

Lima, 20 de febrero de 2018

Señores

**PORT LOGISTICS S.A.C.**

Presente.-

Attn.: MARIA VASCONES / CONNIE REDHEAD

Ref.: Instrucciones de embarque 2x40'RH con PULPA DE MANGO ORGANICO CONGELADO VARIEDAD CRIOLLO.

Estimados señores:

Mediante la presente nos es grato saludarlos y a la vez hacerles llegar las instrucciones para el siguiente embarque:

Embarcador: AGROMAR INDUSTRIAL S.A.  
Consignatario: SUN TROPICS, INC.  
Notificante: SUN TROPICS, INC.  
POL /POD: PAITA-PERU / SEATTLE, USA  
M/N: JULIANA 808  
ETS Paíta: 27/02/2018  
Booking: 8LIM005787  
Cía. Naviera: HAMBURG SUD

Producto:

240 CIL. DE ACERO CON 48.00 TM NT y 52.00 TM BT APROX. CON **PULPA DE MANGO ORGANICO CONGELADO VARIEDAD CRIOLLO**, FROZEN ORGANIC MANGO PULP CRIOLLO VARIETY, ACONDICIONADOS EN 2x40' RH FCL, CFR US\$ 63,360.00 APROX.

**\*\*\* Los contenedores deberán cargarse el día SABADO 24/02 a las 3:00/5:00PM**  
**\*\*\* Los contenedores deberán estar zeteados a -20°C**  
**\*\*\* Deberán ir con el Clip on prendido para que se vaya enfriando en la carretera Paíta – Sullana\*\*\***

Lugar de producción y cargado del contenedor: Calle "D" S/N. de la Zona Industrial Municipal II de Sullana, Sullana, Piura., Contacto: Sr. OMAR GARCIA, RPM: 945279353

Exportación sujeta al D.S.N° 104-95-EF. (Drawback)  
Se utilizará la Factura N° POR CONFIRMAR con fecha 24/02/2018.  
Se adjunta matriz del B/L, Booking.

Atentamente,

Ivanesa R. Varillas Maceda.

**AGROMAR INDUSTRIAL S.A.**

Dpto. de Exportaciones

Tf. 4400653 / 4423993, Fax 4423693 NEXTL. 839\*8026, Cel. 96415593 RPM. #598544

AGROMAR INDUSTRIAL S.A.  
AV. PASEO DE LA REPUBLICA N°3195  
OF.902 SAN ISIDRO LIMA  
PH: 511 4423993 FX: 511 4423693  
FDA. REG. N° 15724205476  
Email: exportaciones@agromarindustrial.com.pe

BOOKING: 8LIM005787

SUN TROPICS, INC.  
2430 CAMINO RAMON SUITE 111  
SAN RAMON, CA 94583  
(925) 202-2221  
ATTN: MR. Ashley Benedict Lao

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| JULIANA 808N          PAITA, PERU

SEATTLE, WA U.S.A

|            |   |             |
|------------|---|-------------|
| AGROMAR    | 2x40' RH FCL/FCL SLAC*                                | 52,000.00   |
| INDUSTRIAL | 240 STEEL DRUMS CONTAINING:                           | KG BT APROX |
| S.A.       | 48.00 MT OF FROZEN ORGANIC MANGO PULP CRIOLLO VARIETY |             |
| PRODUCT    | (48,000.00 KG NT PULPA DE                             |             |
| OF PERU    | MANGO ORGANICO CONGELADO VARIEDAD CRIOLLO)            |             |
|            | CUSTOM TARIFF N° 2008.99.30.00                        |             |
|            | TEMPERATURE -20° C                                    |             |
|            | PERUVIAN ORIGIN                                       |             |
|            | FREIGHT PREPAID                                       |             |
|            | CLEAN ON BOARD  |             |

