



November – December 2023.

SOFT CORPORATE OFFER

With full corporate responsibility, we issue this Soft Corporate Offer and confirm that we are Ready, Willing and Able to supply the following products in accordance with the following Terms and Conditions.

Product:	Term	Price (Gross/Net)	Term	Price (Gross/Net)
DIESEL:				
DIESEL D6	FOB:	0,82/0,80	CIF:	0,84/0,82
DIESEL EN590 10 PPM	FOB:	410/400	CIF:	415/405
CRUDE OIL				
REBCO	FOB:	54/52	CIF:	59/57
ESPO	FOB:	54/52	CIF:	59/57
AVIATION FUELS				
JP54	FOB:	70/68	CIF:	72/70
JET A1	FOB:	70/68	CIF:	72/70
TS-1	FOB:	70/68	CIF:	72/70
PETCOKE				
PETCOKE	FOB:	140/130	CIF:	150/140

FOB TRANSACTION PROCEDURE

1. Buyer issues ICPO, Company profile CIS, CPA/Q88 or TSR.
2. Seller issues CI and Buyer signs and returns with NCNDA/IMFP
3. Seller issues the following PPOP documents to Buyer:
 - (a) Refinery Assurance Commitment Letter to supply the product.
 - (b) Statement of Availability of Product
 - (c) Product Passport (Q & Q Report)
4. Seller's law firm in the U.S issues an Escrow Agreement to be signed and sealed by Buyer and Seller.
5. Buyer then deposits 2 days tank storage fee to the refinery's U.S. Escrow law firm account, as a guarantee that Buyer will not back out of the transaction. It also serves as proof that Buyer is financially capable of closing the deal. Please note that the 2 days tank fee shall not be released to the Seller's tank farm until Buyer performs DTA in Seller's tanks and is satisfied with the product quantity and quality. It is only after this that the 2 days tank fee deposit will be released to the Seller as payment for extension of the tanks where the products are stored.
6. Upon confirmation of MT103 wire transfer of Buyer's guarantee deposit to the refinery law firm in the USA, Seller issues the following documents:
 - (a) Injection Reports with full coordinates of the Tanks location.
 - (b) Certificate of Origin.



- (c) Verifiable and confirmable Tank Storage Receipts with full coordinates of the Tanks location.
 - (d) ATV/ATSC
 - (e) UDTA Unconditional Dip Test Authorization Letter.
7. Buyer conducts Dip Test on the products in Seller's Tanks at Buyer's expense to obtain fresh SGS in Buyer's name.
 8. Seller and Buyer sign TTVIA Agreement.
 9. Seller commences injection of product into Buyer's Vessel or tanks.
 10. Buyer makes payment for the total value of product injected into their Vessel or Tanks via MT103- TT and Title is transferred.
 11. Seller pays commission within 48 hours by swift MT103 to all intermediaries as per signed NCNDA/IMPFA.

CIF PROCEDURE 1

1. Buyer issues LOI and Seller responds with FCO after verification. Buyer signs FCO and returns with ICPO, with international passport ID attached. ICPO must contain Buyer's account details.
2. Seller issues Draft Contract (open for any amendments) to Buyer, and NCNDA/IMFPA to intermediaries. Buyer signs, seals and returns the Draft Contract to Seller for final endorsement.
3. Seller gives the following Partial Proof of Products documents.
 - a. CERTIFICATE OF ORIGIN
 - b. COMMITMENT TO SUPPLY
 - c. PASSPORT OF PRODUCT
 - d. CONFIRMATION OF THE AVAILABILITY OF PRODUCT
 - e. INVOICE
 - f. MSDS
 - g. DECLARATION OF CONFORMITY
4. After proper verification of the above documents, Seller and Buyer open direct telephone contact to build mutual trust and discuss about the transaction way forward and the Buyer's issuance of the credit instrument SBLC or DLC.



