Buyer issues ICPO + CIS to seller.
 3. Seller issues draft Sale and Purchase Contract within 48 hours. Buyer signs, seals, and returns the contract; Seller reviews it, signs and returns it to the buyer.
 4. Both Seller and Buyer sign the finalized copy of Sales Purchase Agreement, agreeing in principle of all the terms and conditions and the official transactions of this dealing shall be immediate effect. Seller to issue Commercial Invoice.
 5. Buyer's Bank and Seller's Bank communicate via MT199/MT799/MT760, Bank to Bank.
- Once POF is accepted by Seller, POP will be shared from the Seller subsidiary in Brazil. (POP, is Videos, pictures and agreements with supplier)
6. Within 10 Banking days, Buyer's bank issues DLC NT (MT700) to Seller.
 7. After Seller's acceptance of the financial instrument, within 10 working days, Seller issues 2% PB.
 8. Loading Commences as mutually agreed.
 9. Seller provides the shipping documents, inspection of survey certificates and relevant documents to the Buyer's bank.



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10. When the goods are at Destination Port, the Buyer's bank will make payment via MT103 to Seller & top 50 bank for the Value of quantity 100% against

Bill of Loading of Buyer. The Seller's bank presents documents to Buyer's bank; Buyer bank pays every shipment at Destination Port.

11. Subsequent shipments will follow the same procedure without a discount until all shipments are completed.

12. Delivery starts with the Contract Terms and Conditions.

The Supplier's Unique Strengths

* Customized Procedures: The supplier's procedures are designed to ensure smooth and efficient transactions.

However, they are open to discussing necessary adjustments. If you can provide a list of specific changes you need, we can present them to the supplier.

* Proof of Product (POP): The initial POP, which includes videos and photos, is provided to offer a quick and straightforward view of the product at the suppliers Thailand office.

The supplier understands the need for more formal documentation.

They welcome prospective buyers to visit their office in Thailand to review past Bills of Lading (B/L), Certificates of Origin (COO), and SGS reports in person.

* Flexible Payment Terms: The supplier offers flexibility in payment.

While a two-month Letter of Credit (LC) is standard, a one-month LC is an option if payment is made at the loading port.

This demonstrates their willingness to accommodate different transaction structures.

* Commitment to Transparency: The supplier believes in a direct and transparent business relationship.



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They encourage buyers to visit their office in Thailand, meet the management team, and personally review all transaction records and performance documents.

* Risk-Sharing and Trust: The supplier is one of the few in the market willing to accept a Documentary Letter of Credit (DLC) with an inspection at the discharge port.

This shows a significant level of trust and a willingness to share risk with the buyer.

Their process is straightforward: after a successful office visit and review of documents, the buyer can proceed with opening the LC.

If the buyer is not satisfied, they can simply walk away with no questions asked.

The supplier is highly flexible and willing to take significant risks to accommodate buyers.

Their approach is rooted in building trust through personal interaction and transparent, in-person verification.

They are far more flexible than 98% of suppliers in the market.

We look forward to collaborating with you soon.

Yours sincerely, Robert Taylor on behalf of the seller.

