



Yohana Wahyu <yohana.w@spunindo.com>

Re: <Sending new PO for Crecia(Shimizu)>PO#M163001570(RTA SMZ 1-25 Aug)

1 message

Oko Setiabudi <mk88@spunindo.com>

Fri, Jul 10, 2026 at 11:55 AM

To: Ayreen Marcelina <mk02@spunindo.com>

Cc: Yohana Wahyu <yohana.w@spunindo.com>

Hi Ayreen,

Ayreen pernah tahu validity price yg kita offer spt contohnya : price valid for June 2026 delivery (because currently during the war and now after the war we still continue to offer our price in monthly base)?

Jika pernah/sudah tahu tentang validity price offer diatas, otomatis harusnya kamu berpikir bahwa **waktu yang dijadikan patokan untuk berlakunya harga kita adalah selalu** merujuk kepada **ETD** dan **bukan** ke readiness product/stuffing date dan bahkan ETA.

If there is no problem, the cargo will be deliver according to the price validity period and based on customer requirement and confirmed schedule, that's right ?

But if there is a problem :

A. Delivery get delayed from the confirmed schedule **because of our mistake**, for example : confirmed schedule is June but because machine broken or the other reason such as raw material is not available then it caused the cargo can't ready on June, **we must responsible** to the price validity we offer.

For example : original delivery schedule Jun and Jun price = Usd. 1.20/kg but because of our mistake we should manage the cargo for delivery on Jul - while Jul price has already announce changed to Usd. 1.10/kg, then we should follow Usd. 1.10/kg i/o Usd. 1.20/kg.

B. In the oposite case, delivery get delayed because **customer request to hold the shipment till next month...** negosiasi bisa mempunyai 2 options :

1. Jika produksi belum terjadi (barang belum ready) >> kita bisa consider untuk ikut harga validity di bulan berikutnya jika harga bulan berikutnya turun, namun jika harga bulan berikutnya naik maka kita harus bicara dengan customer untuk bisa mereka terima kenaikan harganya.
2. Jika produksi sudah terjadi (barang sudah ready stock) >> kita harus bicara dengan customer untuk tetap menggunakan harga dibulan dimana kita memproses orderan tsb terutama jika harga bulan berikutnya turun. Dalam kondisi yang lebih jelek lagi misalkan disaat harga baru saja melonjak naik kita masih punya kesempatan untuk adjust harga, namun tidak mutlak harus - kita lihat kondisi business kita dengan customer ybs.

Yang terpenting dalam menangani case Crecia ini seharusnya Ayreen sudah punya petanya spt dibawah....

Item	Gsm	W (m)	L (m)	Qty	Weight	Container	Stuffing	ETD Sub	ETA Shimizu	New Schedule		Update Schedule	
										ETD Sub	ETA Shimizu	ETD Sub	ETA Shimizu
PDRA00-000W10	14	2.40	14.000	20	9.408.00	1 x 40 HQ	11 June delay 18 Jun	14 June	01 July	24 Jun	05 Jul	24 Jun → 30 Jun	05 Jul → 09 Jul
PDRA00-000W10	14	2.40	14.000	20	9.408.00	1 x 40 HQ	18 June delay 25 Jun	21 Jun	08 July	03 Jul	15 Jul	07 Jul	19 Jul
PDRA00-000W10	14	2.25	14.000	20	8.820.00	1 x 40 HQ	18 June delay 25 Jun	21 Jun	08 July	03 Jul	15 Jul	07 Jul	19 Jul
PDRA00-000W10	14	2.25	14.000	20	8.820.00	1 x 40 HQ	18 June delay 25 Jun	21 Jun	08 July	03 Jul	15 Jul	07 Jul	19 Jul
PDRA00-000W10	14	2.25	14.000	20	8.820.00	1 x 40 HQ	25 June delay 30 Jun	28 June	15 July	03 Jul	21 Jul	03 Jul → 30 Jun	21 Jul → 20 Jul
PDRA00-000W10	14	2.25	14.000	20	8.820.00	1 x 40 HQ	25 June delay 30 Jun	28 June	15 July	03 Jul	21 Jul	03 Jul → 30 Jun	21 Jul → 20 Jul
PDRA00-000W10	14	2.25	14.000	20	8.820.00	1 x 40 HQ	25 June delay 06 Jul	28 June	15 July	10 Jul	20 Jul	15 Jul	27 Jul
PDRA00-000W10	12	2.40	16.000	20	9.216.00	1 x 40 HQ	29 June delay 06 Jul	05 July	22 July	10 Jul	20 Jul	15 Jul	27 Jul
PDRA00-000W10	12	2.40	16.000	20	9.216.00	1 x 40 HQ	29 June delay 06 Jul	05 July	22 July	10 Jul	20 Jul	15 Jul	27 Jul
				180	81,348.00	9 x 40 HQ							

