



INDONESIA → GLOBAL MARKETS

Sourced in Indonesia. Connected Globally.

Connecting International Buyers with
Qualified Indonesian Producers



YOUR COMMERCIAL BRIDGE TO INDONESIA

MARL Indo Sourcing is an Indonesia-based B2B sourcing and export-facilitation partner connecting international buyers with qualified Indonesian producers.

MARL helps coordinate:

- ✓ Buyer requirements & specifications
- ✓ Supplier qualification & assessment
- ✓ Commercial communication & terms
- ✓ Product specification alignment
- ✓ Quality evidence coordination
- ✓ Export & documentation follow-up



We Represent the Requirement. Not Just the Factory.

FROM REQUIREMENT TO SHIPMENT

PILLAR 01**SOURCING**

Supplier identification and qualification aligned to buyer requirements.

PILLAR 02**REQUIREMENT
MAPPING**

Translate buyer expectations into actionable sourcing specs.

PILLAR 03**COMMERCIAL
COORDINATION**

Coordinate quotation, MOQ, packaging, samples and terms.

PILLAR 04**QUALITY & EVIDENCE**

Coordinate product evidence and documentation where applicable.

PILLAR 05**EXPORT FOLLOW-UP**

Follow up export documents, loading evidence and shipment updates.

One Buyer-Side Commercial Contact. Local Indonesia-Side Coordination.

INDONESIAN CHARCOAL PORTFOLIO

01 Coconut Shell Shisha Charcoal Briquettes



Shisha • Hookah • Private Label • Distribution
25/26/27 mm cube • cylinder • hexagonal
Packaging: Typical 1 kg inner box / 10 kg master carton

MOQ: 1 Container



Premium White Charcoal / 02 Binchotan

Premium grilling • Restaurants • Hospitality • Professional Kitchens
Natural White Charcoal / Binchotan

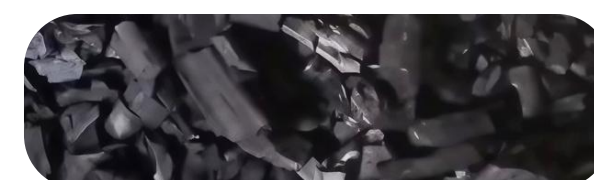
MOQ: 1 Container

03 BBQ Charcoal Briquettes



BBQ • Grilling • Retail • Private-Label
Grade, sizing and packaging confirmed against buyer requirements

MOQ: 1 Container



Wood / Black Charcoal 04

Grilling • Food Service • Wholesale • Distribution
Product Category: Natural Wood / Black Charcoal

MOQ: 1 Container

Formats, specifications, packaging, availability and production configuration remain subject to producer confirmation and final buyer requirements.

VISIBILITY BEFORE SHIPMENT

Better Sourcing Requires Better Evidence.

PRODUCT EVIDENCE

- Dimensions
- Weight
- Appearance
- Packaging

PERFORMANCE EVIDENCE

- Burn test
- Duration
- Spark
- Smoke
- Ash

TECHNICAL EVIDENCE

- COA
- Moisture
- Ash
- Volatile Matter
- Fixed Carbon (where applicable)

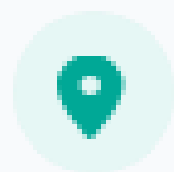
SHIPMENT & SAFETY

- Loading
- Container condition
- Seal
- SDS / Transport Documentation



“MARL coordinates quality evidence between buyer and producer and does not act as an accredited inspection body or independent laboratory.”

WHY WORK WITH MARL?



Local Indonesia Presence

Indonesia-side sourcing and commercial coordination.



Qualified Supplier Access

Structured supplier evaluation and selection.



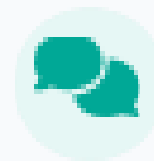
Requirement Representation

Buyer requirements represented to producers.



Quality Visibility

Pre-shipment evidence for product, packaging and docs.



Commercial Coordination

One commercial bridge across the transaction.



Export Follow-Up

Support from inquiry to export follow-up.

One Market. One Local Partner. Better Visibility.

A STRUCTURED SOURCING PROCESS

A transparent, step-by-step roadmap from buyer requirement to shipment follow-up.



From first inquiry to shipment coordination, MARL remains the buyer's Indonesia-side commercial liaison.



Ready to Source from Indonesia?

Tell Us What You Need.

Product • Specification • Quantity • Packaging • Destination • Timeline

Start Your Sourcing Inquiry

MARL Indo Sourcing

www.marl-sourcing.com | sales@marl-sourcing.com | Indonesia

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