

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 the PROFORMA. The ship 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 Allpa standard labeling and packing.

3. MINIMUM ORDERS (MOQ):

- USD 16,000 per order and port of destination. Orders below our minimums may have extra charges because of export fees.

4. PAYMENT TERMS:

50% in advance and 50% against documents. We only accept bank transferes, no credit card payments.

5. PRODUCTION LEADTIME:

Around 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 on the volume of the merchandise.
- We can also consolidate shipments with other Peruvian vendors.

7. LABELLING AND PACKING:

Standard labelling and packing include:

- All items are packed with bubble wrap and eggshell carton to protect products on transit.
- 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 their cost.

9. EXCLUSIVITY:

Allpa respects its customer's designs and 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 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:



**2021 HOME DECOR EXPORT TERMS
AND CLIENT INFORMATION SHEET**

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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 or email us at allpa@allpa.com.pe