



# POWDER FREE NITRILE EXAM GLOVES

## INTRODUCTION & OFFERING

AIR AND SEA PRODUCTION

35,000 BOXES AND UP

### Standard Operating Procedures

Today's effective date August 12th, 2020

## NITRILE GLOVES INTRODUCTION & OFFERING

### SCOPE:

1. Introduction and Corporate Profile
2. Standard Operating Procedure
3. Specification of Brand Options
4. LOI
5. ICPO
6. ILOC
7. Logistics

DEECHIE VENTURES, LLC D/B/A ARMOR 19 (hereinafter referred to as "SELLER") with a mailing address at 2260 5th Avenue South, Suite #9, St. Petersburg, FL 33712 USA  
DUNS #: 122463076 | State of Florida ID# L16000060106 | EIN#: 81-2007203

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### 1. INTRODUCTION AND PROFILE

Armor 19, is a full service import/export firm that has recently evolved according to Global events/ situations, leveraging existing relationships in the medical supply chain to purchase and aggregate medical supply from Asia to our clients in North America and the EU. With our global experience, guided by our manifesto seeking to build great rapport with our clients, we don't just strive for collaborative relationships; we invest in them. We listen to our clients' needs and priorities and build our services to meet and exceed their expectations. Everything we do is tailored with our clients in mind. Just as we want to be exceptional, we know our clients expect the same.

Our team has a dedicated division for the importation of Nitrile Gloves. As an importer we supply other PPE products latex/vinyl gloves, gowns, shoe covers, hair caps, other single use and technology based products. Armor 19 currently hold offices in Tampa, Chicago, Seattle and Los Angeles in the United States. Our team has boots on the ground, reps and legal counsel in Thailand, Malaysia, and Vietnam. We own over 20 allocations contracts covering more than 80 factories in Asia and China. We have four separate third-party logistic contracts in place, 4 shared aircraft, and a growing leased container vessel fleet.

Additionally our management team has more than 30 years of experience with the import/export business. This expertise coupled with our ability to finance transactions past customs in USA or destination country allows our customers to derisk supply chain transactions that are for the most part new for most customers. We accept TT-Wire, ESCROW 50% on contract 50% on SGS, LC, and MT760 which our buyers have found convenient to remove LC fees and keep interest.

From our senior management and front-line teams to our back-end support groups, we are intimately involved in all stages of your transaction for 1 week or 1 year. To us this is a relationship and we are negotiable to provide requirements you may require. We 'stand in your shoes' to ensure we get the fundamentals right before going on to focus on the ideas and innovative solutions that set us apart.

All jurisdictions which we conduct business in maintain appropriate legal consul which is available, coupled with several industry accredited, experienced team members, who are our eyes and ears. This team of procurement and industry professionals manage the necessary C-level manufacturing contacts to insure all of our business keeps their sourcing channels guaranteed. Lately with the globe changing its approach to business we have been hyper focused in the continued development of our PPE relationships which include the necessary infrastructure and logistics.






















### 2. STANDARD OPERATING PROCEDURE | WHATS THE PROCESS?

#### BUYER ACQUISITION OF A NEW PRODUCTION LINE OR ORPHAN STOCK

1. |Intro Call - between agents and Buyer/Buyer Mandate
2. |Verbal Offer - Provided by Intermediary Agent
3. |Buyer Including Buyer Mandate NCD - Provided by Agent including principals and agents.
4. |Discussion Call Scheduled with Lars or Jay for 100% Clarity - Specific Needs Discussed, Strategy, Payment Terms, SPA Questions
5. |LOI provided by buyer, templates and advice available & Verbal Confirmation of creditworthiness
- 5.1 |LOI Reviewed for needed requirements included mandated thickness of gloves for tooling and production output
6. |Glove Deck & Certifications Released
7. |Seller confirms supplies to meet requirement and agrees to all terms in LOI or verbally discussed of ready to transact buyer
- 7.1 |Seller issues ICPO - Signature required from Buyer and seller principal
8. |Buyer or Buyer attorney submits POF in the form of BCL/MT199 or A2A agreed upon proof of funds. - To our attorney above.
9. |Seller issues SPA or MSA for red-line and signature & Draft LC Terms/Escrow Agreement
10. |Schedule Attorney to Attorney for SPA & Escrow Finalization
11. |Buyer Bank Issues MT760, LC or Escrow Funded - 100% of 2 week revolving (Third Party Escrow in US Legal System buyer/seller)
12. |Client Production Schedule Finalized
13. |Client Provided Shipping Confirmation Documents
14. |Upon Client demand factory inspection can be performed by Third Party (SGS, APLUS, or Equivalent) paid by Buyer
15. |Stock Inspection, POL, Product Shipped
- 15.1 |Delivery to port via SEA, Fast Boat, or Air
16. |Product Domesticated and Clears Customs (Customs and Duties typically responsibility of client unless specified AVG .03 Per Box)
17. |24 Hours to inspect upon domestication
18. |Dissemination of funds released upon client inspection and approval
19. |Door-to-door delivery available at additional per-box pass-through fee.

