

De: allan.kim@kurtin.cn
Enviado el: martes, 19 de julio de 2016 12:50 a.m.
Para: agalaviz
Asunto: Re: RE: [Alibaba Inquiry Notification] Alba has sent you an inquiry[Involving remittance information, please pay attention to the safety of property]

Dear Agalaviz,

Thank you for your reply.

I understand your point, and I am sorry again for this bad situation. But I also hope you can understand about the fact of raw material price in China. The increase was true and I have sent you some evidence in previous email.

Regarding to price of other supplier in China, I cannot promise you that our price would be the cheapest in China. Because every factory has the different method of cost and also the quality of products. But what I can 100% guarantee you is that the sheets we supply you, will be exactly according to the contract, especially for the zinc coating, because if you don't test the zinc coating thickness, then you cannot tell the difference between Z80 or Z180, as we know there are a lot of China supplier they sometimes supply lower zinc thickness instead of the zinc coating that customer requires, in order to reach the low price. It is the Industry unspoken rules.

Again, for our price and the sheet we supply to you, you can do what ever to inspect the goods before shipment. Because we don't steal zinc from the coating. And we strive to always be fair and honest when dealing with our customers.

Now, finally I have again carefully gone through all the cost for this order, for the current stage, if we give you another 15 usd/ton discount, which means you only bear 30 usd/ton increasing. This order would be totally no benefit for us, and also we will face some risk of loss in case if the sea freight cost increase or some unexpected situation happens. But as I mentioned before, we do not want to do only one time business, so if you are ok with this amount, then we will be ok to proceed this order, just because we hope we can get more business in the future after you receive our first shipment.

But if you cannot accept this final amount, then I really have to say sorry because me and our company have really tried very best to make this order possible. But the market changes, we cannot do anything more, so if you and your company still insist on return the advance deposit. We will have to agree and make the procedures.

Looking forward to hear your final decision.



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METAL FABRICATION & FASTENER MANUFACTURING

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发件人: agalaviz@integpa.com

发送时间: 2016-07-19 12:41

收件人: allan.kim@kurtin.cn

主题: RE: RE: [Alibaba Inquiry Notification] Alba has sent you an inquiry [Involving remittance information, please pay attention to the safety of property]

Hi Allan,

I am so sorry but I can accept.

With this increasing amount of 45 USD/TON now you are the third most expensive seller.

With your new price the galvanized sheet e=1.20 mm is 19.44 \$/sheet and here in Panama I can buy 19.50 \$/sheet ; and the galvanized sheet e=0.85 mm is 13.75 \$/sheet and here in Panama I can buy 14 \$/sheet.

So for that reason I think the best is you send me back the money.

Maybe in the future when the market establish we can make business.

Let me know when you can do the wire transfer, tomorrow I will send you the bank information.

Best Regards.

Alba Galaviz
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De: allan.kim@kurtin.cn [mailto:allan.kim@kurtin.cn]

Enviado el: lunes, 18 de julio de 2016 11:12 p.m.

Para: agalaviz

Asunto: Re: RE: [Alibaba Inquiry Notification] Alba has sent you an inquiry [Involving remittance information, please pay attention to the safety of property]

Dear Agalaviz,

ok, about the price, until this week, yesterday and today it temporarily stopped raising. But as because of our G20 summit during AUG and SEP in CHINA, our government has already published limit production to those big mill, so price should still have a increasing trend in the future.

On last email I have mentioned it increased about 70 usd/ton , until today it has no change, but it is temporarily stable , no further increase and also no decrease. For now, we understand it is very bad that the price increase, so if you cannot wait longer, then I have discussed with my manager, because it is our first cooperation, we really do not want this bad situation damage our cooperation. Because we do not want to do only one time business.

So we are willing to sacrifice our benefit to help bear the increasing amount. For this first order, we just need to make sure we don't make any loss for this order, so we can bear only about 25 USD/TON.

Then the increasing amount would be only 45 USD/TON for you. If you agree, then I will amend our contract and we can lock the raw base material immediately and then start the production.

Please let me know your decision. Thank you.



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发件人: agalaviz@integpa.com

发送时间: 2016-07-19 10:03

收件人: allan.kim@kurtin.cn

主题: RE: RE: [Alibaba Inquiry Notification] Alba has sent you an inquiry [Involving remittance information, please pay attention to the safety of property]

Hi Allan, good night.

What news Do you have it? Could you start the production?

Let me know.

I have to take a decision.

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De: allan.kim@kurtin.cn [<mailto:allan.kim@kurtin.cn>]

Enviado el: miércoles, 13 de julio de 2016 10:16 a.m.

Para: agalaviz

Asunto: Re: RE: [Alibaba Inquiry Notification] Alba has sent you an inquiry [Involving remittance information, please pay attention to the safety of property]

Ok Agalaviz,

Then we will not have problem with the actual quantity. But I am very very sorry to tell you that we are facing another problem, yesterday we have received your advance payment (please check attached picture of evidence), but the truth of steel price in China has already increased some amount compare to last week when we signed the contract. So we waited until today to see how price goes, but unfortunately the very bad news is today the raw material price got another big raise (please check attached picture of evidence of steel price raising in China for past few days)

Now, from the date we signed contract (07,07,2016) to until yesterday we received your advance payment (12,07,2016), the price has already gone up more than 50 usd/ton, then today it increased again about 100-140 rmb/ton (please check the third file, prove of amount increased today in rmb - chinese money) 100-140 rmb /ton is equal to 15-20 usd. So total has increased 70 usd/ton.

The main issue of raising is because due to the recent China G20 Summit, our government has just published to control the production of main steel mill in China. The G20 summit will end until after September. So I am very sorry to inform you that at the moment we cannot proceed this order for the current increasing market.

So now I have to suggest that may be we can wait for sometime, may be next week, we will see how price goes? Because it is very unstable for these days, I dont know if the price will go up again tomorrow. And also I cannot ask you to increase the amount because it is really not your responsibility that the market price increase.

So do you agree to wait few days to see if the raw material price will be stable?

I am sorry again that the bad situation happens for our first cooperation. But also hope you can understand for ourside because we really cannot control the market.

I will wait for your feedbacks on this matter. Thank you very much.



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发件人: agalaviz@integpa.com

发送时间: 2016-07-13 22:12

收件人: allan.kim@kurtin.cn

主题: RE: RE: [Alibaba Inquiry Notification] Alba has sent you an inquiry [Involving remittance information, please pay attention to the safety of property]

I dont see the problem, just send to me the formal quote again with the new quantities.