

GLOBAL PRICING REFERENCE · v2.0

TSARA Coco — Reference Pricing

Validity: 14 days from issue · USD basis · prices include lab certificate + standard docs

Prices are **reference ranges** for 1 × 40HC FCL minimum order. Final pricing locked per confirmed PO against current container availability and FX. Volume tier discounts available — see tier program below.

Cocopeat 5 kg Blocks (per MT, CIF destination)

Grade	Code	CIF Istanbul	CIF Rotterdam	CIF US East Coast	Per 40HC (22 MT)
Super Pro Low EC	TC/CP5/SP/WS	\$580-630	\$610-660	\$640-700	\$12,760-\$15,400
Pro Low EC	TC/CP5/P/W	\$540-610	\$570-640	\$600-670	\$11,880-\$14,740
Basic Low EC	TC/CP5/B/W	\$480-560	\$510-590	\$540-620	\$10,560-\$13,640
Mixte 70 High EC	TC/CP5/MIX70/UWS	\$420-490	\$450-520	\$480-550	\$9,240-\$12,100

Coir Growbag Slabs 18 L (per piece, CIF destination)

Format	Composition	EC	CIF Istanbul	CIF Rotterdam	CIF US East
Solanum Pro WS	70/30 peat:chips	≤ 0.5	\$1.95-2.10	\$2.05-2.20	\$2.20-2.40
Cucumis Pro WS	70/30 peat:chips	≤ 0.5	\$1.95-2.10	\$2.05-2.20	\$2.20-2.40
Berry Pro WS	70/30 peat:chips	≤ 0.5	\$2.00-2.15	\$2.10-2.25	\$2.25-2.45
Flora Pro WS (rose)	70/30	≤ 0.5	\$1.90-2.05	\$2.00-2.15	\$2.15-2.35
Aero Pro WS (orchid)	100% peat	≤ 0.5	\$1.95-2.10	\$2.05-2.20	\$2.20-2.40
Nude slabs	70/30 chips	> 1.5	\$1.55-1.70	\$1.65-1.80	\$1.80-1.95

Volume tier program

Tier	Monthly commitment	Discount vs. reference	Notes
I	1-2 × 40HC / month	List (reference)	Single-buyer rate; 90-day proof phase
II	3-4 × 40HC / month	-5 to -8%	Quarterly forecast required
III	5+ × 40HC / month	-12% Distributor Net	12-month volume commitment

Commercial terms

MOQ	1 × 40HC FCL mixed-load minimum
Payment	T/T 30/70 (advance + BL); LC at sight or 50/50 for partner tiers
Incoterms	FOB India / CIF / CFR / DAP destination (Incoterms® 2020)
Lead time	20-30 days production + 22-45 days sea freight (by destination)
Documents	Original BL, CI, PL, Phytosanitary, Fumigation, CoO
Certifications	OMRI, ISO 9001 — copies per shipment on request
Validity	14 days from quotation issue
VAT	Prices exclude destination-country VAT/duty (~10% TR · varies EU/US)

📄 ORDER OR REQUEST SAMPLE

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Free 2-5 kg sample available against signed LOI · sample cost credited to first PO.