



**Cookware Export procedures effective January 2017:**

1. Thank you for your valued inquiry. Please note that our minimum export order weight is **1.5 tons**. Please select the products you are interested in from our price list and email item code and quantities in order for a quotation to be prepared.
2. Price lists attached do not include shipping and handling costs, documentation fees or fumigated pallets, the costs of which will be confirmed by pro-forma invoice once our quotation is accepted.
3. Attached please find our trade discount structure by weight. The minimum export order weight of **1.5 tons will qualify for a 10% trade discount and 5% cash discount**.
4. A 50% deposit is required on acceptance of quotation in order to secure stock and begin processing your export order. The balance is payable before goods are shipped (payment must reflect in our Standard Bank account in South Africa).
5. Once a deposit is received, the order is captured on our system and the stock is secured. Fumigated pallets are ordered, the delivery lead time of pallets is 7 working days. Once received, stock can be palletised and packaged.
6. Once the stock is palletised and packaged we can obtain a quote from the Freight forwarders – our shipping terms are CFR. We ask that you provide us with your freight forwarder details in order to obtain quotes for shipping costs which we include in our pro-forma invoice to you. Alternatively, we can obtain freight quotations from our freight forwarders on your behalf.
7. The Pro-Forma invoice is prepared and will include all charges (Shipping and Handling, Fumigated pallets, documentation costs and COO's). Please note that Bank Charges will be for the cost of the Buyer.
8. Please confirm if you require us to provide country of origin documents i.e certificate of origin (COO). Please note that we import components of some of our product lines to remain competitively priced, however, about 65% of all our products are still produced in South Africa. This does mean that certain lines originate in China. We will separate the products on quotation for the different country of origin documents if required. Please remember that on imported items, we do still manufacture lids, assemble and finish the product locally according to our ISO quality standards.
9. Besaans is unable to offer a sole distribution or agency agreement to any single company / or business in any country or region internationally or nationally. Our brand lends itself to many diverse market segments in any given country i.e. outdoor leisure & camping, catering, domestic use, to name a few, so it could restrict growth if we offer sole rights to a single business entity.