

GOBAMBA PURCHASING OPTIONS

CATALOG LINE (NFW/GOBAMBA)

GoBamba and Nanus Factory is one of the only suppliers in the pottery market enabling clients to order specifically the products and colors per product they want to receive. We are proud to offer not only the most convenient, cost-effective and fastest way to order exactly what your store or wholesale clients need.

Our catalog has one of the largest selections in the market with over 300 designs of garden pots, chimneys, fire pits, and décor vases, including giant pottery pieces and small contemporary vase sets that are hard-to-find and limited in production. Our catalog also has many exclusive items that you will not find with other manufacturers or wholesalers.

Our color catalog has more than 100 combinations. We have a superb color finish with our special a one-of-a-kind sealer giving your pieces more color and protection even on the worse weather conditions. (Note: most manufacturers use non-recognized sealers and additionally dilute the sealer with gasoline; we use a special pottery sealer from a recognized international company and never use gasoline to dilute it).

Additional Purchase Information:

- A load with garden pots, vases and chimneys has an average cost of \$9,500 to \$10,000 USD depending on your selection;
- An average high-end pottery load holds in merchandise an average of \$12,000 USD if ordering a combination of all of our pieces including garden pots, small vase sets, suns, iron suns, chimneys, giant pottery, trying to fill up the truck in every single space with small accessories as suns, etc;
- Add an average of \$700 USD for packaging (every piece is tagged with item number and plastic wrapped to avoid stains on the pieces usually occurring when shipping);
- We have a breakage % under 1.5% per load. We offer directly 3% merchandise value insurance deducted from your invoice, as a refund or as credit for merchandise on your next load (keep in mind freight companies do not insure pottery and most manufacturers do not offer insurance);
- Specific item and color selection – we guarantee at least 90% of your order to be exactly what you order – any substitutions should be accepted by client before shipping;
- 3 to 5 weeks to ship + shipping being 7 to 10 days for arrival = 4 to 6 weeks delivery door to door;
- Export paperwork and coordination door to door service;
- Shipping and customs not included in prices nor insurance:
 - Customs including freight transfer at the border at \$420.00.
 - Freight depends on shipping destination. We work with 4 different freight Companies to have trucks always available to ship your merchandise on-time plus have different quotes available to offer your Company.
- Credit is available starting with client's 2nd shipment
- Credit card payments accepted
- Product development and product search available for free!
- Special Rebates depending on number of trucks purchased per year
- Additional discount of up to 10% with 100% upfront payment
- See Prices in attached Price List document

VALUE PACK ORDERS

All of our products are likewise in quality and color and sealing finish than our catalog line. The main differences rely in the following factors:

- We ship available pieces reducing our costs as we're able to ship faster;
- Items are mainly small, medium and large pieces –giant pieces are not available in bulk shipments.
- In case of selecting several items we might be able to comply to some of your specific needs, but can't guarantee that all of the selected items will be available or the same in the quantities ordered;
- Color selection is limited to 3-4 colors per shipment and specific designs might be ordered in one of these colors, but there is not a selection of color per piece.
- Packaging does not include plastic wrapping (only available with an additional fee)
- Insurance covers only 1.5% of the merchandise value
- This type of shipments are more appropriate for larger stores, outlet stores, large garden centers, stores offering pottery as one of many product lines –not their main line of business -, wholesalers and retailers concentrating mainly on volume sales at lower prices, US border importers and distributors.

Procedure:

- Client can select the % of the truckload wanted of each product line;
- Client selects some important items that are wanted in the shipment and before placing the order we can give a forecast for such availability – please note that these type of product selection is limited.
- Colors are selected – 3 to 4 colors and what % of truck or item in each of these colors

Benefits:

- Savings average 25% over a catalog order;
- We ship in 1 – 2 weeks so our delivery time is 2 – 3 weeks only

Drawbacks:

- Limited selection of products & colors; Products are less exclusive than our catalog line;
- No credit available: 50% down payment / 50% when uploading (2 days before shipment leaves our warehouses);
- No credit cards accepted

Example of shipments:

Chimneys: Mainly the more commercial large and medium chimneys. For example: plain Jumbo, Jumbo with Frogs, Jumbo with southwestern themes, Medium Grapes, Modelo, Flames, etc.

Garden Pots: Mainly medium pieces like Bolsa de Girasol, Chata de Gajos, Chata con Trenza, Chata Lisa, Chata de Sol, Uva, Guayabita, Exagonal, etc.

Decor Vases: Tonalá, Pepino, Panal, etc.

Note: Some of the products might not be shown in catalog.

Bulk Shipment Prices

Complete load with any combination:

Complete 53 Ft. Chimney Load

Complete 53 Ft. Garden Pot Load

Complete 53 Ft. Vase Load

Half Chimneys/ Half Garden Pots

Half Chimneys / Half Vases

Half Vases / Half Garden Pots

\$8,450.00 + Customs & Freight

1/3rd Chimneys / 2/3rds Garden Pots

1/3rd Vases / 2/3rds Garden Pots

1/3rd Garden Pots / 2/3rd Chimneys

1/3rd Garden Pots / 2/3rd Vases

1/3 Each Category

* 50% Down Payment / 50% upon shipping (*2 Days Prior to shipping*)

Includes Uploading, Packaging, Export Paperwork and logistics coordination door to door

Payment Methods: Wire Transfer or check.

