



GMC

TRADING
INDONESIA

COMPANY PROFILE

Commodities for Indonesia and the Asia-Pacific, bought to a written specification.

Fertilizers · Industrial chemicals · Grains, cereals and
legumes · Steel and basic steel products · Heavy
equipment and machinery spare parts

An Indonesian trading company organised around proof.

PT GMC Trading Indonesia is a commodity trading company registered in Denpasar, Bali, under business identification number 1408260055631. We source agricultural inputs, basic industrial chemicals, grains and pulses, steel products and heavy equipment components for buyers across Indonesia, Southeast Asia and the wider Asia-Pacific.

Every trade we take on is set out in a written contract that names the grade, the inspection and the documents we are answerable for. Because we stand behind those terms, we are selective: we only quote a line we know we can deliver as described.

Indonesia sits at the centre of Asia's supply lanes — close to the steel, chemical and phosphate capacity of East Asia, the rice and pulse origins of the mainland and the subcontinent, and the Gulf's urea and sulphur — with plantations, mines and builders across the archipelago on the demand side. That lets us keep at least two qualified origins behind nearly every line, so a plant outage changes our routing, not the buyer's specification.

THE FOUR STAGES OF EVERY ORDER

01

Sourcing

Producers and licensed distributors are qualified against the grade the buyer has specified — never the closest grade that happens to be on offer — and every line we carry is backed by at least two approved origins.

03

Documentation

Certificates of origin and analysis, phytosanitary and fumigation certificates, mill test certificates, safety data sheets and dangerous-goods declarations — prepared to match the letter of credit word for word.

02

Verification

Quality is settled on paper before it is settled in the hold. Sampling plan, analysis method and the independent surveyor are agreed when the order is placed, not when the vessel is alongside.

04

Delivery

Bulk, breakbulk and container movements booked to a fixed laycan or delivery window, with stowage, marking and paperwork prepared for the import rules of the discharge port — from Tanjung Priok to Chittagong.

Six commitments we keep even when it costs us the order.

Each answers a habit that is common in commodity trading and that buyers end up paying for.

01

Write it down, then measure it

A grade means little until a test method and a tolerance sit beside it. We put all three in the contract and accept an independent surveyor's measurement against them.

03

No quiet substitutions

If the contracted grade cannot be delivered, the buyer hears it from us before loading, with any alternative set out in writing. A swap discovered at discharge ends a relationship.

05

Say no early

When a requirement is beyond what we can source and verify properly, we decline it at the start. Turning down an enquiry costs far less than settling a claim.

02

Two origins for every line

Each product is backed by at least two qualified sources, so a plant shutdown or an export quota alters our routing — never the grade the buyer ordered.

04

The paperwork is part of the cargo

Sound goods with a flawed document set still fail at the bank and at customs. We plan the document set against the credit and the import rules when the order is placed.

06

A price you can read

Goods, freight, inspection and documents are shown as separate lines, so a buyer knows exactly what is included and can compare offers on equal terms.

ENQUIRIES WE DECLINE

- × Any trade that needs the goods, origin or end use misstated on a document.
- × Counterparties, vessels or destinations that fail sanctions or restricted-party screening.
- × Grades no accepted test method can confirm before loading.
- × Regulated goods the buyer wants moved outside the applicable transport code or import licence.
- × Prices that can only be met by a substitution the buyer has not approved in writing.

Natural Fertilizers

NATURAL FERTILIZERS AND SOIL RECLAMATION MATERIALS

Mineral and organic amendments for acidic, degraded and nutrient-depleted soils

Our soil amendment range covers mined agricultural gypsum, calcitic lime and dolomite, formed elemental sulphur, leonardite-based humic and fulvic products, natural zeolite, sphagnum peat, washed coco peat and composted organic matter, in bulk or in bags. Each grade is priced on the figures that govern how it performs in the field — purity, neutralising value, particle size distribution and moisture — and never on a brand name. If the buyer's market keeps a national fertilizer register or an organic scheme, the specification is drafted to that standard before any offer goes out; for Indonesia, that means checking the product against Ministry of Agriculture registration and, where one applies, the relevant SNI.