Ada 3 kategori cargo :

- a. Tanpa blok warna : Barang ready dan stuffing di bulan Jun'26.
- b. Blok warna kuning : Barang ready di bulan Jun'26 namun karena ada delayed produksi terpaksa hanya bisa dikirim di Jul'26.
- c. Blok warna pink : Barang ready di bulan Jun'26 namun ada jadwal mundur vessel shingga baru terealisasi di Jul'26.

Dari 3 kategori diatas, hanya cargo2 dengan blok warna kuning yang bisa kita rubah mengikuti harga Jul'26.

Best Regards,
Oko Setiabudi.

On Thu, Jul 9, 2026, 5:05 PM Ayreen Marcelina <mk02@spunindo.com> wrote:

Dear Pak Oki,

Mbak Yohana tanya soal masalah revisi harga karena delay pengiriman yang seharusnya untuk ETD Jun'26 berubah menjadi Jul'26

Berdasarkan history email chain (Re: <Sending new PO for Crecia(Shimizu)>PO#M163001263(RTA SMZ 1-25 Jul)), ditemukan kalau penyebab delay:

- Keterlambatan kedatangan material (delay 1 minggu)
- Delay dari shippingline (delay variasi dan terus berubah)

Jadi sepertinya tidak perlu direvisi juga harganya. Apa boleh disampaikan seperti itu ke Mbak Yohana?

Mau konfirmasi ulang agar saya tidak salah paham, penentuan harga untuk regular customer umumnya ditentukan dari mana pak di antara ke-4 date ini?

1. Ready produk
2. Stuffing date
3. ETD
4. ETA

Atau tergantung agreement dengan customer?

Dan untuk penentuan update harga, umumnya dilakukan berapa lama setelah PO awal masuk?

Thank you,
Ayreen

----- Forwarded message -----
From: **Yohana** <yohana.w@spunindo.com>
Date: Thu, Jul 9, 2026 at 10:14 AM
Subject: Re: <Sending new PO for Crecia(Shimizu)>PO#M163001570(RTA SMZ 1-25 Aug)
To: Ayreen Marcelina <mk02@spunindo.com>
Cc: MSJ Mr. Oko <mk88@spunindo.com>

Dear Ayreen,
Oke, sudah saya revisi dan pada SC saya beri keterangan :
R1 = REVISE JULY PRICE. For ETD Aug, Price is subject to the negotiation result.
Lalu untuk Crecia Shimizu PO#M163001263 yang terdelay ETD July bagaimana, apakah juga direvisi?

								Previous Schedule		New Schedule	
Item	Gsm	W (m)	L (m)	Qty	Weight	Container	Stuffing	ETD Sub	ETA Shimizu	ETD Sub	ETA Shimizu
P0RA00-000W10	14	2.40	14,000	20	9,408.00	1 x 40 HQ	11 Jun delay 18 Jun	14 June	01 July	24 Jun	05 Jul
P0RA00-000W10	14	2.40	14,000	20	9,408.00	1 x 40 HQ	18 Jun delay 25 Jun	21 Jun	08 July	07 Jul	19 Jul
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	18 Jun delay 25 Jun	21 Jun	08 July	07 Jul	19 Jul
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	18 Jun delay 25 Jun	21 Jun	08 July	07 Jul	19 Jul
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	25 Jun delay 30 Jun	28 June	15 July	03 Jul	21 Jul
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	25 Jun delay 30 Jun	28 June	15 July	03 Jul	21 Jul
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	25 Jun delay 06 Jul	28 June	15 July	15 Jul	27 Jul
P0RA00-000W10	12	2.40	16,000	20	9,216.00	1 x 40 HQ	29 Jun delay 06 Jul	05 July	22 July	15 Jul	27 Jul
P0RA00-000W10	12	2.40	16,000	20	9,216.00	1 x 40 HQ	29 Jun delay 06 Jul	05 July	22 July	15 Jul	27 Jul
				180	81,348.00	9 x 40 HQ					

