



PRIMAVERA

Importação e Exportação de Cereais Ltda.

Primavera Quote Request Form		
To be filled out by representative and forwarded to Primavera		
Representative <i>Representante</i>		Name of representative
Date <i>Data</i>		The date this request was received by representative
Product/Produto		
Type <i>Tipo</i>		Usually soybeans, yellow corn, wheat or soybean meal
Product pretended by client <i>Necessidade do cliente (qualidade)</i>		What the client asks for: such as name and specification. Such as NON GMO yellow soybeans #2 for human consumption.
Product we offer <i>Qualidade da nossa oferta</i>		See below ¹ for list of the most common products we sell. The above mentioned product does not really exist in Brazil. Yellow soybeans #2 is an American specification. Soybeans in Brazil usually only have one specification: Brazilian ⁴ . If not a standard specification – please indicate why we should change it?
Certification <i>Certificação</i>		State if any special certifications is required beyond our normal procedures
Quantity <i>Quantidade</i>		Quantity of product in metric tons. If it is a recurrent order then please write something like this. 20000 Metric Tons monthly for 12 months. Be aware that small orders may not be economically viable.
Delivery <i>Entrega</i>		When the product should be delivered (handed over). FOB – when it is loaded. CIF – when it arrives at destination port
Client/Cliente		
Name <i>Nome</i>		Name of the client (and/or) the intermediary
Address <i>Endereço</i>		As a minimum we need to know the country as certain conditions may apply
Description of client <i>Descrição do cliente</i>		Describe the type of client. E.g. Soybean oil mill from Malaysia
Is the client the end client <i>Cliente final?</i>		Is our product being purchased by an intermediary or the final client? Also please state whether an intermediary is handling the acquisition for the client. If intermediaries are involved, then please describe commissions expected.
Additional client info <i>Informação adicional sobre o cliente</i>		If you have further info on the client such as website, turnover, track record and any other relevant info.
Pricing/Preço		
Price goal <i>Preço alvo</i>		What is the price we need to aim at to obtain the order. USD per metric ton
Client request <i>Preço pedido pelo cliente</i>		Price the client states as maximum or range. Please indicate what you know
Corresponding CBOT <i>CBOT correspondente</i>		Please list the CBOT price for the product. Use the CBOT at the time of expected time of delivery
Transport/Transporte		
Packing <i>Empacotamento</i>		BULK, Bagged or other. If bags please indicate size. 50 kg is the normal size
Transport <i>Transporte</i>		Ship cargo hold or container If container specify size and any special considerations
Destination <i>Destino</i>		If FOB – just write Client
Payment <i>Pagamento</i>		Total amount
Type of delivery <i>Tipo de entrega</i>		Eg. FOB, CIF ² , CAD
Payment conditions <i>Condições de pagamento</i>		Describe desired payment conditions if different from standard ³

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Company registry: 00.184.444/0001-24 of CNPJ





Please fill this out to the best of your ability, as it will make the quotes much easier for us to handle. It will lead to more exact pricing and hopefully more and more satisfied clients.

If any other relevant information is available – then please attach it to this form.

1) Our products

1. Soybeans
 - a. GMO (Monsanto)
 - b. NON GMO
 - c. Organic
2. Maize (yellow corn)
 - a. NON GMO
 - b. Organic
3. Soymeal
 - a. GMO
 - b. NON GMO (rare)
 - c. NON GMO for human consumption (quite rare)

2) Please remember that we basically only want to do FOB (except in exceptional cases or for regular clients). We are not shippers and it entails a lot of work just to get a quote for the transportation. Also the risk is somewhat bigger for us, as payment is dependent on the product arriving and being accepted in a foreign port.

3) Usually the buyer has to issue an irrevocable, divisible, confirmed, operative, Letter of Credit for the value of the contract US\$ xxx,xxx,xxx (xxx million xxx hundred xxx thousand xxx hundred United States dollars) accepted by the seller bank after the signature of this contract within 15 working days payable xxx shipment date; against presentation of shipment documents:

3/3 original and 3/3 non negotiable copies of Bills of Lading (B/L) marked clean on board issued to order; notify buyer.

One original commercial invoice countersigned by a chamber of commerce and three copies.

One original certificate of origin countersigned by a chamber of commerce and one copy.

One original export inspection certificate and one copy issued by SGS.

One original weight certificate and one copy issued by SGS

One original letter issued by seller stating that a complete set of documents has been sent in good order (authenticate and legalize) to buyers by fax or E-mail.

Certificate of export issued by federal authority counter signed by chamber of commerce.

4) Brazilian soybean are nearly always suitable for human consumption, they are of slightly better quality than American #2. Look up the concrete specifications on our website.

