Product presentation and terms of sale

South American food products · Direct trade with producers

MERCALIA CONNECT GROUP LLC · State of New Mexico, United States
Rev. 1 · current as of August 31, 2026

This document was provided to you by our commercial representative. All enquiries, quotation requests and follow-up are handled through them. **It is preliminary information: it is not an offer.** The route to a formal offer is set out in section 13.1.

1. Who we are

Mercalia Connect Group LLC is a company incorporated in the State of New Mexico, United States, with its own federal tax identification number, engaged in the **direct trade of food products**: we buy from producers at origin and sell to buyers at destination, **with no chain of middlemen in between**.

What that means for you as a buyer:

- **First-hand access.** Behind every line in this catalogue there is a producer with its own plant, not a reseller. That allows us to commit to specification —count, cut, granulometry, religious certification— and not merely relay a price obtained third-hand.
- **Importer of record in the United States.** The exporter at origin is not in a position to take on that role. Mercalia is, which allows delivery of the goods at destination and not only at the port of origin.
- **Multi-product and multi-origin.** Seafood, meat, sugar, oils, grains and infusions, with more than one source per line. An order is not exposed to the availability of a single plant.

2. Credentials and regulatory standing

Details that can be verified by the counterparty before committing to a transaction:

FEDERAL FISHERIES PERMIT · NOAA

IFTP00104977

International Fisheries Trade Permit issued by the National Oceanic and Atmospheric Administration. Valid through July 30, 2027.

INTERNATIONAL BUSINESS IDENTIFIER

D-U-N-S 149902101

Assigned by Dun & Bradstreet. This is the identifier buyers and banks use to verify that a counterparty exists and is on record.

FEDERAL FOOD-SAFETY REGIME

21 CFR 123.12

Importer seafood HACCP, which is the regime applicable to seafood entering the United States. For non-seafood lines, a written Foreign Supplier Verification Program, signed and in English.

CUSTOMS CLEARANCE

Designated customs broker

A United States customs broker with its own compliance department, which has confirmed in writing that it will handle the entry and file the Seafood Import Monitoring Program (SIMP) declarations electronically.

> **The chain is verified link by link, not only at the visible end:** origin and certified fishery with a public list of eligible vessels → exporting nation certified under Section 609 for shrimp entering the United States → plant approved by the national sanitary authority with approved destinations declared in writing → processor HACCP plan with written guarantee → official health certificate and lot records → complete shipping documentation with endorsed insurance → entry at destination with permit, declaration and prior notice. **Every link has a document behind it, available on request.**

Wild-caught seafood from Argentina, Brazil, Chile and Peru

3. Seafood

Frozen product, wild-caught unless otherwise stated. Origin depends on species and fishing area.

Product	Presentations	Reference counts	Availability
Wild Argentine red shrimp *Pleoticus muelleri*	Head-on shell-on (HOSO) · headless shell-on tails (HLSO) · peeled and deveined (P&D) · peeled undeveined (PUD) · tail-on · broken pieces	Whole: L1 to L5 Tails: C1 to C4 P&D: count per pound *(detail in 3.1)*	Head-on: best window November to January. Peeled and tails: year-round, against order
Swordfish / albacore	Headed, gutted and tailed (HGT) · loins	Loins 4 to 7 kg	Against order

Hake	Whole · HGT · skin-on and skinless fillets · portions	By piece weight range	Against order
Illex squid	Whole · cleaned tubes · rings · tentacles	By weight range and tube diameter	Against order
Patagonian scallop	Shucked adductor muscle, IQF	By count per pound	Against order
Octopus	Whole · portioned · tentacles	By piece weight range	Origin to be confirmed per order
King crab and stone crab	Whole, cooked or raw · clusters · claws	By piece weight range	Against order
Patagonian toothfish	HGT · portions	By piece weight range	Against order — requires additional catch documentation
Mussels	Half-shell IQF · meat	By count per kilo	Subject to the bivalve mollusc regime of the destination country
Salmon and trout	HON · HG · skin-on and skinless fillet, premium grade	By piece weight range	Against order
Premium caviar	According to presentation and packaging	Per specification	Against order

3.1 Shrimp count scales

The scales below are the Argentine industry reference, which is the nomenclature under which you will find this product quoted in the market:

