

# Stomos AB

## **Business Proposal Natural Honey /bulk/ Origin – Vietnam**

### **Product**

Vietnamese Pure Natural Honey (bright Amber) with high quality.

There are two kinds of honey 1) Harvested from the wild flowers of different tree species and 2) from young leaves of rubbery tree. More details see below.

### **Delivery term**

FOB port Hochiminh City, Vietnam

### **Package**

Drums: new 290kg drum (see picture) covered inside, being suitable for food, with safety seal (see picture).

Quantity in a 20" container: 64 drums, total netto 18560kg.

### **Shipment**



Prompt shipment after signed Sale confirmation

After receipt of order from Buyer(s), we will execute to sign the Sales Confirmation with payment by L/C for the first transaction, and L/C should be opened right after

signing contracts. Then, we send samples to Buyer/buyer's laboratory for testing under certain inspection company indicated by Buyer (in Vietnam there are SGS-VN Inspection Company). Cargo to be shipped after receipt of Buyer's confirmation (the shipping time is according to the time of checking sample and confirmation by Buyer). Our samples have been usually tested by Buyer(s) at Institute for Honey - Analyze, Quality Service International at Bremen, Germany.

### **Payment term**

**Stomos AB**

**Post address** Box 19, 13821 Älta, Stockholm, Sweden

**Telephone** + 46 (0) 8 773 3470 **Fax** + 46 (0) 8 773 3470 **E-mail** info@stomos.com **Web Site** www.stomos.net

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Irrevocable L/C for 100% of Invoice Value

## Quality

The Product meets USFDA import regulations (for exporting to American market).

## Samples

The Sample of Honey should be approved by the Buyer prior shipment.

## Specification

- Moisture : 18.5% Max.
- Reducing sugar: 65% Min.
- Saccharine : 5% Max.
- HMF : 20 mg/Kg Max.
- Diastase : 10 Gote Min.
- Free acid : 40m Val/Kg Max.
- Free from any antibiotic .

(In accordance with USDA and USFDA food law, Standard Vietnamese export quality).

Product is homogeneous and unadulterated, free from chloramphenicol and nitrofurural residues, free form pesticides, antibiotics, sulfonamides.

The Honey is free from malignant foulbrood, varroasis, acarine and noseiosis and none of the said disease have been found, at least for the last six months within a radius of the 5 km around the apiaries and the honey was not in contact with bees for the last 48 hours before shipping.

## Honey sorts

### 1. Flower honey

From the following flowers depending on the season time:

1. Coffee – This honey has the highest price among the flower honey.
2. Cashew
3. Longan – only in May - July and November.
4. Rambutan
5. Litchi – This honey is exploited only at the North of Vietnam.

### 2. Leaves honey

Rubber honey (honeydew –leaves honey). This honey is exploited directly from rubber tree when it changes its young leaves every year reckoning from Feb. - May.



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## Prices

Valid on 2006-06-15.

We give discounts for big volumes.

<b>Product</b>	<b>Packing</b>	<b>Q-ty 20'' cont</b>	<b>Netto 20''cont</b>	<b>FOB Price, USD/MT</b>	<b>Available quantity</b>
<b>Vietnamese Pure Honey (bright Amber)</b>	290 kgs drum	64 drums	18560kg	<b>1550</b>	Annual contracts
<b>Coffee flower honey</b>	290 kgs drum	64 drums	18560kg	<b>1590</b>	2 containers, spot delivery
<b>Longan flower Honey</b>	290 kgs drum	64 drums	18560kg	<b>1580</b>	1 container, spot delivery
<b>Rubber leaves Honey</b>	290 kgs drum	64 drums	18560kg	<b>1560</b>	8 containers, spot delivery

Please be advised that the honey is subject to raining seasons in Vietnam, when there is no harvesting of honey in the country. [Contact](#) our office for the current available quantities.

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