



REPORT ON THE PARTICIPATION OF COIR BOARD  
AND INDIAN COIR SECTOR IN

## THE CANTON FAIR 2014

AT GUANGZHOU, CHINA

From October 31 to November 4, 2014



Indian delegates from coir sector at Canton Fair-2014



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The participation of the Coir Board and the deputation of Shri B.H. Anil Kumar, IAS, Joint Secretary, Ministry of MSME and Shri. M. Kumara Raja, Secretary, Coir Board for the 116<sup>th</sup> CANTON FAIR was approved by the Ministry vide letter No. 4(16)/2014-Coir dated 22.10.2014.

The Fair is co-hosted by the Ministry of Commerce of China and People's Government of the Guangdong Province, and organized by China Foreign Trade Centre. The Fair was the Phase 3 category and was held from 31<sup>st</sup> October to 4<sup>th</sup> November 2014. The venue of the Fair is China Import & Export Fair Complex, Pazhou Island, (No. 380, Yuejiang Zhong Road, Guangzhou, China).

**About Canton Fair**

China Import and Export Fair, also known as the Canton Fair, is held biannually in Guangzhou every spring and autumn, with a history of 57 years since 1957. The Fair is a comprehensive one with the longest history, the highest level, the largest scale, the most complete exhibit variety, the broadest distribution of overseas buyers and the greatest business turnover in China.

Canton Fair attracts more than 24,000 China's best foreign trade companies with good credibility and sound financial capabilities, and 500 overseas companies to participate in the Fair. Canton Fair is a platform for import and export mainly, with various and flexible patterns of trade. Beside traditional way of negotiating against samples, the Fair holds Canton Fair Online. Various types of business activities such as economic and technical co-operations and exchanges, commodity inspection, insurance, transportation,



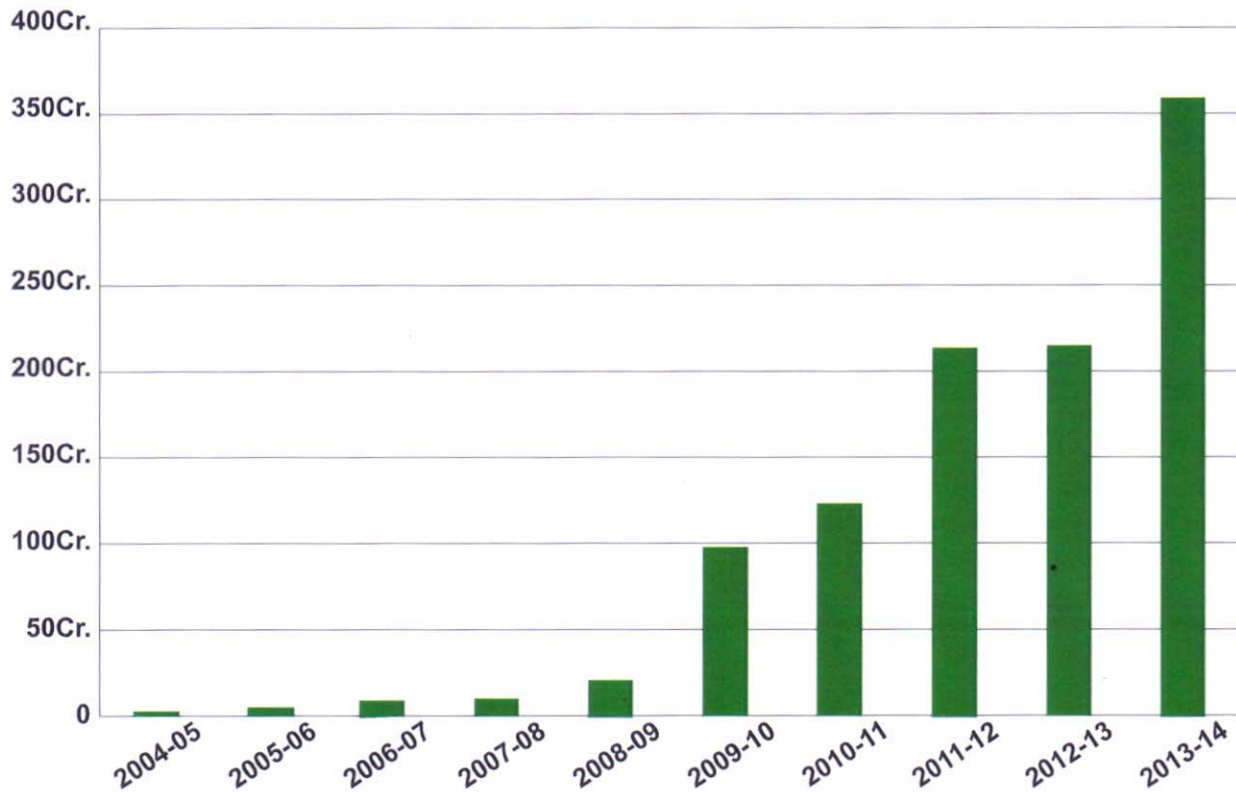
Visit of Shri K. K. Nagaraj Naidu, Consul General for Indian Embassy of Guangzhou to the Coir Board Pavilion