Head-on shell-on (HOSO)	Shell-on tails (HLSO)	Peeled and deveined (P&D)
L1 — 10/20 pieces per kg L2 — 20/30 pieces per kg L3 — 30/40 pieces per kg L4 — 40/60 pieces per kg L5 — 60/80 pieces per kg	C1 — 20/30 pieces per kg C2 — 30/40 pieces per kg C3 — 40/60 pieces per kg C4 — 60/80 pieces per kg	Usual scale, count per pound: 16/20 · 21/25 · 26/30 · 31/40 41/50 · 51/60 · 61/70 · 71/90

On counts, precisely. Each processing plant applies its own table within these scales. For that reason, **in every firm offer the count is confirmed against the table of the establishment processing the lot, expressed in pieces per kilo or per pound**, and not by the commercial code alone. It is the only way for two offers to be genuinely comparable.

The mixed-container advantage. Several species in this catalogue —hake, squid, scallop, octopus— **do not require a Seafood Import Monitoring Program declaration** when entering the United States. A container combining shrimp with those species moves more value under the same paperwork, and lets you spread exposure across several presentations instead of committing to a single one.


Grass-fed Patagonian lamb

4. Patagonian lamb

From export-approved abattoirs, with **Halal or Kosher slaughter depending on plant and destination**, certified by a body recognised in the receiving market. Full detail in section 8.

Item	Detail
Presentations	Whole carcasses · bone-in cuts · boneless cuts · offal
Preservation	Chilled or frozen, depending on destination and transit time
Seasonality	Season runs **October to January**, peaking in November and December. The 2026/2027 season is being committed now
Religious slaughter	Halal or Kosher **depending on plant and destination**, with a slaughter certificate per lot issued by the certifying body
Approved destinations	Argentina holds **38 approved ovine destinations**. Europe is the principal and historical market for Patagonian lamb. There are effective shipments of Patagonian lamb to the Gulf, with the Halal requirement met

United States. As of the date of this document, Argentine lamb **is not approved for entry into the United States**. No company-level certificate can resolve this: what is missing is country system equivalence between the Argentine sanitary service and the USDA Food Safety and Inspection Service, and the file is pending with no set date. For all other markets the product is available.


Sugar and cane derivatives · direct mill access

5. Sugar and cane derivatives

Line	Specification	Note
Refined sugar	ICUMSA 45, export grade	Usual packaging in 50 kg bags and 1,000 kg big bags; other presentations against order. Quoted in bulk or packed
White sugar	Intermediate refining grades, to the specification requested	
Raw and muscovado sugar	Export raw and muscovado, in various grades	
Certified organic line	With international certification available depending on lot	

Granulometry and grade are not a closed list. Access is direct from the mill, so in addition to the lines above we quote **other ICUMSA grades and other granulometries —fine to coarse— against the buyer's specific requirement**. If you need a grade or crystal size not listed here, we consult the mill and come back with an answer.

United States. Sugar enters the United States under a **tariff-rate quota**: outside the quota the duty is specific per kilo and bears heavily on the product. Quoted subject to prior confirmation of quota allocation. All other destinations are free of that restriction.

5.1 How sugar ships: containers and bulk

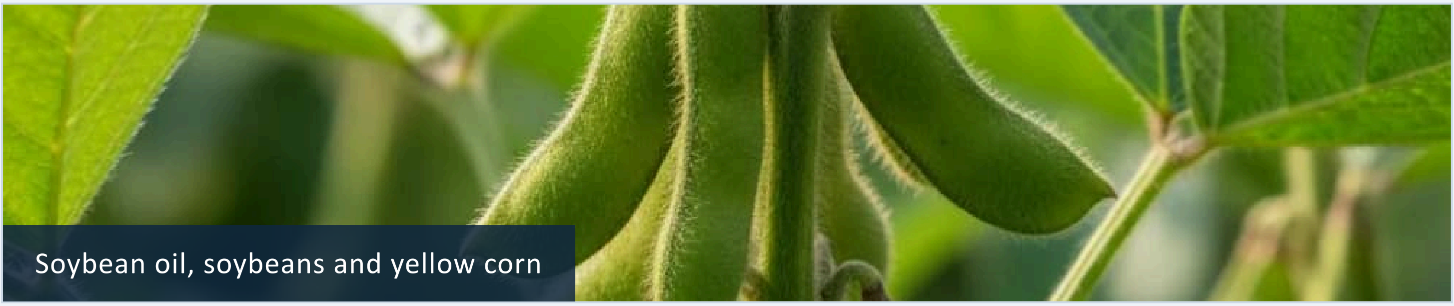
These are two different operations, with two different logistics and **two different price scales**. We separate them here so that the enquiry is built on the right modality from the start:

