



Palma de Mallorca – Baleares – España  
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TRANS

MAGISTRAL

NEFT LLC

Legal address: 125364, Russian Federation, Moscow, Svobody Street, house 39

OGRN 1157746760555, INN 7733246287

**DATE: 2 December 2017**  
**VALIDITY UNTIL: 3 January 2018**

## **FULL CORPORATE OFFER CIF-FOB-DIP & PAY**

We **Ofertas-commodities**, as Seller Mandate of **TRANS MAGISTRAL NEFT LLC**, with REF confirms our readiness and **TMN/BXCS234BXC/HBC672347/2017** willingness to issue a Soft Corporate Offer and then straight to Sales Purchase agreement upon acceptance of our terms and conditions stipulated herein for the below products: **JPA1, JP54, D2, AGO, D6, EN590, 500PPM, D-50ppm, MAZUT, REBCO, LCO, .....**

### **1) DIESEL-GAS OIL L0.2-62 GOST 305-82 (Diesel D2) Origin Rusian**

- Quantity MINIMUM 50.000MT – MAXIMUM 900.000MT x 12 months
- Price - **\$ 265-255USD Gross/ Net per MT CIF ASWP**
- Price: **\$ 240-230USD Gross/ Net per MT FOB: Rotterdam/ Houston/Primorsk -Ust - Luga**

### **2) MAZUT FUEL OIL 100 GOST 10585/75-99(Mazut M100) Origin Rusian**

- Quantity MINIMUM 50.000MT - MAXIMUM 800.000MT x 12 months
- Price – **\$160/150 USD Gross/Net**, per MT CIF ASWP
- PRICE: **\$140-130USD Gross/Net**, per MT FOB: Rotterdam/ Houston/Primorsk

### **3) JET FUEL (JP A1) Origin Rusian**

- Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months
- Price - **\$38/36USD Gross/Net** ,per BBL **CIF ASWP**
- PRICE: **\$33-31 USD** per BBL **FOB: Rotterdam/ Houston/Primorsk -Ust - Luga**
- **PRICE:10\$/8 Minus Platts NEW discount /BBL FOB**

### **4) JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54) Origin Rusian**

- Quantity MINIMUM 500.000 – MAXIMUM 10.000.000Barrels x 12 months
- Price - **\$38/36USD Gross/Net** ,per BBL **CIF ASWP**
- PRICE: **\$33-31 USD** per BBL **FOB: Rotterdam/ Houston/Primorsk -Ust - Luga**
- **PRICE:10\$/8 Minus Platts NEW discount /BBL FOB.**

### **5) D6 VIRGIN FUEL OIL Origin Rusian**

- Quantity 100.000.000 G. week and Maximum 800.000.000 Galons per week x 52 weeks with R/E.
- Price - **\$0,72 / 0,70USD Gross/Net** ,per GAL. **CIF ASWP**
- Price -**\$0,65 / 0,63\$** per Gallon **On FOB Basis : Houston / Rotterdam / Primorsk.**

### **6) DIESEL EN 590 10 ppm: Origin Rusian**

- Quantity MINIMUM 50.000 MT – MAXIMUM 200.000 MT X 12 MONTHS
- Price - **\$260 / 250USD Gross/Net** ,per MT **CIF ASWP**
- Price - **USD 240 / 230 \$** per MT **On FOB Basis : Novorossiysk/Vladivostok/Rotterdam/ Primorsk**
- Price - **\$36/26 Minus Platts discount /MT FOB.**



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#### 7) GASOIL 500ppm / 50ppm

- Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months
- Price - **\$280/270USD Gross/Net** ,per MT **CIF ASWP**

#### 8) AGO Automotive Gas Oil Flashpoint 66..... Origin Russian

- Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months
- Price - **\$260/250USD Gross/Net** ,per MT **CIF ASWP**

#### 9) (REBCO) RUSSIAN EXPORT BLEND CRUDE OIL Origin Russian

- Quantity Minimum 500.000 BBL Maximum 10.000.000 BBL X MONTH with R/E.
- Price - **\$52 / 50USD Gross/Net** ,per BBL **CIF ASWP**
- Price - **USD 48 / 46 \$** per bbl **On FOB Basis** : Novorossiysk/Vladivostok/Rotterdam/ Primorsk
- **PRICE: \$9/7Minus Platts discount /BBL FOB: Rotterdam/Primorsk Ust - Luga**

#### COMMISSIONS:

*Commission is the difference between price GROS and price NET.*

**Seller pays commission of Seller and Buyer side.**

The Total commissions **WITH THE FOLLOWING DISTRIBUTION:**

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries. **(only one pay master)**

Specification Standard

In FOB: Injection time 2-3 days

In CIF: Shipment time 20-25 days

Inspection SGS or Equivalent

*The refinery can realize and serve any variation in the specifications as products, if the Buyer asks for it in the ICPO.*

#### PROCEDURES DIP & PAY FOB:

#### Dip Test on Seller tank before injection into buyer hire tank

1. BUYER ISSUES ICPO + COMPANY PROFILE to the Sales Director of:  
TRANS MAGISTRAL NEFT LLC, Mr. DMITRYAKHA ANDREY VIKTOROVICH, General Director.  
Via: Mr. José Casas (Ofertas-commodities)

2) Seller issue Commercial Invoice (CI) for Buyer to countersign and return to Seller signed CI along TSA for Seller approval.

