



Shipping directly from our overseas factories at port prices

## **Direct Import Program 2011 Port Prices - CIF**

### **Container Discounts**

Discounts are based on our regular wholesale prices: CIF prices are discounted off domestic prices (45% China, 40% Vietnam) plus local freight surcharges, or you can buy at FOB factory price and pay all charges associated with moving the product from the factory to your store.

### **Shipping Points:**

Two from China and Two from Vietnam

### **CIF Freight Surcharges**

Our CIF prices are based on a 40' container landed in West Coast ports. Adjustments are made for US regional zone and 20' container order.

### **CIF Zone Charges**

ZONE 1: 20' \$1200. (CA, NV, OR, AZ, WA)

ZONE 2: 40' \$600. 20' \$1850. (UT, ID, NM, CO, KS, OK, TX, LA, AR, MO, MS, AL, TN, KY)

ZONE 3: 40' \$1100. 20' \$2600. (MT, WY, ND, SD, NE, MN, IA, WI, IL, MI, IN, OH, WV, MD, PA, NY, VT, ME, NH, MA, RI, CT, NJ, DE, DC, VA, NC, SC, GA, FL)

### **Local Freight - CIF and FOB**

There will be a local freight charge from the port of entry to your store location. Surcharges will be quoted based on the delivery address. We will be happy to provide an estimate.

**FOB** orders, we will charge the actual cost of all freight and all duties from the port of origin to the door.

### **Unloading Containers (select on contract page)**

2 hours **Driver Wait** time is normally included in your advance door delivery contract. Actual unloading time varies depending on experience. Additional driver wait time for unloading will be billed separately after unloading at local rates. It is your responsibility to have the proper equipment ready for unloading (staff, forklift, pallet jack and bolt cutter for door seal). Drop charges will apply for dropping container for overnight unloading. We will be happy to provide an estimate by request.

### **Packing**

Our standard packing for pottery is strap wrap with outer cardboard and inner recycled polyethylene by sets. Some large jars are packed with wooden crates (PV only). You may choose loose (floor) loading or palletized shipment. In some cases, we can use a combination as Pallets may not be suitable for large or odd size items. We will discuss this with you when ordering. We strongly recommend floor loading. Palletize container, \$15.00 per pallet. (two pallets if pack two semi pallets in one full pallet)

Please allow + / - 10% change in quantities at time of loading.

Certain non-standard items must be loose packed. Loose packed merchandise must be unloaded by hand. If you want palletized items, we will do our best to palletize; however, there may be a small percentage of non standard products loose packed in the container in order to utilize the container space. Please unload carefully loose packed merchandise from the container.

### **Sizes and Minimums**

Our standard pot size: 26" D by 28" H or less is considered medium, other sizes are considered large. Minimum order per style per color: 4 sets (or pieces) large items 8 sets (or pieces) medium; 16 sets (or pieces) table-top items.

Pallet orders: we prefer one style per pallet, max 3 colors per pallet.

### **Lead Time**

We can work with you to adjust your order to meet your deadline. Due to production timing of our different factories and products, "extra" or "optional" selections help us to speed this process. Certain items take longer to produce. Please identify "must have" items in your order. ETD: 60 days from the date of receiving your deposit and 90 days for peak season, certain large items, or custom work.

### **Payment**

TERMS: TT 30% on order confirmation, 70% after receiving fax copy of OBL.

### **Cancellation**

Your deposit is not refundable 60 days prior to your requested shipping date. Order cannot be canceled after your order has been loaded overseas to meet your requested shipping date. (Note: per Homeland Security, container destination cannot be altered after booking entry enters into the system).

### **Label (specify on contract page)**

Each item and carton or pallet will be labeled per your requirements. Our item label is outdoor quality vinyl, resin thermal transfer.

### **Breakage**

Claims need to be filed immediately upon receiving the container. 3% breakage allowance already included in our quotation.

Please send itemized list of all breakage within 5 days of receipt of your merchandise. Note which color and size was broken, A, B, C, etc. where A is the largest size in a set. Photos of damaged merchandise should be emailed to your sales representative.

If you open the container and see excessive breakage, please call our office immediately so that we can make a report to the insurance company. We would very much appreciate a photo taken from the back so that we may forward it to the packing facility.

### **Others**

Please ask your sales representative if you do not understand or not familiar with importation.

**Contract Confirmation Page:** (fax or email to initiate order)

Initials required:

We received and reviewed the PI #s \_\_\_\_\_, The "Ordering Information" and the "Contract".

We understand there is a 3% breakage tolerance in the contract\_\_\_\_\_

**Special Terms**

(If quoted differently than the terms above)

\_\_\_\_\_

Quoted by: (Print name of sales representative) \_\_\_\_\_

I am sending my deposit via \_\_\_\_\_ on \_\_\_\_\_ (date).

**Unloading Time (choose one, initial)**

I prefer to pay actual local unload charges over 2 hours on additional invoice\_\_\_\_\_

I prefer you set up drop off/pick up of container now\_\_\_\_\_

**Label**

labels(Y/N) \_\_\_\_\_ apply to product(Y/N)\_\_\_\_\_ send in mail or with shipment?(M/S)\_\_\_\_\_

If label , Barcode?(Y/N) \_\_\_\_\_

UPC?(Y/N)\_\_\_\_\_ or customer provided item numbers (specify barcode style if required, otherwise we'll print the code)\_\_\_\_\_

By signing and paying the deposit as requested, I signify that I have read and agree to the terms and conditions outlined on this direct import contract and in the document "ordering information direct import program."

Buyer:

Sales representative of PHG:

\_\_\_\_\_  
(signature, print name and date)

\_\_\_\_\_  
(signature and print name, date)

***Subject: What Can You Expect on Extra Charges Associate with Direct Container that may Occur during the Transportation?***

This is a general announcement for all customers who place direct container order with Pacific Home & Garden, Inc., from Asia (China & Vietnam) to the United States of America based on CIF prices.

Pacific Home & Garden, Inc. has experienced importing about more than 100 containers in total combined for local, interstate, and international every year. However, due to the increasing restriction on regulation by U.S. Custom Border & Protection (U.S. CBP) in term of international, inter regional, and local transport, there are some CBP operation costs that subject to delay the container transportation from the port of discharged, rail ramp destination, and local to customer and vice versa. Below are some expenses shall be bear and are needed to be familiar with:

- Demurrage – Fee that is assessed when container isn't moved off from the terminal/rail destination on the free time allowance ends assigned by CBP.
- Pre-Pull Charge – Container needs to be pre-pulled at the local trucker's rate to avoid demurrage charge. It's applied for shipment that arrives at rail destination close to the weekend, i.e. Thursday or Friday, and if customer can't accept container on the day it's available for delivery.
- Storage fee – When container is pre-pulled, storage fee may be applied at the local trucker's rate.
- Detention/Per-diem Charge – Cost per day that is assessed on container(s) held by customers for an extended time and charges levied upon a trucker due to late return of equipment to the port/terminal/rail terminal after the designated free time assigned by CBP.

Pacific Home and Garden, Inc. strives to work closely with our contracted custom broker and freight forwarder to be compliant with U.S. Customs procedure and minimize risk as we understand how time sensitive your product is.