



ООО "Кам-Ойл"

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TO: END BUYER / BUYER INTERMEDIARIES

UREA 46% PRILLED & GRANULAR

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

FOB Price: \$270 Gross / \$260 Net

CIF Price: \$280 Gross / \$270 Net

Commission: \$5 / \$5

PETROLEUM COKE

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 400,000 MT Monthly.

FOB Price: \$80 Gross / \$70 Net

CIF Price: \$90 Gross / \$80 Net

Commission: \$5 / \$5

ASPHALT BITUMEN 60/70 RUSSIAN ORIGIN

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 900,000 MT Monthly.

FOB Price: \$320 Gross / \$310 Net

CIF Price: \$330 Gross / \$320 Net

Commission: \$5 / \$5

RUSSIAN MAZUT M100 10585/75

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 300,000 MT Monthly.

FOB Price: \$290 Gross / \$280 Net

CIF Price: \$300 Gross / \$290 Net

Commission: \$5 / \$5

RUSSIAN GAS LO.2/26 GOST 305-82

Quantity: Minimum: 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly.

FOB Price: \$320 Gross / \$310 Net

CIF Price: \$330 Gross / \$320 Net

Commission: \$5 / \$5

AVAIATION KEROSENE COLONIAL GRADE 54 JET FUEL

Quantity: Minimum: 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly

FOB Price: \$130 Gross / \$120 Net

CIF Price: \$140 Gross / \$130 Net

Commission: \$5 / \$5

AVAIATION FUEL FOR GAS TURBINE ENGINES (JETA1)

Quantity: Minimum 1,000,000 BBLs Trial Shipment / Maximum: 5,000,000 BBLs Monthly

FOB Price: \$130 Gross / \$120 Net

CIF Price: \$140 Gross / \$130 Net

Commission: \$5 / \$5

LIQUEFIED NATURAL GAS

Quantity: Minimum 50,000 MT Trial Shipment / Maximum: 500,000 MT Monthly

FOB: \$320 Gross / \$310 Net

CIF Price: \$330 Gross / \$320 Net

Commission: \$5 / \$5

VIRGIN D6 FUEL OIL

Quantity: Minimum: 10,000,000 Gallon Trial Shipment / Maximum: 30,000,000 Gallon Monthly.

FOB: \$0.89 / \$0.87

CIF Price: \$0.91 Gross / \$0.89 Net

Commission: \$0.1 / \$0.1

EN590 GOST 52368-2005

Quantity: Minimum 50,000 MT Trial Shipment / Maximum 500,000 MT Monthly

FOB: \$320 Gross / \$310 Net

CIF Price: \$330 Gross / \$320 Net

Commission: \$5 / \$5

TRANSACTION PROCEDURES FOB

1. Seller Official Mandate issues SCO, and buyer issue ICPO with scan passport copy.
2. Seller Issue CI for the available quantity in the storage tank, Buyer signs and return the CI to seller with their signed TSA (Tank Storage Agreement) for Seller approval also NCNDA/IMFPA signed by all parties.
3. Seller pay 4 days to buyer's tank farm first, upon the confirmation of seller payment to buyer tank farm, buyer pay one day to his Tank Farm and provide us 5days valid TSR.
4. Seller issues the following pop documents:
 - ☑ Product Passport issued by SGS
 - ☑ SGS Report. Not less than 24 hours
 - ☑ Injection Report
 - ☑ Certificate of Origin
 - ☑ Commitment to supply
 - ☑ Availability of product
5. Upon the confirmation of pop document and fresh SGS buyer conduct, dip Test on his Tank Farm.
6. Buyer make 100% payment by MT103 TT wire transfer for the total product and Seller pays commission to all intermediaries Involved in the transaction 24 hours after confirmation of the buyer payment.

PROCEDURES FOB

1. Buyer send a Corporate Profile, along with a full ICPO, a current and valid (TSA) not older than 30 days Validity from the issued date, and buyer passport data page, Seller verifies and approves Buyer's TSA.
2. The seller issues a Commercial Invoice of the product in the seller's tanks at the port, and the buyer signs and returns the commercial invoice with an acceptance letter.
3. Seller submits a 48 hours old hard copy of fresh SGS Report to buyer rep/Tank Farm Company in Rotterdam or Houston for verification of the SGS report with SGS in Rotterdam or Houston.
4. Upon confirmation of SGS Report by buyer rep/Buyer's Tank Company in Rotterdam or Houston, Seller requests for buyer's active & Operational TSR for injection program. (TSR days depend on the quantity to be injected).
Seller injects product to buyer's tank and issues following POP documents to the buyer:
 - ☑ Q&Q analysis report done by Indigenous Lab at the port of Origin.
 - ☑ Full Injection report
 - ☑ ATV / UDTA
 - ☑ Copy of product Certificate of Origin
 - ☑ Copy of product Export License to port.
 - ☑ Allocation transfer Certificate.
 - ☑ Authority to sell and collect (ATSC).
5. Buyer conducts Dip test on the product at the buyer's cost for reconfirmation.