LINES CARRIED

AGRICULTURAL GYPSUM — GRANULAR AND POWDER
AGRICULTURAL LIME AND DOLOMITE
ELEMENTAL SULPHUR — GRANULAR AND BENTONITE
PASTILLES
POTASSIUM HUMATE AND LEONARDITE
SEAWEED EXTRACT — ASCOPHYLLUM NODOSUM
COCO PEAT AND SPHAGNUM PEAT
NATURAL ZEOLITE — CLINOPTILOLITE

TYPICAL APPLICATIONS

- Liming acidic mineral and peat soils under oil palm, rubber and other estate crops
- Restoring calcium and magnesium where tropical rainfall has leached out the base cations
- Reclaiming sodic and saline-sodic ground, where soluble calcium displaces exchangeable sodium
- Better infiltration and soil structure, with less surface sealing after heavy rain

REGIONS SERVED

Indonesia — Sumatra, Kalimantan, Sulawesi and Java · Malaysia and Thailand · Vietnam and the Philippines · South Asia — India, Bangladesh and Sri Lanka · Australia and Papua New Guinea · East Asia — China, South Korea and Japan

DELIVERY TERMS

FOB · CFR · CIF · FCA · DAP
· EXW

DOCUMENTATION

Commercial invoice and packing list giving grade, net and gross weight and HS code for each line

Bill of lading, or charter party bill of lading accompanied by the charter for breakbulk parcels

Certificate of origin — ATIGA Form D where ASEAN preference is claimed — legalised where the destination asks for it

Certificate of analysis naming the test method behind every declared parameter

Independent inspection report on sampling, quality and weight at the load port

Chemical Fertilizers

CHEMICAL FERTILIZERS

Nitrogen, phosphate, potash and compound grades in bags or bulk, from named origins

The book covers the mainstream mineral grades: granular and prilled urea, DAP, MAP, TSP, MOP and SOP, ammonium sulphate, calcium ammonium nitrate, granulated and blended NPKs, and the fully soluble grades used for fertigation. Every offer rests on a written specification — guaranteed nutrient minimums, moisture and granulation — and on a named production origin. Where the destination runs a fertilizer registration system, the grade is checked against it before a contract is drawn up; in Indonesia that means Ministry of Agriculture registration and, for grades covered by a mandatory standard, SNI conformity.

LINES CARRIED

UREA 46% N — GRANULAR
UREA 46% N — PRILLED
DAP 18-46-0
MAP 11-52-0 AND TSP 46% P₂O₅
MOP 60% K₂O AND SOP 50% K₂O
AMMONIUM SULPHATE 21-0-0 AND CAN 27% N
NPK COMPOUNDS, BLENDS AND WATER-SOLUBLE GRADES

TYPICAL APPLICATIONS

- Nitrogen top-dressing on rice, maize and sugarcane
- Basal phosphate at planting for rice, maize, legumes and oilseeds
- Potash for oil palm and other chloride-tolerant crops (MOP), and SOP for chloride-sensitive crops such as tobacco, potato and fruit
- Fertigation and drip feeding in greenhouse and open-field horticulture

REGIONS SERVED

Indonesia — plantation, food-crop and blending markets · Malaysia · Thailand, Vietnam and the Philippines · South Asia — India, Bangladesh, Sri Lanka and Pakistan · Australia and New Zealand · Papua New Guinea and the Pacific islands

DELIVERY TERMS

FOB · CFR · CIF · FAS · DAP
· FCA

DOCUMENTATION

Commercial invoice and packing list with grade, nutrient declaration, net and gross weight and HS code

Bill of lading, or charter party bill of lading with the charter for vessel parcels

Certificate of origin, including ATIGA Form D for ASEAN-origin cargo, legalised where required

Certificate of analysis for each production lot, naming the method used for every declared nutrient

Independent certificate of quality, sampling and weight at load port, with a draft survey report for bulk

Industrial Chemicals

BASIC INDUSTRIAL CHEMICALS

Chlor-alkali products, acids, oxidisers and solvents, specified and documented in full

We trade the base inorganics and commodity organics that water treatment, food and beverage, textiles, detergents, metal finishing, mining, oil and gas and general manufacturing run on: caustic soda as flake, pearl or lye, light and dense soda ash, sulphuric and hydrochloric acid, hydrogen peroxide, sodium hypochlorite, methanol, calcium chloride and sodium bicarbonate. Every line is quoted on a written specification — assay, the principal impurities and, where it applies, the grade standard the buyer works to.

