



IMPORT/EXPORT, TRADE & BUSINESS OPPORTUNITIES FROM EUROPE

BINIAM ASCHALEW

Business Procurement / Import Export / Commercial Adviser

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Dear Esteemed Customer / Partners,

I am delighted to offer you IMPORT / EXPORT, International TRADE & BUSINESS opportunities sourced from European manufacturers/suppliers (products & services) companies and served to worldwide customers. Provide fully customer-service oriented B2B and B2C, Import/Export and general trade business assistance through highly professional and prompt approach.

Based in Milan city and serving customers upon an adequate purchase/negotiation assistance commission-fee, can provide any assistance service aligned to the following operating sectors :

- **INTERNATIONAL TRADE** - *Connect and assist you the purchase of goods from genuine suppliers.*
- **IMPORT / EXPORT** - *Retail purchase and Wholesale distribution upon contract basis agreements.*
- **BUSINESS J-V & PARTNERSHIP** - *Business procurement, Trade/Industry partnerships.*

Main business areas of interest for Products & Services offered:

- * **F.M.C.G.** (food and non-food consumer goods)
- * **Building / Construction materials**
- * **Packaging Machineries** (food, beverages, fruit/vegetables, cosmetics, etc.)
- * **Food & Beverage processing equipments** (packaging/bottling/conservation/preparation, etc.)
- * **Personal Care products** (hair and body care)
- * **Fashion RTW and Accessories**
- * **Industrial or Artisan production plants/machineries**
- * **Industrial and Residential pavement cleaning equipment/machines**
- * **Heavy Industrial, Commercial and Agricultural Trucks, Tractors, Trailers**
- * **Cement, Chemical and other special storage Tanks/Silos**
- * **Mechanical workshop machines**
- * **Asphalt / Paving plants / Plastic & Paper recycling plants**
- * **Off-set Professional Printing machineries/equipment**
- * **Environment utility equipment** (vacuum systems)
- * **"Turn-key" processing plants**

Link professionally your commercial need to any product/service by formal introduction support to suppliers (translations, coaching, round phone conversation, etc) and subsequent general follow-up of the negotiations between your organization and the suppliers/manufacturers.

Subsequently to the pre-agreement, preferably upon your letter of Intent (LOI) and prior to mutual agreement, will assist finalizing complete commercial and logistic negotiations related to the purchase/distribution on a clear working-basis (*).

Specific commercial offers and company/supplier information will be resumed upon request in relation to the Product or Service you pursue. In case your company foresees to supply products optioned as "OFFERS" allow me to register your e-mail address to my "Offers Network" so you will be able to look see time-by-time all the offer lists with details therefore be able to understand your eventual interest.

- (*) *Introduction assistance (price and general contract agreement negotiations with suppliers)*
- Practicalities of importing and exporting pre-agreement basis*
- Providing general follow-up of the purchase*
- Export Declarations and Notifications control/check*
- Check-out list of Certificates / Commercial and non Documents necessary to Customer*
- Preparing and booking the goods for transport with trusted Shipping Agent*
- Provide communication to Customer (updated and forward of any relevant documentation copies)*

Should your company foresee to Import as Wholesale or direct Retail purchase from European companies in relation to products & service categories above mentioned, **please kindly forward your formal request specifying as much possible the following points:**

- **Your company information** (name, address, area, country, tel./e-mail contacts)
- **The type of product or machinery/equipment**
- **Specific brand or model you may prefer**
- **Technical specification** (power capacity, year of manufacture, measures, etc.)
- **Quantity required**
- **Payment method you require**
- **Condition New or Used** (in case of machineries/workshop/vehicles/equipments)
- **Budget** related to which shape your request
- **List of the Commercial and Non-commercial documents you require** (ex. proforma, commercial invoice, certificate of origin, bill of lading, packing list, etc.)
- **Port of destination** so we can study the best formula and shipping cost to deliver your purchased goods
- **any other not specified document**

GENERAL TERMS AND CONDITIONS

1. Prior to my formal contact of the relative supplier, willing to take further commitment on purchasing agreement on behalf of my customers, please provide me your Memorandum of Understanding (MoU) or Letter of Intent (LOI) at the time of presenting your purchasing request.
2. The supplier will present you the E-mail confirmation at the same time of providing you the necessary information (technical and commercial) of the goods you are willing to purchase.
3. Written purchase agreement/contract sign will be undertaken between the Supplier (exporter) and Buyer (importer/customer) as far also the payment is defined between the two parties (supplier / customer).
4. The purchased goods will leave the supplier headquarter, directed to the Italian Loading port/Airport, prior the balance payment will be concluded to the beneficiary (supplier) as foreseen upon the purchasing agreement.
5. Commission-based assistance/dealing for the general follow up of the commercial negotiations and Logistic arrangements, should be settled one the purchased good will be arrived/delivered at Italian Loading port and certified by the Port transistors acceptance documentation that I will forward you. Please note that my travel expenses within the suppliers (related to discuss, negotiate, finalize any agreement/payment on behalf of the customer) should be recognized and refunded apart if not specified in the commission-fee.
6. As the standardized European dealers of second-hand heavy/medium-trucks, vehicles/commercial vehicles and any other used goods are sold in the formula "AS IT IS" which means in the condition or state of actual use.
7. All prices are excluding VAT.
 - Used products/material are sold in the condition of "AS IT IS"
 - Any and all given specifications may change at any point in time.
 - The given mileages/working hours, sizes, weights and other specifications are not legally binding.

Remain at your disposal for any information/inquiry you may need.

Sincerely,

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