

## **Offer Details for your attention..**

Product: Bitumen Grade 60/70

Origin: Kazakhstan

Quantity: Pls see below

Bitumen Grade 60/70

Minimum Quantity : 10,000 Metric Tons per Month

Maximum Quantity : 85,000 Metric Tons per Month

Price : C.I.F / 6.5 % Discount off the Market Price of buyer's Port on the Contract date.

Bitumen Grade 85/100

Minimum Quantity : 10,000 Metric Tons per Month

Maximum Quantity : 85,000 Metric Tons per Month

Price : C.I.F Discount off the Market Price of buyer's Port on the Contract date.

## **Procedure as below..**

### **TERMS AND CONDITIONS..**

Quantities : Quantities stated in the product sheet above can not be exceeded.

Inspection : SGS or Saybolt or Gost Standard Kazakhstan or Similar inspection companies shall be utilized at the expense of the seller.

Payment :

- Standby Letter of Credit against a SWIFT MT 103 - 23 for all long term transactions.
- Or a Bank Guarantee against a SWIFT MT 103 – 23 for Spot transactions.
- Unfortunately, we do not accept Documentary Letters of Credit as of now.

Performance Bond : A 2% Bond can be issued by Seller in selected transactions as agreed between both parties.

Proof of Product : A proof of product will be issued by Seller. (Some selected supporting documents will be issued upfront)

Trial Shipments : Trial Shipments are obligatory for new clients.

Commissions : All Commissions are shared equally between buyer side and seller side. Seller Side commissions are reserved for registered mandates. Total commissions are 0.85 % of the transaction.

Markups : Markups are accepted after negotiations with the chief sales officer.

Free On board Transactions : Due to the risks attached on Free On Board transactions, We cannot deliver on Free on Board transactions.

Banking : Due the events in Ukraine, we no longer use Russian Banks.