## NITRILE GLOVES INTRODUCTION & OFFERING

### 3. SPECIFICATION OF BRAND OPTIONS

<p>Commodity Standards</p> <p>Process</p>	<p>Medical Grade Nitrile Examination Gloves</p> <p>ISO-13485:2016   ISO-9001:2015   FDA 510K   CE</p> <p>ASTM International Standard Worldwide: D6319:2010 D7160-05 D7161-05 D6878-08</p> <p>All glove options are based on a commodity standard, after a LOI or PO for product is submitted we provide a glove option for approval including certs and spec sheet.</p> <p>If a specific glove option is needed this may change standard pricing and availability.</p> <p>All production requests the buyer should mandate specific requirements such as the thickness or additional standards required.</p> <p><b>NOTE:</b> Please have in consideration that with stock this is an offer on a first come first serve basis.</p>																									
<p>Brands &amp; Origin</p>	<p>Gloveon   Hartelega Brands – Malaysia Brands V-glove   Superier   S63 – Vietnam Brands Cranberry   USA, Canada, South Africa, Global Pure   Qualatrilite   SRI-Tang   Sky Med - Thailand Brands Karat   NazCare   Boowoo Intco (Syngaurd)   China Uniglove - UK, Germany, Brazil Indonesia   India   Taiwan   China   Philippines</p>																									
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# Letter of Interest

## Template Instructions

**Letter of Interest**  
FOR NITRILE POWDER FREE, NON-STERILE EXAMINATION GLOVES

**LOI No:**  
**ISSUED DATE:**  
**VALID UNTIL:**

## Letter of Intent

We, \_\_\_\_\_ hereby state and represent with full corporate authority and responsibility that we are ready, willing, and able to purchase the following commodity as per terms, specifications and quantity stated below. We hereby confirm that we have the financial capability to complete the purchase Medical Exam Nitrile Gloves.

Commodity	<b>Medical Grade Nitrile Examination Gloves</b> <b>ISO-13485:2016   ISO-9001:2015   FDA 510K   CE</b> <b>ASTM International Standard Worldwide</b>			
Color	Powder Free Blue		Other _____	
Acceptable Origin	Vietnam	Malaysia	Thailand	Other _____
Specification	Length(mm)	≥300		
	Width(mm)	XS	76±6	% of order
		S	84±3	% of order
		M	94±3	% of order
		L	105±3	% of order
		XL	113±3	% of order
	Thickness-single wall(4mil min)	Finger		
Palm				
Elongation at break(%)	≥500			
Tensile Strength(Mpa)	≥14			
Target Price Per Box	\$ _____			
Total Quantity	Initial Purchase		Additional per week Additional per month	
Term conditions	First Delivery within 10 days			
Force Majeure Additions	The term Force Majeure shall include, without limitation, acts of God, fire, explosion, vandalism, storm or other similar occurrence, orders or acts of military or civil authority, or by national emergencies , future unidentified pandemics, insurrections, riots, or wars, or strikes, lock-outs, work stoppages, market collapse or other labor disputes, or supplier failures.			
Delivery	Air CIF	Fast Boat CIF	Blend/Air & Sea	FOB
Additional Delivery requirements				
Payment Terms	CIF 100% BUYER'S ESCROW FINANCED TO USA PORT, SGS BOTH			
Payment	Buyer's Escrow		LC	
	Release on SGS Destination			
Delivery	International Airport of choice			



## Letter of Interest

FOR NITRILE POWDER FREE, NON-STERILE EXAMINATION GLOVES

### Buyer Information:

Corporate name:	
Operational Office:	
Registration Number/TAx ID	
Contact Name:	
Email:	
Company phone:	
Mobile phone:	

### Attorney Information:

Firm Name :	
Attorney Name :	
Firm Address :	
	Email :

N/A if using buyer's escrow.

### Letter of Credit Information:

Bank Information :	
Primary Contact :	
Additional Notes :	

The monthly required amount of \$ \_\_\_\_ will available in our attorney's escrow revolving monthly for the period of the agreement. Letter of intent is the only current active and valid LOI and has been offered to the seller/seller's mandate. This letter of Intent is in not legally binding. We have received your SOP and ready to pursue next steps.