LINES CARRIED

CAUSTIC SODA — FLAKE, PEARL AND LYE
SODA ASH — LIGHT AND DENSE
SULPHURIC ACID 98%
HYDROCHLORIC ACID 31–33%
HYDROGEN PEROXIDE AND SODIUM HYPOCHLORITE
METHANOL 99.85%
CALCIUM CHLORIDE AND SODIUM BICARBONATE

TYPICAL APPLICATIONS

- Municipal and industrial water treatment, pH control and disinfection
- Textile scouring, mercerising and bleaching
- Soap, detergent and surfactant production, including oleochemical processing
- Nickel and mineral processing, metal pickling and surface treatment

REGIONS SERVED

Indonesia — Java's industrial estates and the processing parks of Sulawesi and North Maluku · Malaysia and Singapore · Thailand and Vietnam · The Philippines · South Asia · Australia and Papua New Guinea

DELIVERY TERMS

FOB · CFR · CIF · FCA · DAP
· DDP

DOCUMENTATION

Commercial invoice and packing list giving proper shipping name, UN number, class, packing group and net quantity per package
GHS safety data sheet in the language the destination requires, Bahasa Indonesia included

Batch certificate of analysis stating the analytical method for each parameter

Dangerous goods declaration and container packing certificate for sea shipments

Bill of lading carrying the DG particulars, or air waybill with the IATA DGR declaration

Grains & Legumes

GRAINS, CEREALS AND LEGUMES

Milling and feed grains, rice, soy and pulses contracted on GAFTA and FOSFA terms

The range runs from milling and feed wheat, yellow maize, barley and sorghum to long-grain white and parboiled rice, soybeans and soybean meal, and pulses — chickpeas, red and green lentils, yellow and green peas and faba beans. Each contract names crop year and origin and sets out the full quality schedule: protein, moisture, test weight, foreign matter, broken and damaged kernels, admixture and, for milling wheat, falling number and wet gluten. Tolerances, and how the price moves with protein and moisture, are fixed in writing before loading.

LINES CARRIED

MILLING WHEAT — 12.5% PROTEIN
FEED WHEAT, BARLEY AND SORGHUM
YELLOW MAIZE — FEED GRADE
LONG-GRAIN WHITE RICE — 5% BROKEN
PARBOILED RICE — 5% BROKEN
SOYBEANS AND SOYBEAN MEAL
PULSES — CHICKPEAS, LENTILS, PEAS AND FABA BEANS

TYPICAL APPLICATIONS

- Flour milling and bakery, with wheat bought on stated protein and falling number
- Compound feed for poultry, aquaculture and livestock from maize, feed wheat, sorghum and soybean meal
- Repacking and retail distribution of rice and pulses under the buyer's own brand
- Institutional, catering and government-tender supply on a fixed quality schedule

REGIONS SERVED

Indonesia — flour mills, feed mills and distributors on Java and Sumatra · Malaysia and Singapore · The Philippines and Vietnam · Bangladesh and Sri Lanka · Timor-Leste and the Pacific islands · East Asia

DELIVERY TERMS

FOB · CFR · CIF · FAS · DAP

DOCUMENTATION

Commercial invoice and packing list with crop year, grade and HS code on each line

Bill of lading, or charter party bill of lading with the charter for bulk parcels

Certificate of origin, legalised where the destination requires it

IPPC-format phytosanitary certificate from the exporting country's national plant protection organisation

Fumigation certificate giving fumigant, dose, exposure time and temperature; in-transit fumigation only where allowed

Equipment Spare Parts

HEAVY EQUIPMENT AND MACHINERY SPARE PARTS

Wear, engine and hydraulic parts identified by part number and machine serial

We supply consumable and repair parts for the earthmoving, haulage, material-handling, crushing and screening, drilling and power-generation equipment that mines, plantations and construction sites across the region depend on: undercarriage, ground engaging tools, engine and powertrain components, hydraulic cylinders, pumps, motors and valves, filters and service kits, bearings, slew rings and electrical parts — as well as complete used and surplus units. Every quotation places each line in one of three categories and says which: genuine OEM in the maker's own packaging; OES, made by the original component supplier under its own name; or quality aftermarket, built to interchangeable dimensions and materials.