B.H. Anil Kumar IAS, Jt. Secretary , MSME and M.Kumara Raja, Secretary, Coir Board with other delegates from India at Coir Board Pavilion

advertising, consultation, etc, are also carried out in flexible ways. Business people from all over the world gather in Guangzhou, exchanging business information and developing friendship. As reported by Canton Fair authorities, 42 Trading Delegations take part in the Fair including foreign trade companies, manufactures, scientific research institutes, foreign invested enterprises etc.

**Export of Coir & Coir products from India to China for the last 10 years**



**Export of coir products from India to China for the last 3 years**

Products	2011 - 2012		2012 - 2013		2013 - 2014	
	Qty.	Value	Qty.	Value	Qty.	Value
Curled Coir	4687189	116534135	2942195	59219136	5453125	139993510
Coir Fibre	116478938	1978900399	137751408	2014545168	171369110	3236974946
Coir Pith	2134462	24985614	4366607	52698272	14529529	166094794
Coir Rope	258720	5361982	36840	757846	0	0
Coir Yarn	0	0	39185	2206528	20150	6720000
Handloom Mats	113923	7410937	78019	5501492	36594	2835705
Handloom Matting	0	0	0	0	107443	7817167
Tufted Mats	244864	20891131	305965	27386768	594667	50678178
<b>Total</b>	<b>123918096</b>	<b>2154084198</b>	<b>145520219</b>	<b>2162315210</b>	<b>192110618</b>	<b>3605066300</b>

### Participation of Indian Coir Sector

The Board has reserved 3 standard booths of 9 sq.m. in booth Nos. K43, K 44 & K45 in hall No. 10.2 in the CANTON Fair through Federation of Indian Export Organizations (FIEO), Delhi for organizing participation of Indian Coir Sector.

Twenty seven Entrepreneurs / Exporters participated in the Fair through the Coir Board which is all time high compared previous years. The list of participants is attached as Annexure-1.

Sufficient exhibits of coir and coir products like garden articles, fibre, pith products, tufted mats and mattings etc. and publicity materials were displayed in the stalls. In addition to the coir products, products from Khadi and Village Industries Commission were also displayed in the stalls. Mrs. Nirmala Tete, Joint Director, Federation of Indian Export Organizations (FIEO) rendered necessary assistance for the conduct of the stalls. The Indian delegates were divided in to 4 groups from Kerala, Pollachi (TN), Erode (TN) and Karur (TN) to handle enquiries and buyers. Shri.K. Nagaraj Naidu, Consul General for Indian Embassy of Guangzhou visited along with team of his officials and provided guidance to all exporters for future export. Facilities like phone, wi-fi connection etc. were provided to delegates of India at Coir Board pavilion to undertake business transactions. Indian Flag was displayed in the pavilion in a befitting manner.

### Visitors to the Board's stall

1062 numbers of visitors from different parts of China, Malaysia, New Zealand, Japan, India etc visited the Board's stall. A total number of 854 enquiries were received in the Board's stall. The enquiries received by Coir Board have already been issued on to the Export Marketing Division of the Board for circulation to trade.