# Booking Confirmation

## Booking Number 8LIM005787

|                                     |                   |                               |
|-------------------------------------|-------------------|-------------------------------|
| <b>Agreement No(s).</b> LPEC8000024 | <b>Created by</b> | ALFONSO HUAMAN                |
| <b>Shipper Reference</b>            | <b>Created on</b> | 20-FEB-2018 12:47             |
| <b>Edi Reference No.</b> 103021237  | <b>Phone</b>      | +5116107546                   |
| <b>Proposed BL No.</b>              | <b>E-Mail</b>     | ALFONSO.HUAMAN@HAMBURGSUD.COM |

THE NAME OF THE CARRIER AS PER CLAUSE 1 OF THE TERMS AND CONDITIONS FOR CARRIAGE WAS CHANGED TO: HAMBURG SUDAMERIKANISCHE DAMPFSCIFFFAHRTS-GESELLSCHAFT APS & CO KG ON 01 DECEMBER 2017.  
The Documentation Cutoff is 23-Feb-2018 17:00.

Merchant is obliged to provide all documents necessary for this shipment to the Carrier until the applicable documentation cut-off date and time 23-Feb-2018 17:00. If this cut-off date and time is not met, the Carrier reserves the right to transfer the shipment to the next available vessel, all additional costs being for the account of the Merchant.

|                      |  |                                |  |
|----------------------|--|--------------------------------|--|
| <b>Booking Party</b> | AGROMAR INDUSTRIAL S.A.<br>PASEO DE LA REPUBLICA NO 3195<br>OF.902 URB. CORPAC<br>LIMA<br>PERU | <b>Booking Agreement Party</b> | AGROFRUTOS TRADING S.A.<br>CAL.TUMBES TAMBO GRANDE 1211<br>PIURA<br>PERU |
| <b>Contact</b>       | MRS IVANESA VARILLAS MACEDA  |                                |  |
| <b>Phone</b>         | 969591022  |                                |  |
| <b>E-Mail</b>        | EXPORTACIONES@AGROMARINDUSTRIA<br>L.COM.PE   |                                |  |
| <b>Shipper</b>       | AGROMAR INDUSTRIAL S.A.<br>LIMA, PE  |                                |  |

|                    |                                |  |                   |
|--------------------|--------------------------------|--|-------------------|
| <b>Origin</b>      | PAITA, PE (PEPAI) (PORT)       | <b>Cargo Cut-Off</b>                               | 25-FEB-2018 23:00 |
| <b>Destination</b> | SEATTLE, WA, US (USSEA) (PORT) | <b>Estimated cargo availability at destination</b> | 30-MAR-2018 08:00 |
| <b>Ves/Voy/Dir</b> | JULIANA 808 NORTH              |  |                   |

### Transport Plan

| From                        | To                          | Mode                    | Estimated Departure | Estimated Arrival |
|-----------------------------|-----------------------------|-------------------------|---------------------|-------------------|
| PAITA, PE (PEPAI)           | BUENAVENTURA, CO (COBUN)    | JULIANA / 808 / N       | 27-FEB-2018 17:00   | 01-MAR-2018 16:00 |
| BUENAVENTURA, CO (COBUN)    | MANZANILLO, COL, MX (MXZLO) | CMA CGM OHIO / 254 / W  | 06-MAR-2018 21:00   | 14-MAR-2018 18:00 |
| MANZANILLO, COL, MX (MXZLO) | SEATTLE, WA, US (USSEA)     | TOKYO EXPRESS / 807 / W | 21-MAR-2018 16:00   | 28-MAR-2018 20:30 |

### Products

| Prod. ID | Commodity          | Ship. Type | Cargo Type | Qty | EQU  | Gross Cargo Weight/EQU | Equipment Condition |
|----------|--------------------|------------|------------|-----|------|------------------------|---------------------|
| 00012    | FRUIT:(NOS,FROZEN) | FCL        | REEFER     | 2   | 40RH | 27500 kg               |                     |

### Empty Equipment Pickup

| Container No. | Prod. Item ID | Facility            | EQU  | Pick Up Date/Time | Empty Release Expiry |
|---------------|---------------|---------------------|------|-------------------|----------------------|
|               | 1             | NEPTUNIA EMPTYDEPOT | 40RH | 20-FEB-2018 14:00 | 02-MAR-2018 23:59    |

