

Allpa supplies to companies already established. We do not sell to individual boutiques or stores.

**1. EXPORT AGREEMENT:**

- Our Home Decor (Ceramic, Mirrors and Small Furniture) prices are FOB, Callao (Lima) with the exception of Chulucanas Ceramic which is FOB, PAITA (Piura).
- Production starts once our PROFORMA has been approved by the customer and payment has been received as agreed in PROFORMA. The shipment window can be updated once we receive the advance payment.
- Allpa is open to modify its designs upon request. Prices can vary according to modifications made by customers.

**2. PRICES:**

- Prices are quoted in US currency and they are usually valid for 6 months, unless dramatic changes in currency or cost of raw materials may occur. If this is the case, Allpa informs its customers before making any decision.
- Prices include standard labeling and packing.

**3. MINIMUM ORDERS (MOQ):**

- USD 14,000 per order. Orders below our minimums may have extra charges because of export fees.

**4. PAYMENT TERMS:**

50% in advance and 50% against documents or LC. We only accept bank transferances, no credit cards.

**5. PRODUCTION LEADTIME:**

2 months after proforma has been approved.

**6. SHIPMENTS:**

- By Sea: FCL or LCL from Callao, and FCL from Paita.
- Air or Courier Cargo shipments depend of the volume of the merchandise
- We also consolidate shipments with other Peruvian vendors.

**7. LABELLING AND PACKING:**

Standard labelling and packing includes:

- All items are packed with bubble wrap and molded carton added in order to protect products on transit. Inner box allows 4 cm of packing material between box and top, bottom and sides of product. Code of product is placed outside of each box.
- Depending on measurements of inner cartons, we palletize inners.

- LCL shipments are packed the same plus wooden crates, for which extra charges are added to proforma
- Small sized items can be grouped and packed in inners (2s, 4s, 6s, 10s, etc.) Our proforma invoice usually shows how they will be packed.
- General Packing Labels are placed on the master box.

#### **8. SPECIAL LABELLING REQUESTED BY CUSTOMER:**

Special packing costs as for hang tags, labels, barcodes and stickers, may be added and shown on the Proforma Invoice. Special tagging can also be provided by customer. Special labelling and packing may be charged to customer according to its cost.

#### **9. EXCLUSIVITY:**

Allpa respects its customer's designs and also accepts exclusivity agreements under specific conditions.

#### **10. SAMPLING FROM OUR CATALOGUE:**

- Samples can be provided upon request and they may have FOB price x 2.
- Samples need to be paid fully in advance and are usually shipped collect using our customer's courier account. Otherwise, freight should be paid in advance.

#### **11. PRODUCT DEVELOPMENT:**

This service is offered to regular customers and it may be charged according to difficulty and quantity.

#### **12. ABANDONED MERCHANDISE:**

If a customer does not honor agreed payment when being noticed of readiness of merchandise, or does not send notice about how to proceed with this merchandise, Allpa will declare it abandoned after 2 months of the agreed shipping date of not hearing from customer. If this happens, Allpa will take necessary actions in order to recover its investment and inform customer of this. If customer has made advancement, Allpa may deduct from here all costs involved in the operation before returning advancement.

#### **13. CLIENT INFORMATION SHEET**

We kindly request from new contacts to answer the following questions and return them to us:

1. Name of the company:
2. Years the company has in the market
3. Kind of business (retailer, wholesaler, E-commerce)
3. Place and phone number of business:



2018 HOME DECOR EXPORT TERMS  
AND CLIENT INFORMATION SHEET

Código:ALP-MKT-POL-01  
Fecha: 19.05.2017  
Versión: 05  
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4. Name of Legal representative of the company:
5. Tax ID Number:
6. Website and email information of the company:
7. Name and email of the contact person:
8. Name of the bank or banks that you work:

For more information, please look our web [www.allpaperu.com](http://www.allpaperu.com) or email us at [allpa@allpa.com.pe](mailto:allpa@allpa.com.pe)