Display of Khadi products



B.H. Anil Kumar, IAS, Joint Secretary with CMD of the JINHAILVYI at horticultural unit



Indian delegates witnessing the application of coir pith in horti firm



Interactive workshop with buyers

### Feed back from the other participants

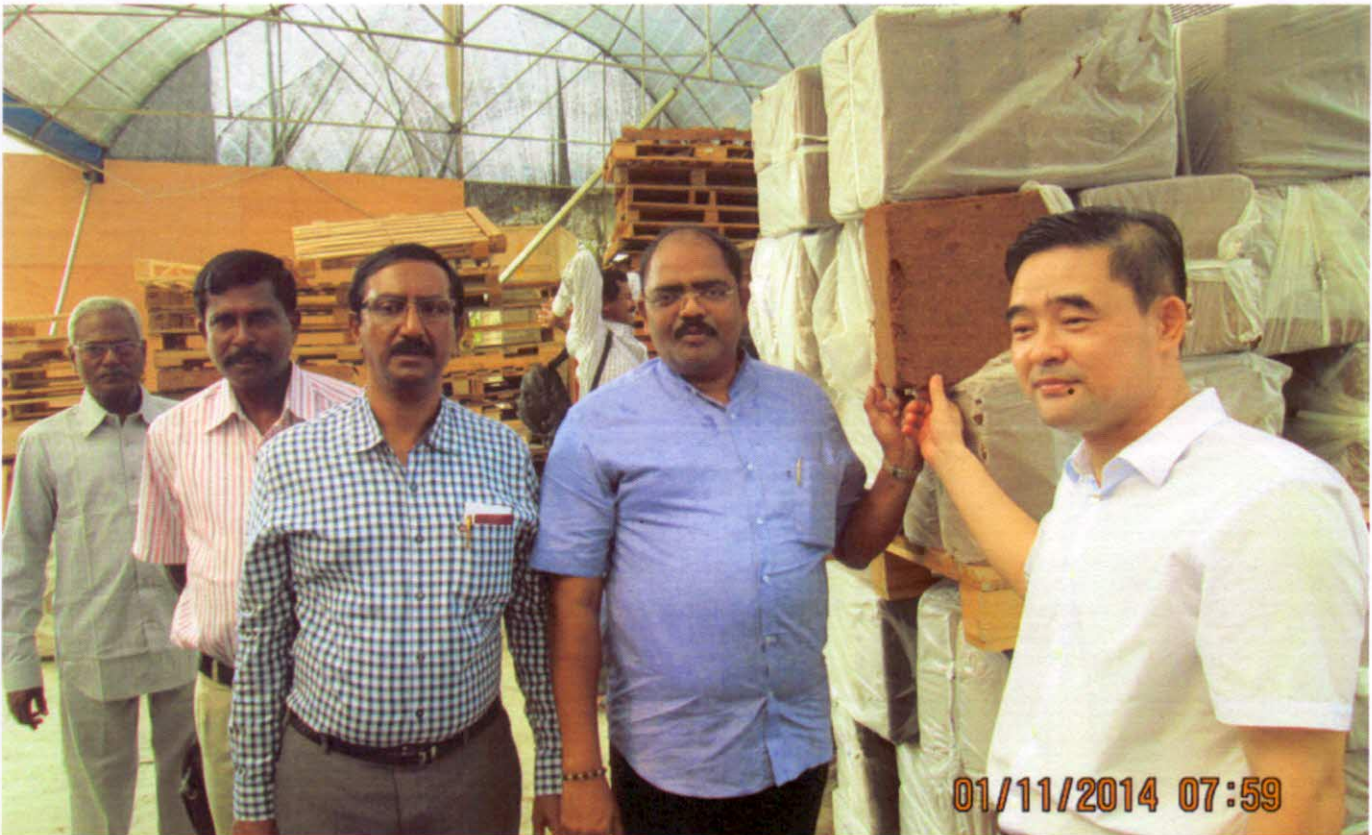
The feed back form received from Indian Business delegates are summarized and attached as Annexure-2. The original feed back forms were passed on to Export Marketing Section of Coir Board.

### Field Visit

Coir Fibre and Pith is prime material exported from India to China. With the intention to do value added export, Board organized Industrial visit through China buyer to have better understanding on issues of quality, supply



Presentation of Indian Cocopeat ( coir pith) at buyers yard



Inspecting the quality of Indian coir pith by Shri. B.H. Anil Kumar IAS, Jt. Secretary, MSME and Indian delegates

with value addition. The team visited Foshan Nanhai Intercontinental IMP & Exp.Co.Ltd and JINHAILVYI units who are undertaking manufacture of coir mattresses sheets and coir pith based horticultural products. Presentation in this behalf to buyers was made and the concept of "Make in India" was also explained to them. The delegates from India had a better understanding through the field visits on product need, the importance of maintaining strict quality standards, timely delivery and value addition for future exports.