3) Seller issue POP documents to Buyer:

- a) Commitment to supply, b) Certificate of Origin, c) Authorization To Sell, d) License Certificate,
- e) Statement of availability of product, f) Notice of Readiness to Commence Injection of the Product

4) Buyer provide to Seller

- A. Empty tank to receive fuel (TSR), B. Authorization to Verify, C. Ready to Receive



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5) Seller provide buyer

a) Dip Test Authorization, b) Pre Injection Report, c) Tank with fuel to inject in buyer tank, d) Authorization to Verify, e) Fresh SGS to Buyer

6) Buyer Send SGS to conduct Dip test and SGS issue SGS report to buyer

7) Seller inject fuel into buyer tank and Buyer Pays by MT103 against SGS report

8) Seller issue Title ownership documents to buyer.

9) Seller pays commission to Seller Side and Buyer Side

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, (only one pay master)

10) Buyer open SBLC/MT760 for monthly shipment and Seller open 2%PB to buyer

11) Seller inject fuel into buyer tank and Buyer Pays by MT103 against SGS report and Seller issue Title ownership documents to buyer and Commission against IMFPA agreement.

**TERMS OF SALE SPOT FOB Tank to VESSEL.**

**Procedures:**

1) BUYER ISSUES ICPO + COMPANY PROFILE to the Sales Director of:  
TRANS MAGISTRAL NEFT LLC, Mr. DMITRYAKHA ANDREY VIKTOROVICH, General Director.  
Via: Mr. José Casas (Ofertas-commodities)

2) Seller issue Commercial Invoice (CI) for Buyer to countersign and return to Seller signed CI and Buyer provide CPA for approval .

3) Seller issue POP documents and send directly to buyer email address the following: Commitment to supply, Certificate of Origin, Q&Q done by indigenous lab at port of Origin, Notice of Readiness to Commence Injection of the Product into buyer Vessel, Authorization To Sell,) License Certificate.

5. Buyer Within three (3) banking Days, Buyers bank Send Swift Operative Irrevocable Confirmed Standby letter of Credit (SBLC) Via Swift MT760 to Seller Fiduciary company bank outside Russia, and provide Q88 and Readiness To Receive the Fuel into the Vessel (RTRF) to Seller.

5) Seller provide to buyer Dip Test Authorization, Pre-Injection Report, Tank with fuel to inject in buyer Vessel, Authorization to Verify, Fresh SGS to Buyer .

6) Seller Transfer fuel into buyer Vessel

7) Upon Buyer lift fuel into their own Vessel and after the buyer make payment via MT103/T/T against lifted quantity to Seller nominated bank.

8) Seller issue Title ownership documents to buyer upon confirm buyer payment.

9) Seller pays commission to Seller Side and Buyer Side

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, (only one pay master)

10) Buyer open SBLC/MT760 for monthly shipment and Seller open 2%PB to buyer



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- 11) Seller inject fuel into buyer Vessel and Buyer Pays by MT103 against SGS report and Seller issue Title ownership documents to buyer.

## PROCEDURES FOB VESSEL TO VESSEL:

### TERMS OF SALE SPOT Vessel to vessel

- 2) BUYER ISSUES ICPO + COMPANY PROFILE to the Sales Director of:  
TRANS MAGISTRAL NEFT LLC, Mr. DMITRYAKHA ANDREY VIKTOROVICH, General Director.  
Via: Mr. José Casas (Ofertas-commodities)
- 2) Seller issue Commercial Invoice (CI) for Buyer to countersign and return to Seller signed CI and Buyer provide CPA for approval .
- 3) Seller issue POP documents and send directly to buyer email address the following: Commitment to supply, Certificate of Origin, Q&Q done by indigenous lab at port of Origin, Notice of Readiness to Commence Injection of the Product into buyer Vessel, Authorization To Sell, ) License Certificate.
- 4) Buyer provide Q88 and Readiness To Receive the Fuel into the Vessel (RTRF) to Seller.
- 5) Seller provide to buyer Dip Test Authorization, Pre-Injection Report, Tank with fuel to inject in buyer tank, Authorization to Verify, Fresh SGS to Buyer and Buyer Send SGS to conduct Dip test and SGS issue SGS report to buyer
- 6) Seller Transfer fuel into buyer Vessel
- 7) Upon Buyer lift fuel into their own Vessel and after the buyer make payment via MT103/T/T against lifted quantity to Seller nominated bank.
- 8) Seller issue Title ownership documents to buyer upon confirm buyer payment.
- 9) Seller pays commission to Seller Side and Buyer Side
  - The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
  - The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, (only one pay master)
- 10) Buyer open SBLC/MT760 for monthly shipment and Seller open 2%PB to buyer
- 11) Seller inject fuel into buyer Vessel and Buyer Pays by MT103 against SGS report and Seller issue Title ownership documents to buyer.

