



TO: End Buyer, Buyer Mandate

Our Ref: fgmc/14112-D2079

**We hereby issue this Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions as below.**

EN590 FOB VOPAK TO VOPAK

Origin : Kazakhstan

Intercoms : TTT THROUGH VOPAK

Trial Quantity: 100,000 Metric Tons (MT)

Minimum Contract Quantity: 300,000 MT per month x 12 months

Price: GROSS USD \$ 550 NET

Commission: Seller closed / Buyer side \$3 open

Terms of Trade: Tank-to-Tank (TTT)

Loading Port: Rotterdam or Houston

## **Procedure as below..**

### **SALES PROCEDURE - VOPAK TO VOPAK**

1. The buyer agrees to the sellers working procedure and submits the following documents to the seller for verification:

A - ICPO

B - Vopak Account Number

C - CIS (Company Information Sheet)

2. The seller will submit the buyer's documentation (ICPO, CIS, and Vopak Account Number) to the Vopak Terminal Manager for verification of the buyers account and eligibility.

3. The Vopak Terminal Manager will issue the Vopak Agreement through the seller. The buyer is required to sign and return the agreement within 48 hours of receipt.

4. The buyer will finalize all necessary terminal protocols and submit the following required documents to the seller for further processing:

A - Vopak Barcode

B - Product Passport & Product Analysis

C - Vopak Registration Information

D - Commitment to Supply Letter

E - Vopak Reference Code (for terminal verification)

F - Statement of Product Availability



G -Letter of Authorization (stating that the buyer is the barcode owner under the contract reference code)

H -ATSC (Authorization to Sell & Collect)

5. The buyer will issue the TSR (Tank Storage Receipt) or Operational Receipt Code. This will initiate the product injection process into the buyers tank.

6. Upon successful injection of the product into the buyers tank, the seller will transfer the title of ownership to the buyer.

7. The buyer will make payment for the transaction via MT103 (Telegraphic Transfer) to the sellers nominated account.

8. Upon receipt of the payment, the seller will release all full export documents To the buyer and pay all intermediary commissions as per the terms of the agreement.

Pls feel free to contact us for further discussion

Sincerely

Fugo Materials