The quality aspects of coir fibre is examined by the suppliers from India at buyers godown



Delegates visited Horti firm using coir pith



Delegates visited the coir mattress unit

### Cost Analysis

The trade enquiries received and the extent to which the Board could popularize the coir and coir products in China through the participation of this fair could establish that the benefits accrued are far more than the expenditure incurred for participating in the fair. If the trade enquiries received by the exporters could be converted into export orders, the venture would be a remarkable one in terms of value for money. The 27 delegates participated canvassed orders worth 200 containers of coir fibre and value added pith from various buyers and as long term business relationship was established between Mr. Pothan Chandran of M/s. Greatlinx Impex Pvt. Ltd. , Kochi and the consignors of Pollachi, Erode, Karur Clusters, which will reflect in increased export of value added products in the forthcoming years. A copy of the order received from Foshan Manhai Intercontinental Imp.& Exp.Co. Ltd., China to M/s. Greatlinx Impex Pvt. Ltd, Kochi for export of 60 MT coir fibre is enclosed as annexure-3



Buyers explaining the quality issues with the supply of coir fibres to the exporters

## Recommendations

On scrutiny of participation in CANTON Fair 2014 and the field visits made, the following recommendations are made in specific to build a long term business with China on export of coir products.

1. Coir Board have to take two different stalls in mattresses /floor furnishing pavilion and Agri/horticultural products as we have exporters of two different category. Accordingly the participants from India may be divided in two separate categories and encouraged to take stall in the above two pavilions to meet the need of buyers.
2. The China embassy and Consulate General of India may be contacted to establish a Business Development Office through Coir Board to facilitate more awareness among buyers and to build up users. This office will help to promote all MSME products with good display. There is a scope for export of coir products worth Rs.5000 crores as there is a great demand for coir mattresses in Domestic Market of China. The Indian Institute of Foreign Trade may be asked to conduct a scoping study on this aspect to establish the Business Development Centre.
3. The participatory delegation in Canton Fair should be followed by field visit for a minimum of 3 days to study the market need in field as well to collect the export requirements on value added products.
4. Until establishing a business development centre, it is essential to position a business Co-ordinator at Embassy/Consulate General Office of China to facilitate the export of Indian coir products to China. This is essential to assess the need of China buyers as well to promote products with them to explore the estimated market of Rs.5000 crores in mattress, building materials, agri/horticultural and geotechnical zones in china. The business co-ordinator who is well versant with Chinese and English languages and business models is essential.
5. Board may organize through Indian embassy a meet with Commerce Ministry of China to waive off the duties presently imposed by China govt. on import of coir products in China. It will help to ensure free trade between two countries.
6. In order to tap the new user areas of export in coir sector, Board may think of participating some other important fairs in Beijing and Shanghai of China.
7. With due embassy advise, Coir Board may issue the product significance write up's in Chinese Website / press/ electronic media in their regional language. Presently the awareness of eco-friendly coir products are very much limited.
8. China is keen in exporting their products in cost effective manner. But in coir sector, their requirements are mainly for their domestic use and after the field visit it is understood that the export of fibre is not having much threat, rather Chinese buyers are looking for all innovative products like, coir pith, grow bags, wood substitute products, floor furnishing, geo textiles etc. The suppliers and mattress manufacturers from India may build their business on these value addition products.



M. KUMARA RAJA  
Secretary, Coir Board



B.H. ANIL KUMAR  
Joint Secretary, MSME

**CANTON FAIR-2014,  
Guangzhou, China – OCTOBER 31- November 04, 2014,**

LIST OF PARTICIPANTS

Sl. No.	Name & address of the firm	Name of the representative/s
1	<b>M/s. Ganapathy Cocopeat,</b> Rasampalayam, EL Mangalam Post, Kodumudi via, Erode District, Tamil Nadu 638 151. Mob: +91 9443563228 Email: <a href="mailto:ganapathy.cocopeat@gmail.com">ganapathy.cocopeat@gmail.com</a> Web: <a href="http://www.moderncoirs.com">www.moderncoirs.com</a>	<b>Mr. Palanisamy Marappa Gounder , Managing Partner.</b>
2	<b>M/s. Shree Coirs,</b> 9A Bharathi Nagar, Thamaraipalayam P O, Erode, Tamil Nadu 638 152 Mob: +91 9943046699, +91 7373046699 Email: <a href="mailto:shreekathirvel@gmail.com">shreekathirvel@gmail.com</a>	<b>Mr. Kathirvel Duraisamy, Proprietor</b>
3	<b>M/s. Kumaran Coirs,</b> 325/1, Chokankadu, Eatchipalayam, Kodumudi, Erode-638 151 Tel: +91 4204 225111 Mob: 9443302346 Email: <a href="mailto:mshanmugasundaram1956@gmail.com">mshanmugasundaram1956@gmail.com</a>	<b>Mr. Shanmugasundaram Muthusamy, Proprietor</b>
4	<b>M/s. R. Shanmugam &amp; Co Coirs,</b> 434, 435/1, Vettrikonarpalayam,	<b>Mr. Shanmugam Rangasamy, Proprietor</b>