With 100% Payment Upfront get any of our

Load combinations for only

\$7,850.00 + Customs & Freight

Includes Uploading, Packaging, Export Paperwork and logistics coordination door to door

Payment Methods: Wire Transfer or check

Accessories:

Non-Painted Chimney stands **\$2.80**

Code Powder Painted Stands **\$3.80**

We also offer our pottery "wrapped in wire". We also offer stands for our garden pots and vases.

Ask for details.

Our value pack shipments are shipped out in one week when no specific models are selected. In case you have certain items you want to select, we'll try our best to have them available and ship in no later than 15 days. Then again, we can't guarantee that the selected items or specific quantities per items will be accurate.

** All Prices in USD*

CREATE YOUR VALUE PACK

In case you are already in the market and already have a selection of certain items, let us know what you want to be included in a full pottery load. We'll make a quote based on your needs and give you a specific price per load that can bring you savings. We'll do a quote based on your product selection, flexibility of similar product acceptance when a certain product can hold the whole shipment to be shipped, color selection and your payment method. Based on this we can guarantee you a truckload price based exactly on your needs with the best prices, quality and service in the market.

MIX SHIPMENTS

This is a combination of our catalog and value pack orders. We are able to have a mix load if we have approximately 50% of the order under catalog and the other 50% as BULK shipment. This is the perfect combination for clients that want to handle a high-end line as well as a more commercial line.

MIX SHIPMENT IMPORTANT INFORMATION:

- Average Load has an average \$10,000 merchandise value;
- Minimum catalog order of 50% of load capacity or \$4250 USD;
- Packaging only \$350 and includes plastic wrapping of catalog products;
- Insurance of 3% over merchandise value;
- Credit available after 2nd load;
- Maximum \$5000 credit card payment accepted per load
- Color Selection on catalog products per product and unlimited; color selection on value pack shipment limited to 4 colors.

SPECIAL REQUEST ORDERS

Special orders are based on clients that have already a frequent purchase volume and need specific items in each shipment. If you already have a yearly volume purchase and need specific items within or not in our catalog, please contact us for special pricing and available discounts based on your specific needs.

We also offer special packaging needs in any type of shipment. For specific packaging requests please contact us for a quote.

ORDER TYPE COMPARISON

CATEGORY	NWF/GOBAMBA	VALUE PACK ORDERS	MIX NWF & VP
Overall Selection	Full catalog - over 300 items	Undetermined - %'s per category	Partially catalog / Partially Undetermined
Item Selection	YES	NO - LIMITED – NOT GUARENTEED	PARTIALLY
Selection Per Load	As you request	Averages 20 to 40 different items per load	Partially upon request
Pieces per Item	As you request	Averages 20 to 40 pieces per item – NOT GUARENTEED	Partially upon request
Color Selection	Over 60 Colors and 10 finish techniques specified per item	a Maximum of 4 different colors per load - cannot specify per item	Partially upon request / Partially Limited to 4 colors
Re-ordering stock	Same items available	Items vary from order to order - certain items might be available for re-order, but not necessarily at the same price	NWF can be certainly re-ordered / VP items are uncertain
Delivery Time	3 to 6 weeks	2 to 3 weeks	3 to 5 weeks
Credit	Credit Schemes available with payment history and credit application	50% DOWN PAYMENT / 50% UPON UPLAODING OR 100% DOWN PAYMENT FOR ADDITIONAL DISCOUNT	PARTIALLY
Insurance	3% MERCHANDISE VALUE	1.5% MERCHANDISE VALUE	3% MERCHANDISE VALUE
Availability	Per your request	Limited Availability per Month - Ask for details	Per your request

COST COMPARISON

CATEGORY	NWF/GOBAMBA	VALUE PACK ORDERS	MIX NWF & VP
Average Cost per Mix Load	\$9,500 - \$12,000 USD PLUS PACKAGING, CUSTOMS AND FREIGHT	\$7,850 - \$8,450 plus iron accessories, CUSTOMS and FREIGHT (packaging included)	\$9,000 - \$10,000 USD plus Half Packaging Fee, CUTSOMS and FREIGHT
Overall Average Savings	15% to 20% from competition	Average 25% from NWF Catalog Item selected orders. Averages at least 10% savings when making your own Value Packs.	Averages 15% savings from NWF Catalog Item selected orders.

NOTICE

Please note these are examples based on other clients' orders. It does not mean this are exact costs, but are averages. Please let us know your specific needs and we'll try to arrange the best purchase option for your Company.

CONTACT INFORMATION

If you have any further questions about our products and services please contact us. We are one of the leading suppliers of pottery in Mexico and have more than 5 years in the market. We hope you decide to work soon with a solid supplier like us and take the advantages of having a solid supplying chain as a partner for your successful business.

For further information please contact us:

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