



Kris-Fareast



really nice team, 15:23

congratulations my friend 15:23

i will wait for your so 15:24

si 15:24

just waiting for customer full instructions :) 15:24 ✓✓

also send you email about SOA and profit share 😊 15:25 ✓✓

yesss about profit share totally perfect and credit eta+30 no problem 15:27

but i have a question 15:27

if you need MBL collect? 15:27

i usually do MBL prepaid with my coient 15:28

yes, Always MBL freight as Collect 15:28 ✓✓

it is okay, that's would be more perfect, but due to i usually do MBL prepaid, so i have to learn about how we work when we are in term of Collect, so you will pay OF on MBL and pay to us balance and ps, have i understand correctly? 15:30

we need issue House BL to 15:58 ✓✓

both HBL and MBL with O/F Collect, FOB shipments 15:58 ✓✓

freighted MBL and HBL since Brazilian Customs does not accept BL with freight "As per Agreement" 15:59 ✓✓

we will charge O/F from our customers here and pay to carriers here too. We pay your profit of 50% under SOA 16:01 ✓✓



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we will charge O/F from our customers here and pay to carriers here too. We pay you your profit of 50% under SOA 16:01 ✓✓

yesss, i know in brazil, freight shown on mbl is mandatory term, so collect and shown on mbl and hbl is no problem, 16:19

so for example like this case huangpu-rio grande , if mbl shown 1200, and our cost is 1300, what will be p/s 16:21

If 1300 is your selling rates my friend 16:22

for this one, our customer Commander, our selling rate is USD 1425, cost USD 1300 + ISPS 25 right? 16:24 ✓✓

so, USD 50 due to each office, USD 50 to Fareast and USD 50 to AD 16:24 ✓✓

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so for example like this case huangpu-rio grande , if mbl shown 1200, and our cost is 1300, what will be p/s

why cost USD 1300 if MBL shows USD 1200? 16:26 ✓✓

we will consider as cost MBL freight always 16:28 ✓✓

when i do brazil market, i meet so many times there is difference between our cost and MBL, sometimes 50 sometimes 100, because when we book from carrier, we also will refund to carrier 16:29

like their selling rates 1200 we will buy it as 1250 or 1300 16:29

that part will back to carrier 16:29

so, if real cost is USD 1225/40 and considering our S/R as USD 1425, our profit will increase, USD 100 to each 😊 16:29 ✓✓



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Você

so, if real cost is USD 1225/40 and considering our S/R as USD 1425, our profit will increase, USD 100 to each 😊

yesss dear, i totally understand how we work right now

16:30

i understand

16:31

all freight reduction is considered and increase our profits if final MBL shows lower rates

16:31 ✓

profit 50% accordingly to MBL

16:32 ✓

oh i see right now

16:34

as per our email:

16:35 ✓

"• About Profit Share we propose it to a 50/50% split between FAREAST and AD Shipping.

This would include an equal share (50%) of the buying and selling rate difference, as well as any reductions, KBs, or carrier commissions — assuming it is possible to negotiate lower rates with carriers. Our intention is to create a more balanced and mutually profit to both Companies."

16:35 ✓

yesssss

16:36

totally understand

16:36

my bad dear, frankly i almost do prepaid before

16:36

is it okay to you MBL as freight Collect?

16:37 ✓

no any problem

16:39



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no any problem

16:39

also this is the common way for your company to work with agent tight

16:40

right

16:40

We really need the difference between the quoted freight and the actual MBL freight cost must be considered in detail.

16:40 ✓

hahaha actually if we do like this way, my company even need'y pay O/F to carrier

16:40

before we usually pay lots of to carrier, because we share credit to out client

16:41

usually ETA+30

16:41

This would include an equal share (50%) of the buying as per MBL and selling rate difference, be considered more balanced and mutually profit to both Companies.

16:41 ✓

yess i know, we will consider mbl cost to adjust profit

16:47

right?

16:47

right!!

16:48 ✓