



ASIA CONSULTING PTE LTD

### The Challenge:

A Vietnam Yarn Spinning company, which had been primarily buying Asian grown cotton gin notes, wanted to procure USA cotton gin notes, a higher quality product, at a competitive market price.

USA cotton gin notes are consumed for domestic demand and rarely exported.

With no knowledge of how to buy nor the range of available products, they needed help. A Vietnam broker connected GAC with the company. After a free one hour consultation, the company secured GAC's interest in finding a solution.

### The Solution:

GAC partnered with HGAI, LLC. (HGAI), an US buyer/exporter. HGAI found suppliers of cotton notes with varying fiber to trash ratios.

GAC presented samples to the company with specifications and pricing. A sales contract with a LC was executed.

HGAI procured and exported the goods. GAC bought and shipped the goods to Vietnam as the seller on CIF terms.

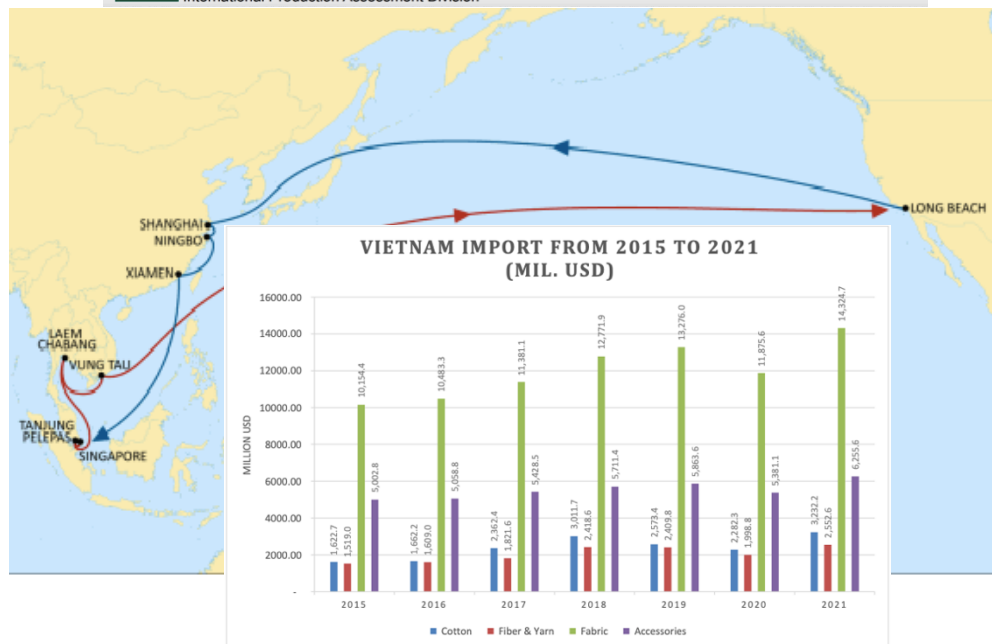
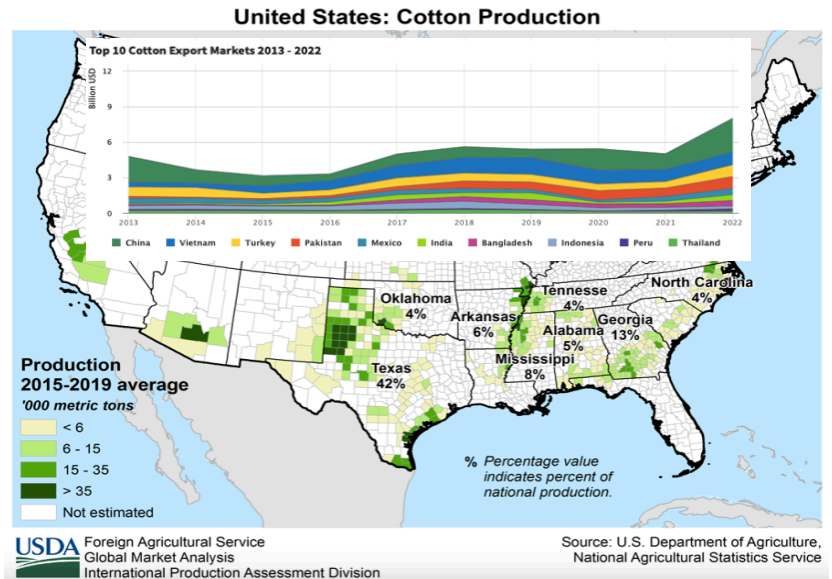
### GAC Trade Services:

- **Market Research** of the US Cotton Industry and the Vietnam Cotton and Spinning Industry.
- **International Trade** that included the goods and logistics.
- GAC arranged a LC with a Singapore bank willing to work with a Vietnam bank.
- **USA Sourcing** through HGAI, to find a supplier of the product and to export.

**Goodman Asia Consulting Pte. Ltd. (GAC)** is a Singapore company that provides:

- Business & Management Consultancy Services
- General Wholesale Trade

GAC is willing to take on new challenges to grow as a small business. **GAC Trade** is a line of service that is focused on growing trade between the US & SE Asia.



### The Outcome:

The client imported 126 bales of USA Cotton Gin Notes from Georgia.

GAC Trade services successfully met the client's needs. GAC, while new to this market, was able to deliver an effective USA to SE Asia trade solution with adherence to international trade standards.

*To learn more about how we can assist you in your US & SE Asia trade initiatives, request a free one hour consultation us today.*