Modality	Presentation	Reference scale	When it suits
Bagged container	50 kg bags on pallets, or 1,000 kg big bags. Other presentations and private label against request	In the order of **25 tonnes per container**	Container-sized orders, staggered deliveries, several grades within one programme, and door delivery to the end customer

Bulk in container	Container fitted with a bulk liner, no individual packaging	In the order of **25 tonnes per container**	Where the buyer discharges to silo or hopper and does not need the bag
Vessel bulk	Bulk cargo in hold	Programme volume, defined per transaction	Large programmes, with load port, shipping window and destination defined

Containers and bulk are not compared on price. A bagged container is worth substantially more per tonne than vessel bulk, and that is not a premium: it is **scale, packaging and handling**. Every offer we issue states its modality, and **two prices are only comparable within the same modality**. Asking for "the price of sugar" without stating the modality yields a figure that cannot support a decision.

Sugar is dry cargo. It ships in standard, non-refrigerated equipment, so **the reefer equipment constraint noted in section 10 does not apply to it**: 20-foot equipment is normally available here, and it is what is used, because the limiting factor is weight and not volume.


Soybean oil, soybeans and yellow corn

6. Oils and grains

Product	Detail	Modality
Refined soybean oil	In bulk and in 900 cc bottles, produced by the establishment itself. Sunflower oil subject to confirmation of origin	Container or bulk
Soybeans	Whole soybeans, export specification	Bulk — assessed by volume
Yellow corn	Grade to buyer's specification	Bulk — assessed by volume


Coffee, black tea and yerba mate

7. Infusions

<table>
<tr><th>Product</th><th>Detail</th><th>Note</th></tr>
<tr><td>Black tea</td><td>Various presentations, bulk or packed</td><td rowspan="2">From the same establishment that produces the sugar: first-hand product, not bought from third parties</td></tr>
<tr><td>Yerba mate</td><td>Various presentations, bulk or packed</td></tr>
<tr><td>Coffee</td><td>Green and roasted, depending on origin and volume</td><td>Arranged case by case according to the origin best suited to the transaction</td></tr>
</table>

8. Halal and Kosher certification

> **This is among the first questions asked in most markets, so we answer it up front and line by line.** We would rather state precisely what applies and what does not than leave a blanket claim that will not hold up before the buyer's certifying authority.

<table>
<tr><th>Line</th><th>Halal</th><th>Kosher</th></tr>
<tr><td>Patagonian lamb</td><td>Halal slaughter available depending on plant and destination, with a slaughter certificate per lot issued by a body recognised in the receiving market. There are effective shipments of Patagonian lamb to the Gulf with this requirement met.</td><td>Kosher slaughter available depending on plant and destination, with a certificate per lot. Argentina has a long tradition of kosher slaughter for export.</td></tr>
<tr><td>Seafood</td><td>Suitable for Halal consumption under the practice of most markets. Where the destination requires formal certification, it is arranged per establishment and per lot.</td><td>Kosher suitability extends only to species with fins and scales —hake, salmon and trout—. Crustaceans and molluscs are not kosher under any certification —shrimp, squid, octopus, scallop, mussel, crab— and must not be offered as such.</td></tr>
<tr><td>Sugar and cane derivatives</td><td colspan="2">Halal and Kosher certification is standard in these industries. Confirmed per processing establishment and per lot, on request, before the transaction is committed.</td></tr>
<tr><td>Oils and grains</td><td colspan="2">Halal and Kosher certification is standard in these industries. Confirmed per establishment and per lot, on request.</td></tr>
</table>

Black tea, yerba mate and coffee	Halal and Kosher certification is standard in these industries. Confirmed per establishment and per lot, on request.

> **A point of method worth being clear about.** Religious certification is issued by the processing establishment and the certifying body, never by the exporter. For that reason, in every offer that requires it, **the certificate is identified by its issuing body and number, and travels with the shipping documents**. We do not use "Halal" or "Kosher" as a catalogue adjective: it is confirmed per transaction, against the destination and the authority the buyer recognises.

