How a sourcing request runs.

One written path from your specification to a loaded container. It applies to every line except castor oil, which runs on a live, dated mill price instead.

THE SIX STEPS

1. **You send the specification.** Product, grade, quantity, packing preference and destination port. One product and one destination is enough to start.
2. **We check the factory.** Site details, direct contact, grade and packing verified before any name is shared. A directory listing is discovery, not proof.
3. **You get a project quote.** Grade, packing, port, lead time and validity in one document. Default validity is 30 days, shorter where the market moves.
4. **Sample approved.** A pre-shipment sample goes against the agreed specification. Sample and factory verification are free.
5. **Loading and documents.** The lot ships from the mill. Per-lot COA, third-party inspection notes where the line supports it, and HS codes travel with it.
6. **We invoice after loading.** On the bill of lading date, once the container is on board. Nothing is payable before that.

WHAT IT COSTS

STANDARD	ABOVE USD 100,000
5% of FOB value	**3%** of FOB value

MINIMUM PER SHIPMENT	INVOICED
USD 600	**After loading** B/L date

TWO RULES THAT DO NOT MOVE

- **One side pays.** You or the mill, never both on the same order. The paying side is fixed in writing before any commitment.
- **No fee on a failed shipment.** Cancelled after loading, or failed pre-shipment inspection: nothing is due.

> Pass-through costs — lab tests, factory audits, pre-shipment inspections — are billed at the supplier invoice, with the invoice attached, and only when you ask for them.