## OR ..... ALTERNATIVE PROCEDURE FOR FOB SPOT:

### **BANK OPERATIONAL PROCEDURE (100% NOT NEGOTIABLE ) FOR OUR INVESTOR TO HELP PAY ALL COST ONBEHALF OF CLIENT TERMS OF SALE SPOT**

1. Buyer send ICPO BUYER ISSUES ICPO + COMPANY PROFILE to the Sales Director of:  
TRANS MAGISTRAL NEFT LLC, Mr. DMITRYAKHA ANDREY VIKTOROVICH, General Director.  
Via: Mr. José Casas (Ofertas-commodities)
2. Seller send CI

**3. Buyer sign and Seller back to Seller**

**4. Seller issue Commitment to supply, Certificate of Origin, ATS(Authorization To Sell) License certificate, to buyer via official email address**

**5. Buyer issue Guarantee of payment Operative Standby Letter of credit via MT760 to Seller(Fiduciary) bank outside Russia and provide swift copies to Seller**

**6. Seller Fiduciary verify the bank Instrument and Fiduciary paid for tank and injection of the fuel into the hire tank and bear all internal and external included in this transaction till the buyer conduction full dip test of the fuel..**

**7. Seller move the fuel to Port and inject fuel into the hired tank and issue DTA/ATV/ Fresh SGS/TSR with(GPS),PIR/Q88/BL to buyer**

**8. Buyer conduct dip test in hired tanks by SGS or Agent and Buyer authorize Payment for the Fuel via MT103 or T/T and Seller transfer the ownership of the tank to buyer and along with Title documents to buyer.**

**9. Seller pays commission to Seller Side and Buyer Side**

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, **(only one pay master)**

**10. For monthly Seller Fiduciary will total face value of 11 Months of 2% PB to buyer bank and Seller move the fuel to Port Rotterdam and inject fuel into the hired tank and issue DTA/ATV/ Fresh SGS/TSR with(GPS),PIR/Q88/BL to buyer and buyer dip test and pay via MT103/T/T this will continue till the 12 months delivery is completed.**

**PROCEDURES FOR CIF ASWP CONTRACT.**

**1. Buyer send ICPO BUYER ISSUES ICPO + COMPANY PROFILE to the Sales Director of: TRANS MAGISTRAL NEFT LLC, Mr. DMITRYAKHA ANDREY VIKTOROVICH, General Director. Via: Mr. José Casas (Ofertas-commodities)**

**2. Seller Issues Contract Open for Amendments.**

**3. Buyer Counters Sign and Seals the Contract And Sends Via E-Mail To Seller.**

**4. Seller issue proforma invoice and Partial POP documents to buyer via Seller Official email address to Buyer official Email address on listed below**

**A. Copy of License certificate**

**B. Copy of Statement of Availability of the product.**



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C. Copy of Proforma Invoice, Commitment to supply, Certificate of Origin, Q&Q done by indigenous lab at port of Origin, Authorization To Sell, ) .

5. Buyer Within three (3) banking Days, Buyers bank Send Swift Operative Irrevocable Confirmed Standby letter of Credit (SBL) Via Swift MT760 to Seller Fiduciary company bank outside Russia.

6. Seller 2%PB to buyers for Guarantee Monthly shipment and Commences and issue full POP and shipping documents Including (against shipment Documents (Q88, SGS report certificate , Bill of Lading ), and also test report) to buyer/Bank.

7. Ship arrives at port destination port and conduct inspection on the goods and Buyer release payment to seller bank after inspection at port 100% payable for each shipment within 3 banking days upon the cargo passed SGS and receipt of all the relevant payment documents .

8. Seller pays commission to Seller Side and Buyer Side

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities.
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries, (only one pay master)

**Note :**

**Buyer can open 70% of first shipment face value cost and valid for 366 Days if they can't be able to open SBL for the full first month face value cost.**

-----WE DO NOT ACCEPT ANY ICPO WITH OTHER PROCEDURE-----

*These procedures, prices and conditions, are not negotiable.*

*The Seller only accepts documents submitted with its format, If the Buyer's request, we can send ICPO template used by the Seller.*

Best regards: **Mr. Jose Casas**

**President of Ofertas-Commodities &  
Seller Mandate of TRANS MAGISTRAL NEFT LLC**

REFINERY / SUPPLIER: **TRANS MAGISTRAL NEFT LLC**

REPRESENTED BY: **Mr. DMITRYAKHA ANDREY VIKTOROVICH**

TITLE: **GENERAL DIRECTOR**

José Casas  
Presidente  
  


  


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