# IFEX EXPORT & PRICING BRIEFING FOR SPG

PT TIMBOEL IFEX EXPORT & PRICING BRIEFING FOR SPG

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1. FULL CONTAINER (FCL) – Shipper: PT Timboel Concept:

- One buyer = one full container.
- Goods from PT Timboel only.
- PT Timboel acts as official exporter.

Pricing:

- Standard price is Ex-Works (EXW).
- FOB available for full container orders.

SPG Key Line: “Our standard price is Ex-Works. For full container orders, we can also offer FOB under PT Timboel as the official shipper.”

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2. LCL (Less Container Load) – Shipper: PT Timboel Concept:

- Buyer purchases from PT Timboel only.
- Small volume (not full container).
- Exported under PT Timboel.
- Handled by consolidator (one container, multiple documents).

Pricing:

- Product price is Ex-Works (EXW).
- Export handling based on shipment volume (CBM).

SPG Key Line: “If your order is not full container, we can ship under LCL. The goods will still be exported under PT Timboel.”

⚠ Important: LCL = NOT mixed suppliers. Only Timboel goods.

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3. MULTI-SUPPLIER EXPORT (Under PT Timboel License) Concept:

- Buyer purchases from multiple suppliers (including Timboel).
- Export may be processed under PT Timboel.
- Documents for Timboel goods can be issued separately.

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□□ SPLIT DOCUMENT

What is Split Document? Separate export documents issued for Timboel goods within one container that contains goods from multiple suppliers. Documents may include:

- BL (Bill of Lading)
- COO (Certificate of Origin)
- PEB
- Invoice & Packing List
- Phytosanitary / Fumigation (if required)

Important Notes:

- Split document cost may apply (usually additional admin/export cost).
- Cost may be borne by buyer or partially by Timboel (case by case).
- Requires management approval.
- Financial transaction for Timboel goods must go through Timboel.

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SPG Key Line: “If you purchase from multiple suppliers, we can discuss exporting under PT Timboel with split documents. Our shipping team will review the structure and cost.”

⚠ SPG MUST NOT:

- Promise free split document.
- Promise automatic approval.
- Confirm final shipping structure without management confirmation.

Always say: “Subject to management approval.”

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4. BUYER’S FORWARDER (Pure EXW) Concept:

- Buyer appoints their own forwarder.
- Timboel delivers goods to designated warehouse.
- Buyer handles export & shipping.

Pricing:

- Ex-Works (EXW).
- Buyer bears export & shipping costs.

SPG Key Line: “If you use your own forwarder, our price is Ex-Works and we will follow your shipping arrangement.”

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PRICING STRUCTURE POLICY

- All prices are Ex-Works (EXW) by default.
- FOB available for full container orders only.
- Discount based on total purchase value.
- Final discount confirmed after Proforma Invoice (PI).

⚠ SPG Reminder:

- Do NOT promise discount numbers.
- Do NOT promise free export handling.
- All special structures require management approval.

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