

Invitation to Bid for the Purchase of 40,000 Metric Tons of Soybean Meal

Cantera Partners LLC, Nebraska, USA, requests bids from qualified buyers/traders for the purchase of **40,000 metric tons (+/- 10 % tonnage tolerance)** of U.S. Soybean Meal (SBM) for the following ASEAN countries: Cambodia, Thailand, Indonesia.

The SBM is of U.S. origin and will be shipped **in bulk** to any ocean port in ASEAN (in Thailand, in Vietnam or in Cambodia for Cambodia, or in Indonesia) designated by the Buyer, which can be reasonably serviced by US-flag ocean-going vessels participating in this USDA program. Discharge, transshipment, storage and any further inland transportation from the ocean port is up to the Buyer and to Buyer's account.

The SBM will be shipped in one or two shipments (depending on discharge ports), the expected shipment period of the SBM from U.S. port is April 2025.

USDA Specifications for High Protein Soybean Meal are as follows:

Physical Requirements: The soybean meal shall meet the standard specifications of the National Oilseeds Processors Association (NOPA) trading rules of October 2012.

Protein: 47.0% (see contract for discounts); **Moisture:** 12.5% (see contract for discounts); **Fat:** 0.5% min.; **Fiber:** 3.5% max.; **Packaging:** Bulk

Shipment: For the shipment period of approximately April 2025; approximately 40,000 metric tons (+/- 10%) of Soybean Meal is available for sale, for which all interested parties should submit their bids in U.S. Dollars (USD) and Incoterms CFR (C&F Free Out if in bulk) ASEAN port area.

The winning Buyer(s) will have to provide an irrevocable Letter of Credit, payable at sight and issued in English by a first-class bank acceptable to the Seller, prior to shipment from the US port of origin, to be confirmed by a U.S. bank as Seller's option (confirmation costs borne by Seller); opened within 14 business days after signing the purchase agreement. The letter of credit terms must be mutually agreed upon by both parties.

Bidders can submit their bids for the whole tonnage or partial allotments, or combinations. The minimum bidding allotment is four thousand metric tons [4,000 MT]. Bidders may bid for any higher tonnage and combinations. **One bidder can submit more than one bid, for different tonnages, ports, and with different price bids.**

Depending on the bids received, the Seller reserves the right to negotiate for and sign agreements for some bids only and/or to fulfill some bids only partially.

By submitting a bid for the 40,000 MT of SBM, or a portion thereof, the bidder agrees to and acknowledges the following terms:

Initial Bid: Bids to be submitted in U.S. Dollars; for Incoterms CFR (C&F) Free Out, at ASEAN port basis.

Down Payment (Security Deposit): All successful buyers will be required to submit a down payment (security deposit) that will equal 10% of the total value of their signed purchase agreement within five

days from signing the purchase agreement. If the purchase agreement would have to be cancelled, this down payment will be immediately (within five days) returned to Buyer by the Seller.

Freight: Performing vessel(s) will be determined by a freight tender procedure in accordance with USDA Food for Progress guidelines. The performing vessel(s) will be bulk carriers, as per USDA awarded freight contracts with vessel owner(s).

Delivery: Bidders to advise **rate of discharge if delivery is in bulk, in metric tons per 24 hours**, for standard onshore discharge (1 SF, 1 SB), or/and for discharge at anchorage to barges alongside, and their preference, which will be subject to further negotiations and arrangements.

Insurance and Title: Seller shall retain title to the commodities until Seller has been paid in full in accordance with the terms of the Letter of Credit. However, it is acknowledged and agreed that risk of cargo loss and damage and insurance costs shall pass to buyer when commodities are delivered on board the ship at the U.S. export port. Any marine and overland insurance to cover specified loss or damage during the ocean voyage and any inland transport of the commodities shall be at buyer's sole responsibility and cost. Buyer shall be responsible for clearing customs and paying all customs fees, duties, port and handling charges, and taxes with respect to the importation of the commodities.

Importation to ASEAN and No Re-export: The commodities (soybean meal) are intended to be sold into the following ASEAN countries only: Cambodia, Thailand, Indonesia. The Buyer must sign a clause in the Purchase Agreement that the commodities will be imported into the target country and not re-exported.

Please submit your final bids by email to Mr. Ben Kalhorn, Exec. Vice President, to bid@canterapartners.com, by Friday, January 24, 2024. All bids must remain valid for 10 days.

- Bidder must specify the quantity in metric tons
- Bidders are required to submit a bank reference and contact information confirming the bidder's capability of opening a letter of credit according to the terms listed in this announcement.
- Bidder needs to specify the bidder's previous experience in importing bulk commodities into ASEAN, being either agricultural or non-agricultural. Please specify if the bidder has experience importing through U.S. Government programs, in ASEAN or elsewhere.
- Bidder needs to supply a brief background on the bidder's company as well, and number of years the company has been in business - or a link to their website.

In case of non-compliance of the above-mentioned bid conditions by the successful bidder, their bid will be rejected.

The seller reserves the right to reject any or all the bids, to negotiate them further or not, to cancel the tender and to issue a new invitation for bids or not.

Any questions about the bid process terms or purchase may be referred to Mr. Ben Kalhorn by email.

Information on Cantera Partners can be found at: www.canterapartners.com.

More information pertaining to this tender can be found at:

www.canterapartners.com/soybean-meal/ASEAN

Please email complete official bid documents to:

Cantera Partners, LLC

c/o Ben Kalhorn, Exec. Vice President

Email: bid@canterapartners.com