	Vengambur P O, Kodumudi, Erode District Mob: +91 9443133059 Email: svra.hp@gmail.com	
5	<b>M/s. Ganesh Coir Mills,</b> 25/685, Seven Seas Buildings, Vellakinar, Alleppey, Kerala, India-688 001 Tel: +91 477 2262763 Fax: +91 477 2251358 Mob: +91 9847180654 Email: gm.sseas@gmail.com, sseas@md3.vsnl.net.in Web: www.sevenseasmats.com	<b>Mr. Umeshkumar Uthamakumar, General Manager(Marketing)</b>
6	<b>M/s. Sri Rajathi Coir Products,</b> SF.No.16, Kottur Village, 10, Kanakupillai Street, Malayandipattanam, Pollachi-642 114 Mob: +91 9965595123, +91 9486875123 Email: rajathicoir@yahoo.com, rajathicoir@gmail.com Web: www.srirajathicoir.com	<b>Mr. Palanisamy Kandasamy, CEO</b>
7	<b>M/s. Thuran Coir Mills,</b> 179/2-A, Rangasamudram, Suleeswaranpatti, Pollachi-642 006 Tel: +91 4259 227380, 228833 Fax: +91 4259 227380 Mob: +91 9443054064 Email: thurancoirmills@gmail.com Web: www.thurancoirmills.com	<b>Mr. Nagarajan Karuppana Gounder, Managing Partner</b>
8	<b>M/s. Thuran Fibre,</b> 183/2C2, Rangasamudram, Suleeswaranpatti, Pollachi-642 006	<b>Mr. Vignesh Nagarajan, Manager</b>

	<p>Tel: +91 4259 228833, 227380  Mob: +91 9750588800  Email: <a href="mailto:thurancoirmills@gmail.com">thurancoirmills@gmail.com</a></p>	
9	<p><b>M/s. Sri Raagavendra Best Fibre,</b>  S F No.296,  Kulanaikenpatty P O,  Gomangalam Via, Pollachi TK,  Coimbatore Dist.,  Tamilnadu-642 107  Tel: +91 4259 280269, 280087  Mob: +91 7373736852, 9788391000  Email: <a href="mailto:info@foxb.in">info@foxb.in</a>  Web: <a href="http://www.foxb.in">www.foxb.in</a></p>	<p><b>Mr. Balasubramanian  Chinnasamy Gounder,  Partner</b></p>
10	<p><b>M/s. Rayar Fibres,</b>  58/1, Naikenpalayam P O,  Zamin Uthukuli Via,  Pollachi, Coimbatore,  Tamilnadu-642 004  Mob: +91 9843124231  Email: <a href="mailto:cnmaruthakumar@gmail.com">cnmaruthakumar@gmail.com</a></p>	<p><b>Mr. Maruthakumar  Chettiyakkapalayam  Natarajan,  Partner</b></p>
11	<p><b>M/s. Sri Venkatachalapathi Fibre,</b>  112/A, 1B, Sulesswaranpatti,  Karuppampalayam Road,  Pollachi-642 006  Mob: +91 9944556221, 9443339349  Email: <a href="mailto:gopusrp@gmail.com">gopusrp@gmail.com</a>  Web: <a href="http://www.srcoirs.com">www.srcoirs.com</a></p>	<p><b>Mr. Gopu Subramani,  Manager</b></p>
12	<p><b>M/s. Sri Ragavendra Coir Products,</b>  S F No. 296 Kulanaikenpatty PO,  Gomangalam, Pollachi TK,  Coimbatore Dist.,  Tamilnadu-642 107  Mob: +91 7373736852  Email: <a href="mailto:info@foxb.in">info@foxb.in</a></p>	<p><b>Mr. Kittuswaamy  Malayandigoundanur  Nachimuthu,  Partner</b></p>
13	<p><b>M/s. Sri Ram Coir Products,</b>  234/3A, Meenkarai Road,  Nanjegoundenpudur,  Akhilandapuram P O,</p>	<p><b>Mr. Jayaramachandran  Palanisamy,  Proprietor</b></p>

