



Tel: (0034) 971 918 268 – -Móvil: (0034) 671 608 478  
 E-mail [jcasas@ofertas-commodities.com](mailto:jcasas@ofertas-commodities.com) - Web: [www.ofertas-commodities.com](http://www.ofertas-commodities.com) SKYPE: jcasas3148

## **Soft Offer**

### **PRICE LIST AND PROCEDURES.**

*We Ofertas-commodities, hereby issue this soft offer with full corporate responsibility; we confirms and certify that we have the intention and capacity to supply the commodity according to the terms and conditions:*

<b>PRODUCTS</b>	<b>MINI QUANTITY / MAX</b>	<b>PRICE</b>
<b>D2 DIESEL</b>	<i>500,000 MT /10MILLION. MT x 12</i>	<b>455\$ Gross / \$445 Net</b> CIF ASWP  (FOB Novorossiysk / less 10\$ x mt)
<b>MAZUT 100</b>	<i>500,000MT/5MILLION MT x 12</i>	<b>345\$ Gross / \$335 Net</b> CIF ASWP  (FOB Novorossiysk / less 10\$ - x mt)
<b>JP54</b>	<i>500,000 BBLs/100M BBS x 12</i>	<b>65\$ Gross / \$60 Net</b> CIF ASWP  (FOB Novorossiysk / less 3\$ - x BBlS)
<b>LNG / LPG</b>	<i>500,000 MT/100M MT x 12</i>	<b>410\$ Gross / \$400 Net</b> CIF ASWP  (FOB Novorossiysk / less 10\$ - x mt)

*CIF ASWP (not Houston) – FOB Novorossiysk – 10\$ x mt. – FOB only Novorossiysk*



*Commission: (50% Seller's side CLOSED / 50% Buyer's side )*

33% MANDATE BUYER

33% INTERMEDIARIES

33% FACILITATOR Closed

### **Supplier Procedures**

1. Buyer issue an **ICPO** (Irrevocable Corporate Purchase Order) with full Banking information, granting permission to seller to conduct soft – probe and **BCL + NCNDA/IMPFA**.
2. Seller sends FCO to buyer, to be sign, seal and return.
3. Seller issues and sends **Draft Contract** to the Buyer.
4. Buyer reviews the Draft Contract, and returns it to seller.
5. Buyer and Seller sign and exchange final contract.
6. After the legalization of the Contract, Seller provides a **partial POP** to Buyer.
7. Buyer issues non – operative **BG** or **Mt 103/23** of Buyer's choice to Seller's Bank.
8. Seller issues **full POP** documents to Buyer through Bank to Bank.
9. Seller's Bank issue **2% PB** to the Buyer Bank for product cost.
10. Seller shall issue the **first cargo** delivery confirmation and date.

**These procedures, prices and distribution of commissions, are not negotiable.**

Best Regards

José Casas  
Presidente/CEO