LINES CARRIED

UNDERCARRIAGE COMPONENTS
GROUND ENGAGING TOOLS
ENGINE AND POWERTRAIN PARTS
HYDRAULIC CYLINDERS, PUMPS, MOTORS AND VALVES
FILTERS, SEALS AND SCHEDULED SERVICE KITS
BEARINGS, SLEW RINGS AND ELECTRICAL COMPONENTS
USED AND SURPLUS COMPLETE UNITS

TYPICAL APPLICATIONS

- Planned maintenance and component change-outs on fleets serviced at hour-based intervals
- Breakdown response, when a machine is idle and lead time drives the decision
- Engine, final drive and hydraulic rebuild and overhaul programmes
- Undercarriage and GET replacement in abrasive conditions — coal and nickel mining, quarrying and land clearing

REGIONS SERVED

Indonesia — Kalimantan, Sulawesi, Sumatra and Papua · Malaysia and Brunei · The Philippines and Vietnam · Australia · Papua New Guinea · South Asia

DELIVERY TERMS

EXW · FCA · CPT AND CIP · FOB AND CFR · DAP · DDP

DOCUMENTATION

Commercial invoice listing part number, quantity, unit price, country of origin and HS code per line

Packing list with case marks, dimensions and net and gross weights for each package

Air waybill or bill of lading, with lashing and stowage details for complete machines

Certificate of origin, legalised where the destination requires it

Manufacturer's or supplier's declaration and warranty statement identifying each line as OEM, OES or aftermarket

Steel Products

STEEL AND BASIC STEEL PRODUCTS

Long and flat carbon steel to SNI, JIS, ASTM, EN, BS and API standards

We supply long and flat carbon steel: reinforcing bar, wire rod and billets, hot-rolled coil, sheet and plate, cold-rolled coil and sheet, galvanised and pre-painted coil, structural and hollow sections, and seamless and welded pipe. Each enquiry is answered against a named standard and grade — SNI 2052 BjTS 420B, JIS G3112 SD390 or ASTM A615 Grade 60 for rebar, JIS G3101 SS400 or EN 10025-2 S355JR for structural steel, EN 10219 S355J2H for cold-formed hollow sections, API 5L Grade B PSL1 for line pipe — together with dimensions, tolerance class and surface condition. Many steel products sold in Indonesia fall under mandatory SNI, so product certification and SNI marking have to be in place before the cargo arrives, not arranged after.

LINES CARRIED

REINFORCING BAR

WIRE ROD AND BILLETS

HOT-ROLLED COIL, SHEET AND PLATE

COLD-ROLLED COIL AND SHEET

GALVANISED AND PRE-PAINTED COIL

STRUCTURAL SECTIONS AND HOLLOW SECTIONS

SEAMLESS AND WELDED PIPE

TYPICAL APPLICATIONS

- Reinforced concrete for housing, infrastructure, ports and marine works
- Structural steelwork, warehouses, smelter and plant buildings, portal frames and pre-engineered buildings
- Roofing, cladding, sandwich panels and roll-formed sheeting from galvanised and pre-painted coil
- Line pipe for water, gas and oilfield service, and general pressure piping to a named standard

REGIONS SERVED

Indonesia — Java, Sumatra, Kalimantan and Sulawesi · Malaysia and Singapore · The Philippines · Vietnam and Thailand · Timor-Leste and Papua New Guinea · Australia and the Pacific

DELIVERY TERMS

FOB · CFR · CIF · FAS · DAP AND DPU · EXW

DOCUMENTATION

Commercial invoice and packing list stating standard, grade, size, heat number, bundle or coil count and theoretical and actual weight

Mill test certificate to EN 10204:2004 type 3.1, or type 3.2 countersigned by an independent inspector where specified

Bill of lading, or charter party bill of lading with the charter for breakbulk parcels

Certificate of origin, legalised where required, with mill and country of melt and pour stated where a trade remedy applies

Third-party inspection report on dimensions, witnessed testing, marking and weight

Quality agreed on paper before it is loaded.

A product name is not a specification. A specification states the parameter, the test method and the tolerance together — two laboratories using different methods on the same sample can disagree by more than the tolerance being argued over.

Four points are fixed when the order is placed: what is tested and how; who tests it; where the result becomes final; and what follows if it is out of tolerance. Pre-shipment inspection at the load port is carried out by an agreed independent firm — SGS, Bureau Veritas, Intertek or a surveyor the buyer nominates.