	<p>Pollachi-642 004  Mob: +91 9965430333  Email: <a href="mailto:sriramenterprises@ymail.com">sriramenterprises@ymail.com</a></p>	
14	<p><b>M/s. Sri Lakshmi Fibre Mills,</b>  Rangasamuthuram,  Suleswaranpatty,  Pollachi-642 006  Mob: +91 9842228534  Email: <a href="mailto:rajathicoir@gmail.com">rajathicoir@gmail.com</a></p>	<p><b>Mr. Appusamy Anumanda  Gounder,  Proprietor</b></p>
15	<p><b>M/s. Sri Krishna Fibres,</b>  SF.No.118/1A1,  Ponnapuram,  Ponnachiyur,  Samathur P O,  Pollachi-642 123  Mob: +91 9842479271  Email: <a href="mailto:srikrishnafibers@gmail.com">srikrishnafibers@gmail.com</a></p>	<p><b>Mr. Thulasirajan  Maylsamy Gounder,  Proprietor</b></p>
16	<p><b>M/s. Venus Fibre Products,</b>  Rangampudur,  Negamam P O,  Pollachi-642 120  Tel: +91 4259 244376, 244576  Mob: +91 9443054876  Email: <a href="mailto:cnmaruthakumar@gmail.com">cnmaruthakumar@gmail.com</a></p>	<p><b>Mr. Chinnaswami  Senguttaipalayam,  Proprietor</b></p>
17	<p><b>M/s. Sri Lakshmi International,</b>  180, A.R.M.Y. Arcade,  Coimbatore Road,  Pollachi-642 002  Mob: +91 9363121909  Email: <a href="mailto:srilakshmiintl@gmail.com">srilakshmiintl@gmail.com</a></p>	<p><b>Mr. Sivathirukumaran  Balasubramaniam,  Managing Partner</b></p>
18	<p><b>M/s. Sivan Coirs, R.S.F.No. 328/2,</b>  Sakilikadu, Ichipalayam Village,  Kodumudi Block,  Erode Taluk,  Erode District-638 152</p>	<p><b>Mr. Kathirvel Muthusamy  Gounder</b></p>

	Mob: +91 9443372650 Email: sivanagencies2013@gmail.com	
19	<b>M/s.Sukumar coir India Pvt.Ltd,</b> SF No.382/3, Anuman Palli Main Road, Palayapalayam, Murungatholuvu, Chennimalai via, Perundurai TK, Erode (Dt), Tamilnadu-638051 Tel: +91 4294 256111, 256678 Mob: +91 94433057001 Email: <a href="mailto:coco@sukumarcoir.com">coco@sukumarcoir.com</a> Web: <a href="http://www.sukumarcoir.com">www.sukumarcoir.com</a>	<b>Mr. Sukumar Samynathan, Director</b>
20	<b>M/s. Sri Amman Fibres,</b> Ponnachiyur, Samathur P O, Pollachi-642 123 Mob: +91 9842258580 Email: <a href="mailto:gunasekaran1000@gmail.com">gunasekaran1000@gmail.com</a>	<b>Mr. Gunasekaran Krishnasamy, Proprietor</b>
21	<b>M/s. Sri Krishnan Coirs,</b> 14/31, Thaskant Street , Kanjikovil Road, Perundurai, Erode -638 052 Mob: +91 9443930125 Email: <a href="mailto:krishnancoirexports@gmail.com">krishnancoirexports@gmail.com</a>	<b>Mr. Baskaran Venkatachalām, Proprietor</b>
22	<b>M/s. Sri Amritha Coir Products Exports,</b> SF No. 104/2, Mysore Main Road, Ellakkattai, Bharathi Puram, Thalavady-638 461, Sathayamangalam (TK), Erode Dt., Tamilnadu, India Mob: +91 9443732540, +91 9443673483, +91 9443504390 Email: <a href="mailto:amrithacoirexports@gmail.com">amrithacoirexports@gmail.com</a>	<b>Mr. Ponnusamy Marappa Gounder , Proprietor</b>
23	<b>M/s. Coconut Products Impex,</b> SF No. 193/AIC, Nallampally Village, Kollarpatti Post, Pollachi Taluk, Coimbatore-642107	<b>Mr. Muhammed Afsal Muhammed Yoosuf, General Manager</b>