5. Within 7 banking days, Buyer's bank sends SBLC via MT 760 or DLC via MT700, according to Seller's fiduciary bank's verbiage, to Seller's nominated fiduciary offshore bank account for first month shipment. Should Buyer fail to issue payment instrument within 7 banking days, Buyer will make cash deposit of 5% of the total cost of the products by TT wire transfer, as Security Guarantee, to enable Seller charter vessel and commence shipment. This payment will be deducted from the total cost of the product by Buyer while making final payment for the products after inspection at discharge port.
6. Seller's Bank issues the following full POP Documents to the Buyer's Bank with 2% Performance Bond (PB) within 5 working days after receipt of Buyer's bank instrument or 5% deposit. (Should Seller's bank fail, Seller shall issue to the Buyer an agreeable Security Guarantee deposit to Buyer's bank as a penalty for defaulting or failing to adhere to the working transaction procedure).
 - a. Copy of License to Export.
 - b. Copy of Approval to Export.
 - c. Ullage Report
 - d. Tank Storage Receipts
 - e. Cargo Manifest
 - f. Copy of the Port Storage Agreement
 - g. Copy of the Charter Party Agreement to transport the product to discharge port
 - h. Copy of the Vessel Questionnaire 88
 - i. Copy of Bill of Lading
 - j. SGS report at loading port
 - k. Dip Test Authorization (DTA) & ATB at Buyer's discharge port terminal.
 - l. Copy of NOR / ETA
 - m. Certificate of Ownership Transfer
 - n. Allocation Certificate (transaction deal passport).
 - o. Certificate of Insurance, issued by an internationally recognized Insurance Company for a minimum of 110% of the CIF value of Goods on board the vessel.
7. Shipment commences as per signed contract delivery schedule and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.



8. Buyer releases payment to Seller by TT/MT103 upon receipt of the shipping documents and confirmation of the Q & Q by SGS/CIQ at destination port.
9. Seller pays commission within 48 hours by swift MT103 to all intermediaries as signed NCNDA/IMPFA

CIF TRANSACTION PROCEDURE 2

1. Buyer issues LOI (Letter of Intent) with full CUSTOMER INFORMATION SHEET (CIS) of the Company.
2. Seller/Refinery issues Full Corporate Offer (FCO) after verification and approval of Buyer's full details.
3. Buyer signs FCO and returns with ICPO. The ICPO must be on Buyer's Company's letterhead and must contain Buyer's full banking information with identification attached (preferably international passport).
4. Seller issues draft Contract (open for amendments) to Buyer.
5. Buyer signs, seals and returns the draft Contract to Seller for final endorsement.
6. Seller issues the following Partial Proof of Product (PPOP) documents:
 - a. Seller Company's Certificate of Incorporation.
 - b. Refinery Export License.
 - c. Refinery Commitment to Supply.
 - d. Certificate of Origin.
 - e. Statement of Availability of Product.
 - f. Product quality passport (Dip Test Analysis Report) by standard GOSTR company rated with SGS SAYBOLT etc.
 - g. Full Injection Report.
 - h. Verifiable and confirmable Tank Storage Receipts with full coordinates of the Tanks location.



7. Within 24 hours, Seller's USA Attorney issues the Escrow Agreement for Buyer and Seller to sign and seal.

8. Within 5 banking days, Buyer and Seller each deposit 10% of the total cost of the product in the refinery U.S. Escrow bank account of the law firm as a guarantee that no side will default in the transaction, and that any party that defaults in the transaction forfeits the 10% deposit to the other party as damages caused to the other party. The deposits also serves as proof that the Buyer is real and financially capable of closing the transaction. It also guarantees that none of them has bad intentions of defaulting and leaving the other party stranded in the transaction.

9. Upon confirmation of Buyer's and Seller's MT103 wire transfer Escrow guarantee deposits to the refinery law firm in the USA, Seller transfers the ownership of the Allocation to Buyer's name and Seller issues the following POP documents to the Buyer:

- a. Copy of License to Export.
- b. Copy of Approval to Export.
- c. Ullage report
- d. Tank Storage Receipts
- e. Cargo Manifest
- f. Copy of the Port Storage Agreement
- g. Copy of the Charter Party Agreement to transport the product to discharge port
- h. Copy of the Vessel Questionnaire 88
- i. Copy of Bill of Lading
- j. SGS report at loading port
- k. Dip Test Authorization (DTA) & ATB at Buyer's discharge port terminal.
- l. Copy of NOR / ETA
- m. Certificate of Ownership Transfer
- n. Allocation Certificate (transaction deal passport).
- o. Certificate of Insurance, issued by an internationally recognized Insurance Company for a minimum of 110% of the CIF value of Goods on board the vessel.

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10. Shipment commences as per signed contract delivery schedule, and the shipment should arrive at Buyer's discharge port within 5-25 days. The SGS inspection will be borne by the Seller at the loading seaport and Buyer at the unloading seaport.

11. Buyer releases payment to Seller (less the 10% guarantee deposit) by TT MT103 upon receipt of the shipping documents and confirmation of the Q&Q by SGS/CIQ at discharge port terminal.

12. Seller pays commission within 48 hours by swift TT MT103 to all intermediaries as per signed NCNDA/IMPFA.

Peter Killick
Director.