Ada beberapa yang sudah shipment, jika memang direvisi harganya maka MSJ akan menerbitkan CN price.
Please advice.

Thank you.

Best Regards,
Yohana (She/Her)
PT. Multi Spunindo Jaya Tbk
Email : yohana.w@spunindo.com

On Thu, Jul 9, 2026 at 8:51 AM Ayreen Marcelina <mk02@spunindo.com> wrote:
Dear Mbak Yohana,

Tolong revisi harga Crecia Shimizu ke ETD July prices di SC 112606042

MSJ	PO	ETD	Invoice price	July price
Shimizu	M1630001570	12-Jul	ETDJune→July	3.05
		19-Jul	ETDJune→July	2.80
		19-Jul	ETDJune→July	2.80
		19-Jul	ETDJune→July	2.80
		26-Jul	ETDJune→July	2.80
		26-Jul	ETDJune→July	2.80
		26-Jul	ETDJune→July	2.80

- 14gsm U23: USD 3.12 → 3.05/kg
- 12/14gsm W10: USD 2.87 → 2.80/kg

Thank you,
Ayreen

----- Forwarded message -----

From: **Fujimoto Rina (藤本 里奈)** <r-fujimoto@sakaitrading.co.jp>

Date: Thu, Jul 9, 2026 at 5:05 AM

Subject: RE: <Sending new PO for Crecia(Shimizu)>PO#M163001570(RTA SMZ 1-25 Aug)

To: Ayreen Marcelina <mk02@spunindo.com>, Kito Ayaka (鬼頭 采伽) <a-kito@sakaitrading.co.jp>

Cc: Yohana <yohana.w@spunindo.com>, Oko Setiabudi <mk88@spunindo.com>, Deguchi Kanau (出口 適) <k-deguchi@sakaitrading.co.jp>, Risako Miura <tgyoumu3@sakaitrading.co.jp>

Dear Ayreen-sama,

Thank you for the SC of M1630001570.

The ETD July prices are still shown at the ETD June.

Could you please revise them to the ETD July prices that have already been approved by Crecia?

As the ETD August prices have not yet been finalized, we would like to keep only those prices on hold for the time being.

MSJ	PO	ETD	Invoice price	July price
Shimizu	M1630001570	12-Jul	ETDJune→July	3.05
		19-Jul	ETDJune→July	2.80
		19-Jul	ETDJune→July	2.80
		19-Jul	ETDJune→July	2.80
		26-Jul	ETDJune→July	2.80
		26-Jul	ETDJune→July	2.80
		26-Jul	ETDJune→July	2.80
		2-Aug	ETDJune→Request to Hold	-
		2-Aug	ETDJune→Request to Hold	-
		2-Aug	ETDJune→Request to Hold	-
		9-Aug	ETDJune→Request to Hold	-
		9-Aug	ETDJune→Request to Hold	-

Thank you for your confirmation and support.

Best Regards,

Rina Fujimoto

Sakai Trading Co., Ltd.

