



PRODUCT CATALOG

Medana Nusantara



Email :
medananusantara@gmail.com

Contact Person :
Mr. Ariza Tamam (+62 813-9881-7844)

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About Us

Medana Nusantara is an Indonesia-based business specializing in the processing and export of coconut derivative products. Originating from the fertile Sasak land, we offer cocofiber and cocopeat sustainably sourced and crafted referring to buyer specifications standards. We connect Indonesia's natural resources with global market demands through quality and integrity.

"Delivering the Natural Richness of the Archipelago."

Since 2023





WHAT CAN MEDANA NUSANTARA DO FOR YOU?

Medana Nusantara is dedicated to delivering Indonesia's finest coconut products to the global market. Through sustainable sourcing, stringent quality control, and community empowerment, we ensure that every product meets agreed buyer specifications with consistent quality.

Our commitment is to provide partners with a consistent and dependable supply chain, while fostering long-term growth and positive impact for local communities.



OUR PRODUCT

We offer a carefully curated selection of two high-quality coconut products cocofiber and cocopeat.

These products are crafted from trusted local sources and processed with attention to consistency, sustainability, and global standards. From agricultural needs to energy and horticultural solutions, our products support multiple industries while promoting the natural value of Indonesian coconuts.



COCOFIBER

Natural fiber derived from coconut coir, processed mechanically without chemicals to produce environmentally friendly products. This product is packed in the form of a solid pressed bales that is tied using a tensile plastic rope and packaged for easy delivery and storage.

Key Specs:

Moisture

12–16% (max 18%)

Impurities

≤2–3% (std ≤5%)

Fiber length

5–20 cm (mattress); 20–25 cm (brush);
mixed on request

Color

Golden–medium brown, uniform,
minimal black specks

Grade

A (long fiber, clean, smooth)
B (mixed fiber)

Packaging (Bale)

Packing: Solid pressed bales, 100 kg
±2%/bale (size & density per shipment).

Pricelist:

FOB Price (Grade A)

\$300/MT

FOB Price (Grade B)

\$280/MT

HS Code: **5305.00.90**

**Confirm HS code with your forwarder; destination-specific classification may vary.*





COCOPEAT

In the form of a fine brown powder, cocopeat has superior physical and chemical characteristics as a growing medium, such as high water absorption, good porosity, and structural stability that supports the optimal development of plant roots.

Our cocopeat products are suitable for hydroponics, horticulture, and greenhouse applications. We offer OEM packaging options and ensure compliance with phytosanitary standards if required.

100%
Natural &
Sustainable

Key Specs:

Variants EC (1:5)

HEC 1.5–2.0, LEC 0.5–1.0 mS/cm

pH (1:5)

5.5–6.5

Moisture

Block ≤18%, Loose 18–25%

Sieve

1–10 mm; fines as specified

Impurity

≤2–3%

Dimensions & Weight

Block ± 30 × 30 × 12 cm; 5.0 kg ±2%,

Loose ± 80 × 60 × 20 cm; 50/Bag ±2%

Expansion (ref.)

14–18 L/kg

Composition:

100% coconut coir pith. No soil, no peat moss, no bark, no fertilizers or chemical additives. May contain natural fines/short fibers in acceptable levels. Optional pith:chip blend (e.g., 80:20) on request. For Low EC variants, salinity is reduced by water-washing (no chemicals).

Pricelist:

FOB Price (Loose, High-EC)

\$310/MT

FOB Price (Loose, Low-EC)

\$330/MT

FOB Price (Block, High-EC)

\$325/MT

FOB Price (Block, Low-EC)

\$345/MT

HS Code: **5305.00.40**

**Confirm HS code with your forwarder; destination-specific classification may vary.*



MOQ & Container Options for All Products:

- Prices above are quoted based on **40ft container (23–26 MT)**, depending on palletized or non-palletized loading.
- **For 20ft container (12–18 MT)**, prices will be reconfirmed, as 40ft containers are generally more competitive in terms of load efficiency.

Cocopeat Pressed 5 kg – LOGISTICS

- **POL:** Surabaya (ID SUB). **Incoterms® 2020:** FOB/CFR/CIF.
- **Payload (ref.):**
 - 40ft Palletized 22–23 MT (20 pallets; approximately 4.4–4.6k blocks).
 - 40ft Floor-loaded 25–26 MT (5.0–5.2k blocks).
 - 20ft Palletized 11–12 MT (10 pallets; approximately 2.2–2.4k blocks).
 - 20ft Floor-loaded 16–18 MT (3.2–3.6k blocks).
- **Packing & Pallet:** 5-kg blocks shrink-wrapped, wrapped with stretch film, and loaded either on ISPM-15 pallets or floor-loaded to maximize payload.
- **Docs:** Commercial Invoice, Packing List, B/L, COO; VGM; preshipment photos (stuffing & seal); fumigation/phytosanitary if required. (on request)