9. Packaging, glazing and labelling

Item	How it is defined
Packaging	Export packaging in master cartons with inner bags or blocks, according to product and presentation. Master carton weight, inner packaging type and palletisation **are fixed in the offer against the buyer's specification**, since they vary by destination market.
Glazing	On frozen seafood, **the glazing percentage is stated in every offer and the price refers to net weight**. This is what makes two quotations comparable: without a declared glaze, two prices are not saying the same thing. We state it as a matter of course, whether or not it is asked.
Labelling	Export labelling in accordance with the regulations of the destination country. Buyer's own brand (private label) available depending on product, plant and volume: confirmed per transaction.
Religious certification	Halal and Kosher depending on line, plant and destination, with a certificate per lot travelling with the shipping documents. The exact scope by product is set out in section 8.

10. Volumes and shipping modalities

Modality	Reference volume	Notes
40-foot reefer container	Approximately **23 net tonnes**	This is the standard operation, for both frozen and chilled cargo
Mixed container	The same 23 tonnes, split	Several species or presentations in one unit. It is the way to reduce exposure to a single product without giving up the efficiency of a full container

Bulk	According to product and transaction	For grains, oils and sugar
Air freight sample	As requested	**Available.** This is the recommended route for evaluating the product before committing to a full shipment

On half containers. On the South America–United States route, **carriers are not supplying 20-foot reefer equipment**, and refrigerated LCL consolidation has no regular service either. Verified with carriers in August 2026. We prefer to say so up front rather than commit to equipment that cannot then be secured: to start with lower exposure, the two routes that do work are the **air freight sample** and the **mixed container**.

10.1 Shipping modality, line by line

Line	By container	In bulk
Seafood	40-foot reefer container, ~23 net tonnes. Mixed containers of several species accepted	Not applicable
Patagonian lamb	40-foot reefer container, chilled or frozen depending on destination	Not applicable
Sugar and cane derivatives	Dry container, bagged in 50 kg bags or big bags, or fitted with a bulk liner. In the order of 25 tonnes	**Yes**, by vessel, for programme volumes. Detail in section 5.1
Soybean oil	Container with flexitank, or bottled in 900 cc	**Yes**, assessed by volume and port
Soybeans and yellow corn	Container fitted with a liner	**Yes**, assessed by volume and port
Black tea, yerba mate and coffee	Dry container, in bulk bags or in retail presentation	On request, depending on origin and volume

One clarification that avoids misunderstandings. Where this sheet says "in bulk" within a container, it means **product without individual packaging**, not vessel bulk. They are two different operations, with different costs and volumes, and every offer states which one applies.

11. Terms of sale

Item	Term

Incoterms	Quoted **FOB port of origin**, **CFR** or **CIF named port of destination** and, where the buyer prefers it, **DAP** or **DDP at the delivery address**, Incoterms® 2020. Every offer is issued **with the rule and the named place written out**, because two prices under different rules are not comparable.
Import duties and taxes	For the buyer's account, unless the sale is agreed **DDP**: in that case they are included in the price and **re-invoiced at cost, itemised**, supported by the customs entry summary. We do not mark up taxes.
Insurance	**All-risk cover at 110 % of value**, with endorsed certificate and a claims agent designated in the country of destination. Where the sale is CIF, that is the cover contracted: **Institute Cargo Clauses (A), above the minimum (C) required by the Incoterm**. On refrigerated cargo the difference is decisive, because the risk that matters —reefer machinery breakdown— is not covered under (C).
Price	Quoted **against a specific enquiry and always with an explicit validity period**, because the price at origin moves with the season and the duty burden moves with trade policy. This document carries no prices by design: a price without a specific enquiry commits no one.
Process	Purchase enquiry → firm offer from Mercalia with validity → sales contract → opening of the payment instrument → shipment. For new buyers, standard counterparty verification applies.

Delivery in the United States: to the door, not only to the port

In a sale that ends at the port of destination, **the importer of record is the buyer**: it needs its own customs bond, its own broker and, for seafood, its own federal permit. A distributor, a processor or a chain that does not import on its own account has none of that, and for that reason alone is shut out of buying at origin.