	<p>Tel: +91 477 2263263  Fax: +91 477 2263262  Mob: +91 9995358552, +91 9961608474  Email: <a href="mailto:sales@coconutimpex.com">sales@coconutimpex.com</a>  Web: <a href="http://www.coconutimpex.com">www.coconutimpex.com</a></p>	<b>Mr. Sajeer Pookunju</b>
24	<p><b>M/s. Sri Chinnamman Coirs,</b>  W3/139, Kettimallan Pudur,  Akilandapuram P O, Pollachi(TK),  Coimbatore(Dt), Tamilnadu  Mob: +91 9750040288</p>	<b>Mr. Velusamy Samiappan,  Proprietor</b>
25	<p><b>M/s. Sri Aanjaneyar Fibres,</b>  SF No. 113, Vanjiyapuram Road,  Suleswaranpatti,  Pollachi-642 006  Mob: 9865048383</p>	<b>Mr. Senathipathy  Krishnasamy,  Proprietor</b>
26	<p><b>M/s. Cocomats International,</b>  Civil Station Ward,  Alappuzha,  Kerala-688 012  Tel: +91 477 2239888, 2239997  Fax: +91 477 2239444  Email: <a href="mailto:cocomatsint@gmail.com">cocomatsint@gmail.com</a>  Web: <a href="http://www.cocomatsinternational.in">www.cocomatsinternational.in</a></p>	<b>Mr. M. I. Hashim,  Proprietor</b>
27	<p><b>M/s. Greatlinx Impex Pvt Ltd,</b>  104, Vanchinad Building,  Kaloor, Cochin,  Kerala-682 017  Tel: +91 484 2342038  Mob: +91 9895016301  Email: <a href="mailto:coirindiaexport.glx@gmail.com">coirindiaexport.glx@gmail.com</a>  <a href="mailto:pothanchandran@gmail.com">pothanchandran@gmail.com</a>  Web: <a href="http://www.coirindiaexports.in">www.coirindiaexports.in</a></p>	<b>Mr. Pothan Chandran,  Director(International  Marketing)</b>

Annexure-2

**FORMAT OF FEED BACK REPORT FOR EXHIBITIONS/FAIRS**

Event name: CANTON FAIR 2014

Place: GUANGZHOU, CHINA

Duration : 31 OCTOBER – 4 NOVEMBER, 2014

Objective(s) of the event:

Outcome(s) of the event (including items exhibited and volume of sales)

Sl. No.	Items	
1	List of participants with address, telephone, fax No. email address	Detailed list attached
2	Number of visitors	1062
3	No. of export inquiries generated	854
4	Value of export inquiries generated	App. 52 lakhs US\$
5	No. of export inquiries translated into business	96
6	Value of export inquiries translated into business	App. 12 lakhs US\$
7	Other achievements, such as joint ventures, technology transfer agreements, etc. (give details)	3 consortium of suppliers from Pollachi, Erode and Karur were made among the delegates participated in the expo in order to ensure timely supply quality materials with value addition.
8	Details of technologies noticed in the event which would be useful for coir industry in India	Manufacture of coir products for mattresses and use of coir pith in ornamental flowers manufacture

Country	Field Sector	Description of Technology	Contact details (emails etc) and brochures
China	Mattress Mfr.	To manufacture hard mattress using coir fibre blended with palm fibre	Foshan Manhai Intercontinental IMP.&Exp.Co.Ltd. Guangdong.
China	Horticultural sector	Using coir pith to grow ornamental flowers	JINHAILVYI <a href="http://www.guangzhoulvyl.com">www.guangzhoulvyl.com</a>