Before an offer goes out, counterparties, vessels, banks and destinations are checked against applicable sanctions and restricted-party lists. Dangerous goods carry the correct UN number, class and packing group, and are packed and declared under the code for the mode of transport. For Indonesian imports, SNI and import-licence requirements are confirmed before the contract is signed.

DOCUMENTS WE PREPARE

- Commercial invoice and packing list
- Certificate of origin
- Pre-shipment inspection report
- Phytosanitary and fumigation certificates
- Mill test certificate to EN 10204 3.1
- Surveyor's report (Laporan Surveyor) where Indonesian import rules call for one
- Bill of lading or air waybill
- Certificate of analysis
- Weight and quantity certificate
- Safety data sheet and dangerous goods declaration
- ATIGA Form D or other preferential origin certificate

A NOTE ON CERTIFICATION

A management-system certificate tells you how a company records its own procedures — not what is in a given hold. A buyer needs evidence for the shipment itself: an independent analysis of the material actually loaded, by a surveyor both sides named beforehand, against a specification both sides signed. That is what we arrange for each cargo, and what we accept being measured by.

Where we supply, Indonesia first

We quote only where we have qualified origins and know the import paperwork at the destination. Anywhere else, freight and clearance would be estimates — and an estimate is not a price.

Indonesia

Our home market. Inter-island supply to plantations on Sumatra and Kalimantan, mining operators in Kalimantan and Sulawesi, and processors and builders on Java — where port draught, local import licensing and SNI marking decide what can actually be delivered.

CHEMICAL FERTILIZERS • SPARE PARTS • STEEL PRODUCTS • SOIL RECLAMATION

East Asia

China, South Korea and Japan — the principal supply base for steel, industrial chemicals, phosphates and machinery components, and a destination for specialised inputs where the standard is non-negotiable.

STEEL PRODUCTS • INDUSTRIAL CHEMICALS • SPARE PARTS

Australia & the Pacific

Australia, Papua New Guinea, Timor-Leste and the Pacific islands — mining-equipment parts and agricultural inputs on the eastern side, and grains, pulses and mineral amendments sourced out of Australian ports.

SPARE PARTS • GRAINS & PULSES • NATURAL FERTILIZERS

Southeast Asia

Malaysia, Thailand, Vietnam, the Philippines and Singapore: short sea routes across the ASEAN trade area, where a container or part-cargo moves in days and form D origin paperwork carries real weight.

CHEMICAL FERTILIZERS • INDUSTRIAL CHEMICALS • GRAINS & PULSES

South Asia

India, Bangladesh, Sri Lanka and Pakistan: a deep origin for rice, pulses and machinery components, and one of the largest destination markets in the world for fertilizers and basic chemicals.

GRAINS & PULSES • CHEMICAL FERTILIZERS • SPARE PARTS

Middle East & GCC

The Gulf as an origin: granular urea, ammonia derivatives, sulphur and steel semi-finished products shipped east across the Indian Ocean on established liner and bulk routings.

CHEMICAL FERTILIZERS • INDUSTRIAL CHEMICALS • STEEL PRODUCTS

Share the specification. We reply with origins, terms and a price.

The trade desk works in writing, so the requirement and our answer stay on one thread and nobody has to rely on memory of a call.

DESKS

QUOTATIONS

rfq@gmctrade.ing

TRADE & DOCUMENTATION

trade@gmctrade.ing

PRODUCERS & SUPPLIERS

suppliers@gmctrade.ing

GENERAL ENQUIRIES

info@gmctrade.ing

MONDAY TO FRIDAY, 09:00-17:00 WITA (UTC+8)

REPLIES WITHIN ONE BUSINESS DAY

WHAT SPEEDS UP A QUOTATION

- Grade and test method — more than the product name
- Quantity, and whether it is one lot or scheduled call-offs
- Incoterm with the exact named place
- Discharge port and delivery window
- Inspection, SNI or certification needs
- Packaging, marking and labelling language

The specifications, grades and packaging in this profile show what can generally be sourced and are not an offer. Quality, quantity, tolerance and delivery terms become binding only in the written offer and sales contract for each shipment. Photographs on the company website are licensed stock images and do not show our own premises, staff or cargoes.