Mercalia Connect Group LLC is in a position to take on that role. It is a United States company, with its own federal tax identification, a **federal fisheries permit, IFTP00104977, issued in the company name**, a **designated United States customs broker** that has confirmed in writing that it takes the transaction and files the applicable electronic declarations, and a customs bond constituted upon confirmation of the transaction.

And this is not limited to seafood. The importer of record role is exercised before United States customs and **does not change with the product**: the same company, the same designated broker and the same bond serve **sugar and cane derivatives, oils, grains and infusions**. What changes line by line is the agency involved —seafood adds the federal fisheries permit and the monitoring programme declaration; the remaining foods go through the federal food safety authority, with registration of the foreign manufacturing facility, prior notice of shipment and a foreign supplier verification programme run by the importer; and sugar additionally carries the tariff-rate quota, with the exporting country certificate of eligibility where entry is within quota—.

Seafood · Sugar and cane derivatives · Oils · Grains · Infusions

All of them can be delivered cleared through customs to the buyer address inside the United States

---

Patagonian lamb is not on that list: as at the date of this document it is not authorised to enter the United States, for the reason explained in section 4. For all other markets it is available as normal.

What it means for the buyer. It can buy at origin without importing on its own account: the product arrives **cleared and delivered to its warehouse, on a single invoice** and with a single counterparty. The modality is confirmed per transaction, because it depends on the product, the port of entry and the regime that applies to it. For sugar, it also depends on the quota.

How a delivered sale is paid. Delivery at destination does not change the rule in section 12. Under DAP or DDP, **the value of the goods is collected against the shipping documents** —as in any other sale— and the **customs clearance and delivery costs are settled against actual delivery**, against supporting invoices. That is how the buyer receives the product at its door without either party financing the other.

12. Payment terms

The condition that determines whether there is a transaction

Every transaction ships with payment secured at origin. We state this at the outset and without qualification, so that no one's time is wasted: **we do not ship against a promise of payment on arrival, nor against deferred payment after arrival that is not backed by a banking instrument.**

This is not a negotiating position. It is the condition under which this food export chain operates, from plant to port, and it does not change with volume or with the age of the relationship.

Within that framework we work with the following instruments, and the choice is settled per transaction:

Instrument	How it works
Cash in advance	Wire transfer in full, or an advance with the balance before shipment. It is the **simplest and least costly mechanism available** —no bank issuance cost and no documentary examination delays— and it is the usual one for **container-sized orders** and for the first transaction in a new relationship.
Cash against documents (CAD)	Payment is made at origin against delivery of the documentation conveying title to the goods. Faster and less costly than a letter of credit, and applicable where the counterparty and its bank allow it.
Blocked funds at the buyer bank	**The usual security for container-sized transactions, and standard practice in the United States market.** The buyer instructs its bank to **block the amount of the transaction in favour of the seller**, and those funds are released against the agreed documents. It gives **security equivalent to a letter of credit, with less cost and less paperwork**, and without the buyer disbursing ahead of time.
Irrevocable documentary letter of credit (L/C)	Issued by an acceptable bank —and confirmed by a first-class bank where the market requires it— payable against presentation of conforming shipping documents. It is the instrument that matches **large volumes and multi-shipment programmes**.
Standby letter of credit (SBLC)	It works as a backstop: **it is drawn only if the agreed payment does not occur**. It is the structure used to support a **programme of successive deliveries** without opening a letter of credit for each shipment.
Mixed structures	Combinations of the above —partial advance plus balance against documents, or blocked funds with an advance— according to product, volume and shipping window. Structured case by case, always within the principle of payment secured at origin.

Which one applies is set by two things: the size of the transaction and the bank. For a container-sized order, the natural choice is **cash in advance, cash against documents or blocked funds**, which are quick and do not load the transaction with banking costs. For **programme volumes or vessel bulk**, the transaction calls for a **letter of credit or a standby**. It is agreed before the firm offer is issued, not afterwards.

