

# Commercial Iryna Asaulenko

## IMPORT&EXPORT COMMERCIAL SERVICES



International: 00380631890840  
Ukraine: 00380662377523

officeespucrania@tinet.cat  
cortuhondo@tinet.cat  
cortuhondo@tinet.org

Skype: julio Suarez Rodriguez  
http://webfacil.tinet.cat/CEU

Vilamar Street, 11  
Zip Code: 43.820  
Calafell - Tarragona  
España

Podpolnay, N° 25  
Zip Code: 73.000  
Kherson  
Ukraine

Commercial Office in Spain  
Tax number: ESX7173704-G  
Commercial Office in Ukraine  
Tax number: 2370913142

THE SELLER with full legal responsibility under penalty of perjury hereby issue this Soft Corporate Offer (SCO) all Petroleum Products we supply with the below given terms and procedure for immediate delivery:

**1. MAZUT M100 GOST-10585/75**

Min. Quantity: 10.000 MT      Max. Quantity: 1.200.000 MT per Month Price: \$220 Gross / \$210 Net per MT

**2. MAZUT M100 GOST-10585/99**

Min. Quantity: 10.000 MT      Max. Quantity: 1.000.000 MT per Month Price: \$210 Gross / \$200 Net per MT

**3. DIESEL FUEL EN 590 (ULSD 10 PPM)**

Min. Quantity: 10.000 MT      Max. Quantity: 1.300.000 MT per Month Price: \$350 Gross / \$340 Net per MT

**4. DIESEL D2 GASOIL L-0.2-62 GOST 305-82**

Min. Quantity: 10.000 MT      Max. Quantity: 1.500.000 MT per Month Price: \$330 Gross / \$320 Net per MT

**5. DIESEL D6 VIRGIN LOW POUR FUEL OIL**

Min. Quantity: 25.000.000 Gallon      Max. Quantity: 800.000.000 Gallon per Week Price: \$0.85 Gross / \$0.80 Net per Gallon

**6. AVIATION KEROSENE COLONIAL GRADE 54 (JET FUEL JP54)**

Min. Quantity: 350.000 BBL      Max. Quantity: 5.000.000 BBL per Month Price: \$48 Gross / \$44 Net per BBL

**7. JET FUEL A1**

Min. Quantity: 250.000 BBL      Max. Quantity: 4.000.000 BBL per Month Price: \$46 Gross / \$42 Net per BBL

**8. RUSSIAN EXPORT BLEND CRUDE GOST 51858-2002 (REBCO)**

Min. Quantity: 300.000 BBL      Max. Quantity: 6.000.000 BBL per Month Price: \$40 Gross / \$36 Net per BBL

**9. RUSSIAN EXPORT BLENDS CRUDE GOST 9965-76 (REBCO)**

Min. Quantity: 300.000 BBL      Max. Quantity: 6.000.000 BBL per Month Price: \$38 Gross / \$34 Net per BBL

**10. DIESEL D2 AUTOMOTIVE GAS OIL {AGO}**

Min. Quantity: 10.000 MT      Max. Quantity: 1.200.000 MT per Month Price: \$370 Gross / \$360 Net per MT



## 11. ULTRA-LOW SULPHUR (ULSD) (ALL GRADES – 15PPM, 50PPM, 500PPM & 1000PPM)

Min. Quantity: 15.000 MT      Max. Quantity: 1.000.000 MT per Month Price: \$340 Gross / \$330 Net per MT

## 12. PETROLEUM COKE

Min. Quantity: 10.000 MT      Max. Quantity: 750.000 MT per Month Price: \$65 Gross / \$55 Net per MT

## 13. EASTERN SIBERIAN PACIFIC OCEAN (ESPO) CRUDE OIL

Min. Quantity: 10.000 MT      Max. Quantity: 500.000 MT per Month Price: \$210 Gross / \$200 Net per MT

## 14. LIGHT CYCLE OIL

Min. Quantity: 10.000 MT      Max. Quantity: 750.000 MT per Month Price: \$310 Gross / \$300 Net per MT

## 15. LIQUEFIED NATURAL GAS (LNG) GOST 5542-87

Min. Quantity: 10.000 MT      Max. Quantity: 600.000 MT per Month Price: \$260 Gross / \$250 Net per MT

## 16. LIQUEFIED PETROLEUM GAS (LPG)

Min. Quantity: 10.000 MT      Max. Quantity: 650.000 MT per Month Price: \$290 Gross / \$280 Net per MT

60/70 -	\$260 Gross / \$250 Net per MT
80/100 -	\$250 Gross / \$240 Net per MT
85/100 -	\$240 Gross / \$230 Net per MT
100/120 -	\$210 Gross / \$200 Net per MT

