

GUM ARABIC — OFFER SHEET

Prepared for: AN HOLDINGS SARL Company

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Introduction

AN Holdings SARL, through its agribusiness division Agro Farms Suppliers (AFS), supplies Gum Arabic (Hashab and Talha grades) with ready stock in Douala, Cameroon, and warehousing in Chad and Nigeria. We are actively expanding our sourcing network to include Sudan, Nigeria, and Mali, giving partners. We have supplied partners in France and the UK and welcome the opportunity to build a trading relationship with other Companies, beginning with a trial order.

Product Specification

Typical specification ranges below; a Certificate of Analysis is provided with every shipment confirming actual batch results.

Parameter	Hashab Grade	Talha Grade
Origin	Chad (additional origins: Sudan, Nigeria, Mali — onboarding)	Chad (additional origins: Sudan, Nigeria, Mali — onboarding)
Appearance	Whole spheroidal tears, pale white to light amber; matte surface; hard, glassy fracture	Tears more brittle/friable than Hashab; amber to reddish-brown colour
Form	Hand-picked, cleaned lumps / kibbled / powder (buyer's choice)	Hand-picked, cleaned lumps / kibbled / powder (buyer's choice)
Moisture Content	≤ 15%	≤ 15%
Ash Content	≤ 4%	≤ 4%
Insoluble Matter	≤ 1%	≤ 1%
pH (10% solution)	4.5 – 5.5	4.0 – 4.5
Optical Rotation	Levorotatory (–)	Dextrorotatory (+)
Solubility	Readily soluble in water (1g in ~2ml water)	Readily soluble in water (1g in ~2ml water)
Packaging	25kg or 50kg bags; custom/brand packaging available	25kg or 50kg bags; custom/brand packaging available
Sample	Free 0.4g sample (buyer covers DHL cost)	Free 0.4g sample (buyer covers DHL cost)
Documentation	Certificate of Analysis, Certificate of Origin	Certificate of Analysis, Certificate of Origin

Commercial Terms

Incoterms Offered	FOB (Douala, Cameroon) / CNF / CIF — buyer's port on request
Minimum Order Quantity	1 x 20ft container (trial order quantities negotiable for first shipment)
Payment Terms	Agreed deposit + balance against Bill of Lading
Lead Time	2–4 weeks from confirmed order, subject to grade and volume

Quality Assurance	Independent pre-shipment inspection (SGS / Intertek) available — for first trial order
Price Validity	30 days from date of issue, subject to market confirmation at time of order

Proposed First Order (Trial)

To build a strong working relationship, we propose a smaller trial shipment for BUYERS Company's first order, with an independent pre-shipment inspection, ahead of scaling into a recurring supply arrangement. Grade, volume, and Incoterm to be confirmed based on BUYERS' Company's requirements.

Contact

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