**Facility Details** NEPTUNIA EMPTYDEPOT  
ZONA INDUSTRIAL II MZA. F LOTE 1  
PAITA  
PERU

## Booking Number 8LIM005787

**Full Equipment Delivery** Please deliver the cargo to:

**Cargo Cut-Off:** 25-FEB-2018 23:00

TPE - TERMINALES PORTUARIOS EUROANDINOS  
 JR. FERROCARRIL 127  
 PAITA  
 PERU  
 073-285670

**Reefer Details**

| Prod. Item ID | Commodity          | Temp.     | Configuration | Ventilation cbm/h | Dehum./ % Rel. Humidity | Power Supply | Cold treat. | Multi Temp. | Bulb |
|---------------|--------------------|-----------|---------------|-------------------|-------------------------|--------------|-------------|-------------|------|
| 1             | FRUIT:(NOS,FROZEN) | -20.00 °C | set by Depot  | CLOSED            | OFF                     | NO           | NO          | NO          | NO   |

**IMPORTANT NOTICE REGARDING SHIPMENT OF CARGO TO/FROM/VIA BRAZIL:**  
 PLEASE INFORM WOODEN PACKAGE DETAILS WITHIN THE SHIPPING INSTRUCTION PROVIDED TO THE CARRIER. DUE TO NORMATIVE INSTRUCTION 32/2015 FROM MAPA, IN CASE OF ANY TRANSPORTATION OF WOOD OR WOODEN MATERIALS, IT IS THE EXPORTER /MERCHANT'S RESPONSIBILITY TO PROVIDE THE NECESSARY INFORMATION REGARDING THE GOODS AS WELL AS TO TAKE ALL THE NECESSARY MEASURES TO COMPLY WITH SUCH INSTRUCTION, HEREBY ACKNOWLEDGING THE NON-LIABILITY OF THE CARRIER FOR ANY MISTAKEN INFORMATION OR NON-COMPLIANCE, HOLDING CARRIER HARMLESS OF ANY RESPONSIBILITY, ACKNOWLEDGING THAT THE CARRIER WILL HAVE TO COMPLY WITH ANY ORDER ISSUED BY THE PUBLIC AUTHORITIES AND GRANTING THE CARRIER THE RIGHT TO REIMBURSEMENT OF ANY EVENTUAL COSTS OR PENALTIES APPLIED. CARRIER DOES NOT ACCEPT TO CARRY GOODS THAT CONTAIN SHARK FINS AND/OR ENDANGERED SPECIES OF FAUNA AND FLORA WHICH ARE LISTED IN APPENDIX I OF THE CONVENTION ON INTERNATIONAL TRADE IN ENDANGERED SPECIES OF WILDLIFE FAUNA AND FLORA (CITES), INCLUDING THEIR RELATED PRODUCTS ([HTTP://CHECKLIST.CITES.ORG](http://checklist.cites.org))

The conditions of our Bills of Lading and Sea Waybills contain limitations of liability which deviate from statutory German law. Stowage of containers on vessels is subject to carrier's sole discretion (see clause 6. Hamburg Sud or Alianca Bill of Lading or Sea Waybill terms and conditions). Unless expressly agreed in writing the carrier does not undertake to accept any particular request, instruction or condition including, but not limited to, special stowage requirements.

For pick-up and return of Containers please always use the appropriate Booking Number.

For FCL bookings only:

It is Merchants responsibility to ensure that the gross cargo weight loaded into containers does not exceed the maximum payload as specified by container manufacturers and classification societies and clearly indicated on every container. In case of Pre-/On-Carriage it is Merchants responsibility that weight does comply with the valid legal and/or local limitations

Please note that Empty export containers are subject to an export detention.

Free time for Standard containers (incl. HC) / Special containers and Reefer containers 10 running days.

Free days start counting as from Gate-out Empty and end with Gate-in Full Export.