From: Ayreen Marcelina <mk02@spunindo.com>

Sent: Thursday, July 2, 2026 3:11 PM

To: Kito Ayaka (鬼頭 采伽) <a-kito@sakaitrading.co.jp>

Cc: Yohana <yohana.w@spunindo.com>; Oko Setiabudi <mk88@spunindo.com>; Deguchi Kanau (出口 適) <k-deguchi@sakaitrading.co.jp>; Fujimoto Rina (藤本 里奈) <r-fujimoto@sakaitrading.co.jp>; Risako Miura <tgyoumu3@sakaitrading.co.jp>

Subject: Re: <Sending new PO for Crecia(Shimizu)>PO#M163001570(RTA SMZ 1-25 Aug)

Dear Kito-san,

Good afternoon. Thank you for your continued patience and support.

Please find the SC for this order. We will appreciate your assistance in receiving a countersigned version.

Best Regards,

Ayreen

On Thu, Jun 18, 2026 at 1:32 PM Kito Ayaka (鬼頭 采伽) <a-kito@sakaitrading.co.jp> wrote:

Dear Ayreen san,

Good afternoon!

Thank you for your reply. Please proceed as your proposal.

Best Regards,

Ayaka Kito

Sakai Trading Co., Ltd.

From: Ayreen Marcelina <mk02@spunindo.com>

Sent: Wednesday, June 17, 2026 5:47 PM

To: Kito Ayaka (鬼頭 采伽) <a-kito@sakaitrading.co.jp>

Cc: Yohana <yohana.w@spunindo.com>; Oko Setiabudi <mk88@spunindo.com>; Deguchi Kanau (出口 適) <k-deguchi@sakaitrading.co.jp>; Fujimoto Rina (藤本 里奈) <r-fujimoto@sakaitrading.co.jp>; Risako Miura <tgyoumu3@sakaitrading.co.jp>

Subject: Re: <Sending new PO for Crecia(Shimizu)>PO#M163001570(RTA SMZ 1-25 Aug)

Dear Kito-san,

Good afternoon! Thank you for your patience.

Below is our proposed schedule for PO #M163001570 fulfillment.

Item	Gsm	W (m)	L (m)	Qty	Weight	Container	ETD Sub	ETA Shimizu
PRON (blue U23) → 7P0RA00-000U23-00014-0002250V	14	2.25	14,000	20	8,820.00	1 x 40 HQ	12 Jul	31 Jul
P0RA00-000W10	14	2.40	14,000	20	9,408.00	1 x 40 HQ	19 Jul	07 Aug
P0RA00-000W10	14	2.40	14,000	20	9,408.00	1 x 40 HQ	19 Jul	07 Aug
P0RA00-000W10	14	2.40	14,000	20	9,408.00	1 x 40 HQ	19 Jul	07 Aug
P0RA00-000W10	14	2.40	14,000	20	9,408.00	1 x 40 HQ	26 July	14 Aug
P0RA00-000W10	12	2.40	16,000	20	9,216.00	1 x 40 HQ	26 July	14 Aug
P0RA00-000W10	25	2.40	7,500	20	9,000.00	1 x 40 HQ	26 July	14 Aug
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	02 Aug	21 Aug
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	02 Aug	21 Aug
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	02 Aug	21 Aug
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	09 Aug	28 Aug
P0RA00-000W10	14	2.25	14,000	20	8,820.00	1 x 40 HQ	09 Aug	28 Aug
				240	108,768.00	12 x 40 HQ		

We would like to hear you feedback on this. Thank you for your cooperation.

Best Regards,
Ayreen

On Fri, Jun 12, 2026 at 8:38 AM Kito Ayaka (鬼頭 采伽) <a-kito@sakaitrading.co.jp> wrote:

Dear Yohana san,

Good morning 😊

We are sending PO and forecast for Crecia Shimizu(M163001570) .

Please ship items as below order.

- 1. PRON014 2.25m
- 2. PRPW014 2.4m
- 3. PRPW012 2.4m
- 4. PRPW025 2.4m

7/10/26, 1:14 PM

Multi Spunindo Jaya, PT. Tbk. Mail - Re: <Sending new PO for Crecia(Shimizu)>PO#M163001570(RTA SMZ 1-25 Aug)

5. PRPW014 2.25m

Regarding Kobe, there is no order in this month, so we send you only forecast until September.

Best Regards,

Ayaka Kito

Sakai Trading Co., Ltd.



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