

To: Whom It May Concern  
Attn: Principal Buyer / Mandate  
Buyer's official ICPO should be issued & addressed as follows;  
To: Supplier / Refinery, Russia-Federation  
Attn: Export Director  
Via: LLC "RUSS TRADING"  
(Sales Representative)

*We "LIMITED LIABILITY COMPANY "RUSS-TRADING" Hereby Issue This Full Corporate Offer With Given Terms And Conditions And Confirm Our Readiness And Willingness To Issue A Sales Purchase Agreement Upon Acceptance Of Our Term And Conditions Stipulated Herein For The Below.*

### TERMS AND CONDITIONS

**ORIGIN:** Azerbaijan  
**INCOTERMS:** CIF  
**LOADING PORT:** Novorossiysk / Primorsk / Vladivostok / Tuapse  
**DELIVERY PORT:** Any Safe World Port  
**PAYMENT TERMS:** T/T Wire Transfer, BG OR SBLC, MT103  
**INSPECTION:** SGS, CIQ OR SIMILAR  
**COMMISSION:** seller side 50% / Buyer side 50%  
**SPECIFICATION:** Annexed Within Contract (TBA)



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### CIF TTO PROCEDURE

1. Buyer issues ICPO with Seller procedure.
2. Seller issues takeover contract for review and endorsement by all parties. Buyer sign and send back the contract.
3. Seller issues Proof of Product and Shipping Documents as listed below:
  - a) Bill Of Lading.
  - b) Vessel Tanker Details Q88.
  - c) Product Passport (Dip Test).
  - d) Product Conformity.
  - e) Invoice for Title transfer.
  - f) Cargo Manifest.
  - g) Notice of readiness.
  - h) Certificate of origin
4. Upon receipt of the above documents by the buyer, buyer makes payment within 48 hrs for the Title Transfer of the vessel via T/T Wire Transfer / MT103.
5. Upon receipt of the above payment of the vessel Title Transfer, the Ownership Certificate will be issued and remaining Proof of Product and shipping documents will be sent to the buyer alongside the SGS Report while the course of the vessel will be re-routed to the current buyer's discharge port.
6. Upon arrival of the vessel at Discharge Port, the vessel captain will hand over all the original POP documents to the buyers representative while buyer pays for the total contract after SGS, CIQ or equivalent inspection at the discharge port via T/T Wire transfer and the re-routing fee will be deducted while offloading will commence immediately, please evaluate and revert.
7. Mandates/ intermediaries receive their Commissions according to spot delivery.



**Signed**

**Atskanova Anatolyevna**



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