## 18. BASE OIL

Min. Quantity: 8.000 MT      Max. Quantity: 500.000 MT per Month

SN 100 -	\$200 Gross / \$250 Net per MT
BS 150 -	\$290 Gross / \$280 Net per MT
SN 150 -	\$310 Gross / \$300 Net per MT
SN 300 -	\$340 Gross / \$330 Net per MT
SN 500 -	\$360 Gross / \$350 Net per MT

## 19. FUEL OIL (IFO)

Min. Quantity: 8.000 MT      Max. Quantity: 500.000 MT per Month

CST 180 -	\$200 Gross / \$180 Net per MT
CST 280 -	\$180 Gross / \$170 Net per MT
CST 380 -	\$170 Gross / \$160 Net per MT

## 20. GASOLINE OCTANES

Min. Quantity: 8.000 MT      Max. Quantity: 500.000 MT per Month

87 OCTANES -	\$240 Gross / \$230 Net per MT
89 OCTANES -	\$220 Gross / \$210 Net per MT



PERFORMANCE BOND (PB): 2% PERFORMANCE BOND (PB) IN FAVOR OF BUYER. PAYMENT TERM T/T, MT 103 & SBLC MT760.  
CONTRACT TERM: TRIAL SHIPMENT + 12 MONTHS CONTRACT WITH ROLLS & EXTENSION. COMMISSION STRUCTURE: 50% BUYER SIDE (OPEN) / 50% SELLER SIDE (CLOSED).  
SHIPMENT METHOD: VIA VESSEL TO BUYER'S DESTINATION/DISCHARGE PORT. DELIVERY: CIF ANY SAFE WORLD PORT (CIF ASWP) TO BUYER'S DISCHARGE PORT.  
LOADING PORT: NOVOROSSIYSK, PRIMORSK, UST-LUGA, VLADIVOSTOK & KOZMINO.

#### STANDARD BANKING PROCEDURE

1. Buyer issues ICPO with this procedure incorporated on the ICPO along with Buyer's company registration certificate.
  2. Seller Issues Sale & Purchase Agreement (SPA), Buyer review, amend (if necessary), signs and return the SPA in WORD format to Seller within 3 banking days. Seller sends final SPA to Buyer in PDF format, Buyer confirms final SPA and issues letter of acceptance of the final SPA.
  3. Seller issues to Buyer via email the following transaction documents (indigenous product certificate of quality and quantity, commitment to supply, statement of product availability, company registration document and certificate of origin. Buyer confirms the receipt of the documents by mail and issue confirmation letter within 24hrs.
  4. Seller makes arrangement for the chartered freight with a renowned shipping company for the transportation of the product to buyer designated discharge port, both Seller and Buyer sign the Charter Party Agreement (CPA) together with the shipping company (A three party CPA) this is applicable only for 1st shipment.
  5. Upon completion of the above, Seller issues to Buyer product title transfer agreement, Buyer signs and returns. Seller issues the commercial invoice and sends to Buyer the certificate of product title transfer. Seller legalizes the Contract with the authorities in charge and sends to buyer the legalized contract and then proceeds with the port & custom clearance of product and all internal routines operations accordingly.
  7. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection, loading of the product at the loading port and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
  8. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5 banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA.
- If the terms and procedure is acceptable, have your End Buyer issue their official ICPO addressed to LLC "PROMRESURS", with complete identification of Principal Buyer, Buyer's full contact details, stamped, signed and sealed.
9. The product SGS inspection charges will be borne by Seller at the loading port. Seller invites buyer for visitation to witness the final inspection, loading of the product at the loading port and TTM for negotiation of future transaction (Optional to Buyer). Seller signs NCNDA/IMFPA between all intermediaries involved with the notarized copy sent to Seller's bank.
  10. Loading & Shipment of product commences as per schedule. Upon Vessel's arrival and finalization of SGS at destination port, Buyer release payment via swift fund transfer within 3 to 5

# Commercial Iryna Asaulenko

## IMPORT&EXPORT COMMERCIAL SERVICES



International: 00380631890840  
Ukraine: 00380662377523

officeespucrania@tinet.cat  
cortuhondo@tinet.cat  
cortuhondo@tinet.org

Skype: juliosuarezrodriguez  
<http://webfacil.tinet.cat/CEU>

Vilamar Street, 11  
Zip Code: 43.820  
Calafell - Tarragona  
España

Podpolnay, N° 25  
Zip Code: 73.000  
Kherson  
Ukraine

Commercial Office in Spain  
Tax number: ESX7173704-G  
Commercial Office in Ukraine  
Tax number: 2370913142

banking days to Seller for total shipment value after discharge of product at destination port and receipt of the entire relevant shipping documents. Seller within 48 hours pays the intermediaries involved according to signed & notarized NCNDA/IMFPA.

If the terms and procedure is acceptable, have your End Buyer issue their official ICPO addressed to THE SELLER with complete identification of Principal Buyer, Buyer's full contact details, stamped, signed and sealed.