If you need payment terms, there is a route —and it is the right one. The instrument exists and it is called a **usance letter of credit**: your bank issues the credit, the seller is paid at origin against presentation of conforming documents, and **you pay your bank at the agreed maturity** —30, 60 or 90 days—. The buyer obtains the terms its trading cycle requires and the transaction keeps its security at origin. **Payment terms are solved with the buyer's bank, not by transferring collection risk to the seller.**

13. What we need to issue a firm offer

With these five items we issue a firm offer, with price, validity and terms. Without them, any figure in circulation is indicative and commits no one:

- **Product and presentation** — species or cut, count or granulometry, packaging type and religious certification where applicable.
- **Volume and modality** — per shipment and, where applicable, per season or per year, stating whether it is **by container or in bulk**.
- **Port and country of destination**, and the Incoterm sought.
- **Intended shipping window.**
- **Payment instrument** under which the transaction will run, and issuing bank.

13.1 From interest to a formal offer: how it moves forward

This document is preliminary information. It sets out what we handle, in which presentations and under which terms, so that you can assess whether there is a fit. **It is not an offer and it does not commit price.**

Once interest becomes concrete, and in order to respond formally and professionally, the buyer comes forward with two items:

What the buyer provides	What it is for
Letter of intent (LOI) signed by a duly authorised officer	It puts in writing **product, specification, volume, port of destination, Incoterm, shipping window and payment instrument**. It is what turns a general enquiry into a concrete request that can be quoted with a price and a validity period.
Company KYC or CIS (buyer identification)	Corporate and registration details, address, activity, the person authorised to purchase, and banking or trade references. It allows us to verify that **there is a real buyer on the other side**, with the capacity to take the transaction being requested.

> **Why it is asked for, plainly.** A firm offer requires moving the producer at origin, reserving product and committing a shipping window. **That is not done on an anonymous enquiry.** The requirement is reciprocal: **Mercalia provides its own corporate documentation and credentials on request** —federal tax identification, D-U-N-S, permits and authorisations — so that the buyer can verify us to the same standard.

The representative who provided you with this document carries out that preliminary verification and passes the request on with the documentation gathered. **From there Mercalia responds with a formal offer**, issued in writing from its institutional email, with price, validity period, delivery terms and payment terms. That is the point at which the conversation stops being exploratory and becomes a transaction.

14. Availability by destination

This table exists so that no one commits to a transaction that cannot then be completed. The absence of a country does not mean it is closed: it means it has not yet been checked, and we verify on request.

Destination	Seafood	Lamb	Sugar, oils, grains and infusions
United States	Open, with the import circuit in place	Closed, pending country system equivalence	Sugar under tariff-rate quota. The rest, open
Europe	Open — with a supplying plant holding confirmed EU approval	Open — the historical market for Patagonian lamb	Open
Middle East	Open	Open — with effective shipments to the Gulf and the Halal requirement met	Open
Asia	Open	Subject to each country's approval — verified before confirming	Open
Central and South America	Open	Subject to each country's approval	Open

15. Points we prefer to make in advance

- **Sustainability eco-labelling.** The fisheries of origin hold current certification and that is documented, but **we do not sell product labelled with the Marine Stewardship Council mark**, because use of the mark requires our own chain of custody certificate. We would rather be strict about this than generate a claim later.
- **Bivalve molluscs in shell.** Only to destinations where the country of origin holds the corresponding bilateral shellfish sanitation agreement.
- **20-foot reefer equipment and LCL consolidation.** No regular service on the route to the United States as of the date of this document. See section 10.

Next steps

The way forward is simply to reply through the same channel by which you received this document. Whoever sent it to you represents Mercalia commercially, knows the current status of every line in this catalogue, and is the person who sets a quotation request in motion.

There are no forms to fill in and nothing to register. If your reply tells us **which product and in what presentation, what volume, to which port, in what shipping window and under what payment instrument**, we have what we need to issue a firm offer, with price and validity. **If you do not yet have all of those details, write anyway**: they can be settled as we go, and several of these questions are answered faster in conversation than in writing.

Mercalia Connect Group LLC can be verified independently —it holds its D-U-N-S international business identifier and its federal fisheries permit issued in the company's name—. **That said, the commercial follow-up on this enquiry sits with your representative**, who holds the detail of what has been discussed and can give you the fastest answer.

MERCALIA CONNECT GROUP LLC · State of New Mexico, United States · D-U-N-S 149902101

This document describes commercial capability and regulatory standing as of the date shown. **It does not constitute a contractual offer.** Prices, volumes, counts and shipping windows are confirmed per transaction and in writing. The tariff and sanitary approvals referred to are re-verified before every firm quotation. Images are illustrative and do not necessarily represent the lot offered.