Charges (subject to local IGV) to be paid by the Shipper and Merchant after free time:  
 Standard container(s) as from day 11 until day 20: USD 35/20' and USD 50/40' per day (sshinc).  
 Standard container(s) as from day 21 on: USD 70/20' and USD 100/40' per day (sshinc).  
 Special container(s) as from day 11 until day 20: USD 65/20' and USD 90/40' per day (sshinc).  
 Special container(s) as from day 21 on: USD 130/20' and USD 180/40' per day (sshinc).  
 Reefer container(s) as from day 11 until day 20: USD 100/20' and USD 100/40' per day (sshinc).  
 Reefer container(s) as from day 21 on: USD 200/20' and USD 200/40' per day (sshinc).

**BOOKING CONFIRMATION SUBJECT THAT CARGO IS NON PRESCRIBED (NON FLAG BOUND)**

**\*\*Shipper/Packer is responsible to set the required temperature set-point\*\***

Fumigation of Cargo Transport Units (UN3359)

The carriage of Cargo Transport Units (CTU = Containers, etc.) under fumigation is covered by the IMDG Code whereby these units are classified in the Dangerous Goods List as UN3359, FUMIGATED CARGO TRANSPORT UNIT, Class 9.

Please refer to the IMDG Code section 5.5.2 Special provisions applicable to fumigated cargo transport units (UN3359), to the IMDG Code Supplement Recommendations on the safe use of pesticides in ships applicable to the fumigation of cargo transport units, and to the MSC.1/Circ.1361 Revised Recommendations on the safe use of pesticides in ships applicable to the fumigation of cargo transport units.

It is the shipper's responsibility to issue the appropriate dangerous goods declaration and to ensure that the Cargo Transport Units (CTUs) are clearly marked by the FUMIGATOR with the appropriate fumigation warning marks according to IMDG Code paragraph 5.5.2.3, stating the type and amount of the fumigant used and the date and time of fumigation. The fumigation warning marks shall be removed only when the fumigated cargo transport unit has been ventilated and unloaded.,

The shipper must ensure that the vessel's master is informed prior to the loading of the fumigated cargo transport unit on board.

**WE RESERVE THE RIGHT TO CLAIM FOR COMPENSATION IN CASE OF NON-PERFORMANCE WITH THESE RULES**

**WE RESERVE THE RIGHT TO CLAIM FOR COMPENSATION IN CASE OF NON-PERFORMANCE.**

## Booking Number 8LIM005787

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**For FCL Bookings only:**

With receipt of this booking confirmation, the shipper or other cargo interested party undertakes to seal the container(s) with high-security seal(s) (meeting the specifications of ISO/PAS 17712 and any subsequent amendment or new definition thereof) immediately after stuffing is completed and before it is delivered to us and, as part of the shipping instructions, to forward the seal number together with the precise contents of the container to the carrier.

For most fresh fruit and vegetables high relative humidity levels of 85% to 95% are formed automatically in a reefer container and no further humidity control is required (setting dehumidification to "OFF").

The controller of a reefer container cannot be set to humidify the air but only to dehumidify by setting dehumidification to "ON" and entering a relative humidity set point. A dehumidification setting may be required by products which are susceptible to high humidity.

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**Remarks**

FREIGHT PREPAID, EMISION EN ORIGEN (LIMA), VIA TPE

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**Terms and Conditions**

THIS BOOKING CONFIRMATION IS SUBJECT TO THE TERMS AND CONDITIONS OF OUR BILL OF LADING OBTAINABLE FROM THE CARRIER OR THE CARRIERS WEBSITE AT: <http://www.hamburgsud-line.com/hsdg/de/hsdg/termsfuse.jsp>



**Sun Tropics, Inc.**

P.O. Box 407  
 San Ramon, CA 94583  
 Voice: (925) 202-2221  
 Fax: (925) 397-3062