M. S.

**COIR BOARD****FORMAT OF FEEDBACK REPORT FOR INTERNATIONAL EXHIBITIONS/FAIRS**

Event name : Canton 2014

Place : Guangzhou, China

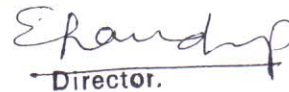
Period : 31 October - 4 November, 2014

NAME OF THE PARTICIPANT: GREATLIX IMPEX PVT LTD

Sl. No.	Items	Description						
1.	Number of visitors	20						
2.	Number of export inquiries generated	6						
3.	Value of export inquiries generated	USD 500,000 .00						
4.	Number of firm business orders canvassed with quantity and value	<table border="1"> <thead> <tr> <th>No.</th> <th>Qty.</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>2</td> <td>160 Tones Coconut Fibers</td> <td>USD 59,200.00</td> </tr> </tbody> </table>	No.	Qty.	Value	2	160 Tones Coconut Fibers	USD 59,200.00
No.	Qty.	Value						
2	160 Tones Coconut Fibers	USD 59,200.00						
5.	Other achievements, such as joint ventures, technology transfer agreements, etc. (give details)	Joint ventures on coir fibre slabs factories which supplies this to mattresses manufacturers in discussion.						
6.	Whether you are satisfied with the facilities provided by Coir Board	Yes						
7.	Shortfalls, if any, on the part of Coir Board	Need more staff for counter assistance						
8.	Suggestions to improve participation of coir sector.	More manufacturers participation						
9.	Any other comments/observations	The language barrier with Chinese may be removed with interpreters experienced in the same industry						

Signature  
Name

: For Greatlix Impex Pvt. Ltd


Director.  
(Pothan Chandran)



# SALES CONTRACT 销售合同

CONTRACT NO. / 合同编号: INDCP02-2014GR

DATE SIGNED / 合同日期: 26 Nov, 2014

**SELLER:** GREATLINX IMPEX PVT LTD.  
104, Vanchinad Residency, Kaloor, Cochin 682017, Kerala, India  
T: 0091 484 2342038

**BUYER:** 佛山市南海区洲际进出口有限公司  
FOSHAN NANHAI INTERCONTINENTAL IMP. & EXP. CO., LTD  
RIFENG BUILDING, 325 NATIONAL HIGHWAY, JIUJIANG TOWN, NANHAI  
DISTRICT, FOSHAN, GUANGDONG, CHINA  
T: 86+757-86557731 F: 86+757-86557318

The Seller and the Buyer agree to conclude this contract subject to the terms and conditions as stipulated below:

买卖双方同意按照以下规定的条款达成本协议。

1. Name, Specification, Unit price and Quantity of Commodity.

商品名称、规格、单价及成交数量:

Name of Commodity 商品名称	Quantity 数量	Unit Price 单价 (USD)	Total Amount 总值 (USD)
		CFR HUANGPU, GUANGDONG, CHINA	
Coconut Fibre	40	360	14400
Coconut Fibre	20	370	7400
Total	60		21800



(1) 10% more or less allowed on both quantity and amount;  
允许10%溢短装;

(2) Specification:

商品规格: Moisture / 水分含量: <15%;  
Impurity / 杂质含量: <5%;  
Length / 长度: 5-30cm, 70% above 10cm;  
Color / 颜色: Golden Brown

2. Packing: In Bales, 20 Tons in One 40' HQ. Allow 10% more or less  
包装: 捆装, 每柜20吨 (±10%);

3. Payment: T/T against shipping documents;  
付款: T/T

4. Insurance: To be Covered by the Buyer for 110% Invoice Value Covering All Risk  
保险: 由买方按发票金额110%购买一切险;

For Greatlinx Impex Pvt. Ltd

*Poathan Chandran*  
Director.  
Poathan Chandran

*丁德强*

5. Inspection: The Fibre has to be inspected for the Moisture and Impurity Content by the Seller before the Fibre completing loading, making sure the quality is consistent with the stipulation.

检验条款: 货物完成装柜前应由买方对货物进行水分含量和杂质含量的检验, 以确保货物质量与上述规格相符。

6. Time of Shipment: No later than 30 November, 2014.  
装运时间: 不迟于11月30日。

7. Partial Shipment: Not Allowed  
分批装运: 不允许。

8. Transshipment: Allowed  
转运: 允许。

9. Port of Loading: Chennai Port, India.  
装运港: 印度金奈港。

10. Port of Destination: HuangPu, Guangdong, China.  
目的港: 中国广东黄埔港。

11. Country of Origin: India.  
原产国: 印度。

12. Shipping Mark: At Seller's option  
货运唛头: 由卖方决定。

15. Remarks/备注:

Any issues donot mentioned in the contract should be settled through friendly negotiation.

本协议未尽事宜双方友好协商解决。



FOSHAN NANHAI INTERCONTINENTAL TEXTILE CO., LTD.  
THE BUYER



GREATLINX IMPEX PVT LTD  
THE SELLER



or Greatlinx Impex Pvt. Ltd

*Shandip*  
Director.  
(Poohan Chandran)