***Note:** Final payload depends on VGM & carrier equipment (tare/MGW) and road limits.

Cocopeat Loose 50 kg – LOGISTICS

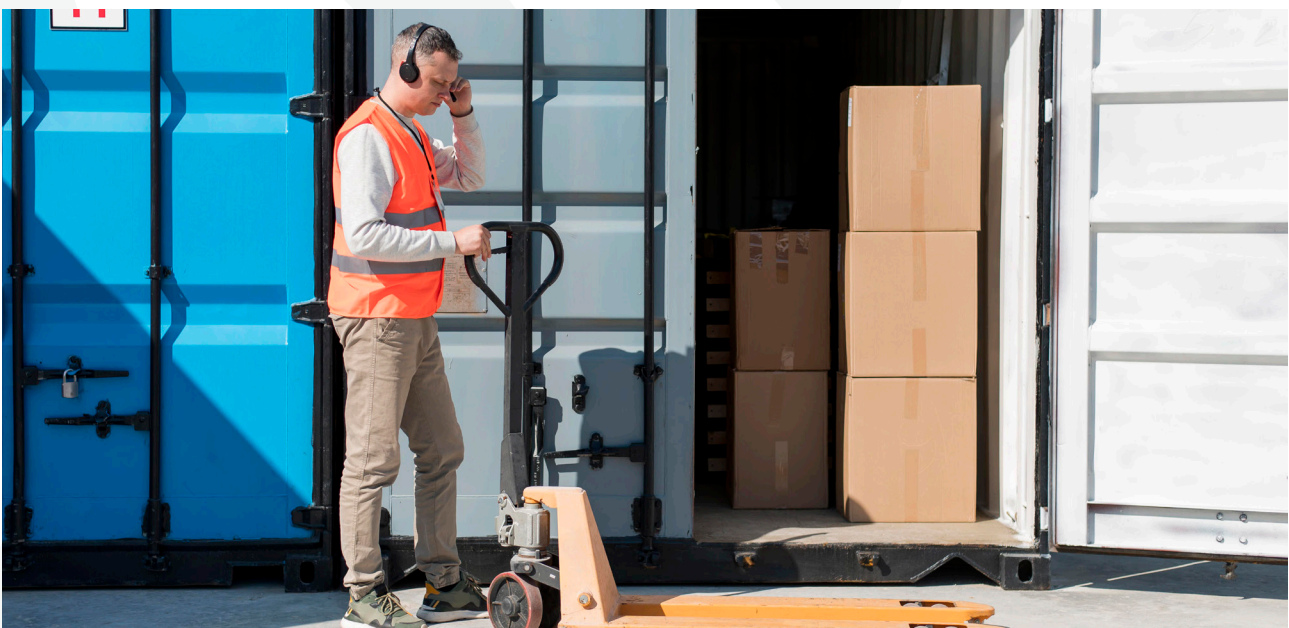
- **POL:** Surabaya (ID SUB). **Incoterms® 2020:** FOB/CFR/CIF.
- **Payload (ref.):**
 - 40ft Palletized 18–20 MT (20 pallets; approximately 360–400 bags).
 - 40ft Floor-loaded 22–23 MT (440–460 bags).
 - 20ft Palletized 8.55–9.9 MT (10 pallets; approximately 285–330 bags).
 - 20ft Floor-loaded 10.5–11.4 MT (350–380 bags).
- **Packing & Pallet:** 50 kg PP woven bag with liner. Floor-loaded as standard to maximize payload; palletizing on ISPM-15 pallets available upon request.
- **Docs & Note:** Commercial Invoice, Packing List, B/L, COO; VGM; preshipment photos (stuffing & seal); fumigation phytosanitary if required. (on request).

***Note:** Final payload depends on VGM & carrier equipment (tare/MGW) and road limits.

Cocofiber (Baled) – LOGISTICS

- **POL:** Surabaya (ID SUB). **Incoterms® 2020:** FOB/CFR/CIF.
- **Stow & Payload** (ref. bale 100 kg): *depends on bale size/density
 - 40ft Floor-loaded: 18–20 MT (160–180 bales).
 - 20ft Floor-loaded: 9–11 MT (80–90 bales).
- **Handling:** PP-strapped bales; stacking per bale dimensions & destination rules.
- **Pallet:** Standard loading is floor-loaded for maximum payload, but palletized loading (ISPM-15, HT stamped) can be provided upon buyer's request.
- **Documents:** Commercial Invoice, Packing List, B/L, COO; VGM; preshipment photos (stuffing & seal); fumigation/phyto if required. (on request)

***Note:** Final payload per VGM, container tare/MGW, and road limits; figures are indicative.



OUR CLIENTS



Trusted by clients across various countries, we proudly deliver high-quality, sustainable coconut-based products. Join our global network of long-term, satisfied partners in building a greener future.

OUR GALLERY





Medana Nusantara

is a trusted exporter of high quality coconut based products from Indonesia dedicated to sustainability and preserving the natural richness of the Indonesian archipelago.

“Delivering the Natural Richness of the Archipelago.”

Contact Person :
Mr. Ariza Tamam (+62 813-9881-7844)
Email :
medananusantara@gmail.com

Location:
**Mursono Hamlet, Medana, Tanjung,
North Lombok Regency, West Nusa Tenggara,
Indonesia.**