

### Guidelines for Overseas Customers

1. Price Offer validity: 30 days (from the date we offered officially)
  2. Standard Packing: All quoted price are packed with standard carton.  
Standardized carton packing as follows:
    - Standard 24 pairs per carton (Special packing subject to our approval)
    - Customer to advise size breakdown
    - Weight per Carton maximum 20 kgs
  3. Other Accessories for packing: Brand Hang Tag, Hanger  
Size Sticker, Barcode Label, Composition Label  
Standard Polybag with printed warning words (if applicable)
  4. Minimum Order: One Container (20 ft)  
2 kinds of Models and 3 Colors each model or  
3 kinds of Models and 2 Colors each model  
(Less than 1 container will be at Show listed price with 50% on top  
and reserve the right for color and size limitations)
  5. FOB Apapa terms: Insurance should be borne by the Customer
  6. Forwarder/Agent: Appointed by the Seller. Customers may appoint but any difference on inland charges will be on Customers account
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7. Mode of Payment: Irrevocable Confirmed L/C at Sight and instruction as per attached and subject to further agreement.
  8. Other Conditions:
    - a. Will not accept L/C with unreasonable conditions not in our favor.  
e.g. special materials, penalty, special Unloading Clauses
    - b. Before acceptance of order, Customer should advise their usual conditions on the L/C  
and send the draft of L/C for review before final issuing
    - d. Not accept deducting any percentage without prior approval from us
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9. Used Material:
    - a. EVA plus rubber sole
    - b. Upper in PVC-, Woven- and Rubber Strap material are available
    - c. Fabric & other cloth materials are subject to availability in Nigeria
    - d. Shade of beige color leather or other light color leather are not perfectly same  
as it varies on the grade/type of available leather & on manufacturer dying processes  
(Please specify the % difference so we'll add extra price on higher requirement)
    - e. All materials are non-dangerous, non-hazardous and non-restrictive so no need to specify in L/C
    - f. Silica gel are not used in our packing
  10. Printing (if required): Additional Screen printing (e.g. Logo, preferably 1 color) on insole/strap  
estimated US\$ 0.05 per one color
  11. Sample requisition: Sample dispatched cost:
    - a. Maximum 5 Samples, one foot each is free of Charge
    - b. Full size sample request will accept upon receipt  
of order and will be treated as final confirmation sample
    - c. Courier customer number is necessary (DHL, TNT, Fedex)
  12. Lead Time of Production: APIN Products - min. 8 weeks from order confirmation or sample confirmation which ever comes later

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Guideline for one 20" container  
 ~ 15.000 - 18.000 pairs depending on men, ladies or child model and sizes

**3 Models / 2 Colours**