**PURCHASE ORDER**

Purchase Order No.: 10-7647  
 Date Issued: 10/4/17

**To:**  
 AGROMAR INDUSTRIAL S.A  
 Av. Paseo de la Republica 3195  
 Of. 901-902  
 Lima 27  
 Peru

**Ship To:**  
 Sun Tropics, Inc.  
 Port of Seattle

| Good Thru | Ship Via | Account No. | Terms       |
|-----------|----------|-------------|-------------|
| 4/30/18   |          |             | Net 60 Days |

| Quantity     | Item                | Description  | Unit Cost  | Amount                |
|--------------|---------------------|--|------------|-----------------------|
| 960.00       | ORG CRIOLLO AGROMAR | Frz Org Criollo Agromar<br>120 drums per 40' container; Total of 40<br>containers confirmed<br>Price is \$ 1320/MT CFR Seattle WA; Ship<br>date: December 2017 or earlier<br>Option for another 20 loads to be confirmed<br>by November 15 2017<br>Docs Required:<br>Organic Certificate; Organic Transaction<br>Certificate; Invoice, Packing List, COAs, Bill<br>of Lading | 1,260.0000 | 1,209,600.00          |
| <b>TOTAL</b> |                     |  |            | <b>\$1,209,600.00</b> |

Authorized Signature \_\_\_\_\_

## Ivanesa Varillas Maceda

**De:** Ivanesa Varillas Maceda <exportaciones@agromarindustrial.com.pe>  
**Enviado el:** jueves, 08 de febrero de 2018 02:35 p.m.  
**Para:** 'csuarez@agromarindustrial.com.pe'; 'Kandra Yangua'; 'Manuel Vasquez (mavasquezd@agromarindustrial.com.pe)'; 'Orlando Casanova'; 'oscar morales' (omorales@agromarindustrial.com.pe); 'Jefe Almacen Sullana'; 'Almacen Pulpas' (almacenpulpas@agromarindustrial.com.pe); 'Camara IQF'; 'Gabriel Leon'; 'jrivera@agromarindustrial.com.pe'  
**CC:** 'ESTEBAN ALVAREZ' (ealvarez@agromarindustrial.com.pe); 'Fanny Flores' (fflores@agromarindustrial.com.pe); 'Fdancuart@agromarindustrial.com.pe'; 'fhidalgo (fhidalgo@agromarindustrial.com.pe)'  
**Asunto:** PROGRAMA DE DESPACHO SUN TROPICS // PULPAS

Carmen,

Buenas tardes, por favor tomar nota del programa de embarques para cliente SUN TROPICS,

Confirmar despacho para esta semana 12/02.....qué temperatura tienen los cilindros?

A este cliente se le embarca en naves del Lunes, por lo que las cargas deberán estar listas sábado todo el día o Dom am.

Atte  
Ivanesa

## 2018 Shipment Schedule

### Frozen Organic Criollo

| WEEK OF:     | # OF CONTAINERS | Status  |
|--------------|-----------------|---------|
| 15-ene       | 3               | Shipped |
| 05-feb       | 3               | Shipped |
| 12-feb       | 3               |         |
| 19-feb       | 2               |         |
| 26-feb       | 2               |         |
| 05-mar       | 3               |         |
| 12-mar       | 3               |         |
| 19-mar       | 3               |         |
| 26-mar       | 3               |         |
| 02-abr       | 3               |         |
| 09-abr       | 3               |         |
| 16-abr       | 3               |         |
| 23-abr       | 3               |         |
| 30-abr       | 3               |         |
| <b>TOTAL</b> | <b>40</b>       |         |

### Frozen Chato Mango

| WEEK OF:     | # OF CONTAINERS | Status |
|--------------|-----------------|--------|
| 15-ene       | 0               |        |
| 05-feb       | 0               |        |
| 12-feb       | 0               |        |
| 19-feb       | 1               |        |
| 26-feb       | 1               |        |
| 05-mar       | 0               |        |
| 12-mar       | 1               |        |
| 19-mar       | 0               |        |
| 26-mar       | 0               |        |
| 02-abr       | 1               |        |
| 09-abr       | 0               |        |
| 16-abr       | 0               |        |
| 23-abr       | 1               |        |
| 30-abr       | 1               |        |
| 07-may       | 1               |        |
| 14-may       | 2               |        |
| <b>TOTAL</b> | <b>9</b>        |        |