### For and on Behalf of:

**Name:**

**Title:**

**Company Name:**



## Logistics

**CIF SEA, CIF AIR, DOOR2DOOR**

## Logistics

FOR NITRILE POWDER FREE, NON-STERILE EXAMINATION GLOVES

All cargo is assumed pickup at port. However, if you need door-to-door service we can provide at additional fee

### Air Cargo **DOOR-2-DOOR Direct**

Our standard shipping air cargo logistics is as follows for all **ARMOR 19** products listed in our catalog and shipped and labeled as indicated - size of each product carton will determine final quantity of pcs per pallet:

- Prior to Shipping at Factory - Customer Label information on each Pallet.
- Description of product - i.e. (N95 Masks)
- Quantities will vary in manufacturers content per carton and sizes etc.

**Standard cost per pallet - TBD :** Products must fit pallet requirements. Includes import and export of goods **DOOR -2-DOOR** direct).

**\*Call for quote shipped by Boat.**



### Common designation: **P6P pallet**

**IATA ULD code:** P6P 10-ft flat pallet with net.

**Rate class:** Type 2BG

#### Maximum External Dimensions:

(L x W x H) Contoured

125" x 96" x 64"

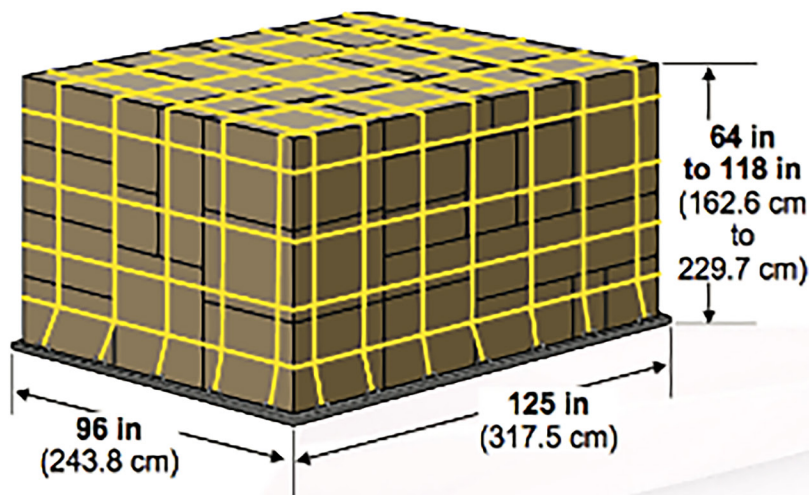
317 cm x 243.8 cm x (162.6 cm to 229.7 cm)

**Tare weight:** 120 kg (265 lb)

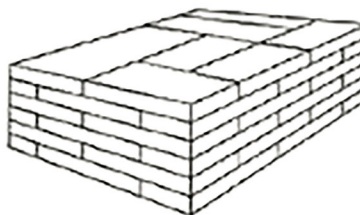
**Description:** Universal general-purpose flat pallet for lower holds and main decks.

#### Suitable for:

747, 767, 777, 787, DC-10, MD-11

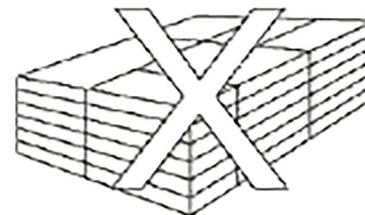


#### Correct Stacking



Interlocking Layers

#### Incorrect Stacking



Stacking Boxes on Pallets



Logistics

FOR NITRILE POWDER FREE, NON-STERILE EXAMINATION GLOVES

CIF AIR FREIGHT CARGO

WEIGHT OF ONE CARTON (10 BOXES): 4 - 6 KG (1000 PCS)  
MASTER CARTON (100 BOXES) 40 – 50 KG (10,000 PCS)  
TOTAL CARTONS: 20,000 - 25 000 CARTONS ON 747 CARGO PLANE  
(200,000 BOXES TO 250,000 BOXES)

TOTAL WEIGHT: 747 CARGO PLANE ABOUT 135 TONS CBM: 900

PACKAGING:

CARTON BOX SIZE: H24CM X W22.5CM X L34CM  
CARTON BOX WEIGH: 5 KG/ CARTON BOX (10 BOXES)

PACKAGING OF 1 CARTON BOXES:  
100PSC / SMALL BOX, 10 SMALL BOX / CARTON BOX

AMOUNT OF GLOVES PER CARTON BOX:  
1,000 SINGLE GLOVES (10 BOXES)

MASTER CARTON – 40 – 50 KG – 10 CARTON BOXES

CIF SEA / OCEAN FREIGHT CARGO

100 PCS = 1 BOX  
10 BOX = 1 MASTER BOX  
60 MASTER BOX = 1 PALLET  
58 PALLET = 1 CONTAINERS = 3500 MASTER BOX = 40FT CONTAINER

CARGO WEIGHT : GLOVES

SIZE OF ONE BOX: 24X24X38 CM  
WEIGHT OF ONE BOX: 4 KG  
TOTAL BOXES: 16 000 - 20 000  
TOTAL WEIGHT: 64 000 - 80 000 KG



# Thank You