- ☐ Certificate of Origin.
- ☐ Refinery Reservoir Receipt.
- ☐ Authority to Sell and Collect (ATSC)
- 6. Buyer order SGS to conduct Dip Test on the product in the Seller Tank on buyer expense.
- 7. Upon successful dip test, injection of the product commences immediately from seller's tank to buyer's tank
- 8. Buyer makes 100% payment by MT103 TT wire transfer for the total product.
- 9. Seller pays Commission to all intermediaries involved in the transaction within 24 hours after confirmation of the buyer's payment.

(FOB PROCEDURE (TANK TO VESSEL))

1. Buyers' issues irrevocable corporate purchase order (ICPO) with seller's transaction procedure along with Passport copy of the company representative.
2. Seller issues commercial invoice (CI) within 24 hours using these procedures.
3. Buyer return counter-signed commercial invoice to seller with buyers CPA upon verification of buyer CPA seller issue the below listed PPOP:
 - ☐ Refinery Commitment to Supply.
 - ☐ Certificate of Origin,
 - ☐ Notice of Readiness (NOR),
 - ☐ Authorization to Sell and Collect (ATSC).
 - ☐ Tank Storage receipt (TSR).
4. Seller issues to Buyer the Logistic payment invoice for Buyer to pay for the injection fee from the Seller's tank into buyer's vessel.
5. Upon the confirmation of the injection fee by the Logistics Company, Seller issues Unconditional DTA for buyer to proceed with the Dip Test On product in seller's tank.
6. Upon successful Dip Test, seller issues the hard copy POP documents to buyer Representatives in person at buyer storage facility
 - ☐ Quantity and Quality Certificate (SGS) 48hrs fresh
 - ☐ Injection Report
 - ☐ Product Passport (Dip Test Result).
 - ☐ Statement of Product Availability.
 - ☐ Authorization Letter to Verify the Product with the Tank Farm.
 - ☐ Company Registration Certificate.
7. Upon successful verification of documents and SGS report by buyer's team buyer commence dip test in sellers' tank if need be for more confirmation, upon confirmation of product Q&Q, begins into buyer's tank storage all parties sign NCNDA / IMFPA.
8. Buyer makes payment by MT103 or TT wire transfer for the total produce available.
9. Seller change title of ownership to buyer's name and pay all intermediaries according to the signed NCNDA/IMFPA for monthly deliveries and buyer lift the product.

CIF.COST, INSURANCE, FREIGHT PROCEDURE:

1. BUYER ISSUES PURCHASE ORDER UPON RECEIPT IN ACCEPTANCE OF SELLER'S SOFT OFFER WITH THY BUYRE PASSPORT COPY AND CERTIFICTE OF INCORPERATION.
2. SELLER ISSUES DRAFT SALES AND PURCHASE AGREEMENT CONTRACT/SPA FOR BUYER'S REVIEW AND SIGNING.
3. BUYER SIGNS THE SALES AND PURCHASE AGREEMENT CONTRACT/SPA AND SEND BACK TO THE SELLER VIA SELLER'S EMAIL.
4. SELLER SENDS BELOW PARTIAL POP DOCUMENTS TO BUYER AS LISTED BELOW:
 - CERTIFICATE OF ORIGIN.
 - COMMITMENT TO SUPPLY.
 - PRODUCT PASSPORT
 - STATEMENT OF AVAILABILITY OF THE PRODUCT.
5. BUYER ISSUE THEIR INANCIAL GUARANTEE (SBLC MT760/DLC VIA MT700) TO COVER THE FIRST SHIPMENT TO SELLER'S BANK IN 5 WORKING DAYS.
6. IF BUYER FAILS TO ISSUE SBLC IN 5 WORKING DAYS, IN ALTERNATIVE BUYER SHALL MAKE GUARANTEE DEPOSIT OF 5% TT WIRE TO SELLER'S FIDUCIARY BANK ACCOUNT AS PERFORMANCE TO SECURE THE ALLOCATION WHICH WILL BE DEDUCTED FROM THE FIRST SHIPMENT.
7. UPON CONFIRMATION OF BUYER'S SBLC OR GUARANTEE DEPOSIT OF 5% TT WIRE TO SELLER'S BANK, SELLER WILL ISSUE 2% PERFORMANCE BOND, FULL POP AND SHIPPING DOCUMENTS VIA SWIFT BANK TO BANKAS SHOWN BELOW
 - PRODUCT ALLOCATION EXPORT PERMIT.
 - ALLOCATION TITLE OWNERSHIP CERTIFICATE

- TRANSNEFT CONTRACT TO TRANSPORT THE PRODUCT TO THE LOADING PORT
- PORT STORAGE AGREEMENT
- CHARTER PARTY AGREEMENT TO TRANSPORT THE PRODUCT TO DISCHARGE PORT.
- TANK STORAGE RECEIPT.
- SGS QUALITY AND QUANTITY CERTIFICATE.
- BILL OF LANDING
- VESSEL QUESTIONNAIRE 88.

8. SHIPMENT COMMENCES AND UPON ARRIVAL OF THE VESSEL TANKER AT THE DISCHARGE PORT BUYER CONDUCTS SGS INSPECTION AND MAKES OPERATIVE SBLC/DLC OR MAKES PAYMENT PRJHEULL SHIPMENT VIA TT WIRE OR MT103.



DIRECTOR: Krizhanovsky Anton Mihaylovich