



DESIGNBUREAU

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Reference number 017/3

USA – Canada – Europe

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w.i.m.c.

S.C.O.

Ladies and gentlemen! We are pleased to offer you the following product:

PRODUCT	AVIATION KEROSENE COLONIAL GRADE JP54 JET FUEL
MINIMUM LIFTABLE	5 MILLION BBLs MONTHLY
MAXIMUM	12 MILLION BBLs MONTHLY
CONTRACT	12 MONTHS with R&E
PRICE	Discount 5% of the PLATTS EUROPEAN MARKETSCAN arithmetic mean price for the last 3 days before loading day of each LIFT
ORIGIN	RUSSIA
DELIVERY TERMS	CIF any port in the World
INSPECTIONS	SGS or Equivalent

Quality of Aviation Kerosene (JP54) delivered shall meet (but not limited to)

the below stated specification: COMPONENT	UNIT	MIN	MAX
DERIVED PRODUCT		AVIATION KEROSENE	
QUALITY		JET FUEL COLONIAL GRADE 54	
ORIGIN		RUSSIA	
ADDITIVES			
COMBUSTION PROPERTIES			
Antioxidant in hydro processed fuel	mg/l	min 17	max 24
Antioxidant non-hydro processed fuel	mg/l		max 24
Static dissipater first doping ASA-3	mg/l		max 1
Stadis 450	mg/l		max 3
COMBUSTION PROPERTIES			
Composition			
Specific energy,	net mj/kg	min 18.4	D4808
Smoke point	mm	min 19	D1322
Luminometer number min 45 D1740 Naphtalenes	% vol	max 3	D1840
PROPERTY			
Composition			
Total Acidity mg	KOH/g	max 0.01	354 D3242
Aromatics	% vol	max 22.0	158 D1318
Sulphur, Total	% mass	max 0.30	107 D1266/2622
Sulphur, Mercaptan	% mass	max 0.003	342 D3227
Doctor, test	30		D4952
VOLATILITY			

Initial Boiling Point	Centigrade	Max	Report 123 D96
10% vol at C		240	
20% vol at C		Report	
50% vol at C		Report	
80% vol at C		Report	
End point	Centigrade	Max	300
Recovered ridicules	% vol,	Max	1.5
Loss	% vol,	Max	1.5
Flesh Point	Centigrade	Max	42 170/303 D56/3828

TRANSACTION PROCEDURE #1

- 1- Buyer issues ICPO with this working procedure and with fresh POF (according to the given format).
- 2- Seller Issues FCO of the product to the Buyer.
- 3- Then parties discuss, agree and sign the contract (Agreement of Purchase and Sale).
- 4- Seller issues the Buyer the following POP documents:

Commitment Letter to Supply,

Injection Report (IR)

Authorization to Verify (ATV)

Tank Storage Receipt (TSR) with barcode and GPS Coordinates for Buyer to contact the Tank Farm to verify the product with Tank Farm Company operator.

- 5- Within 24/48 hours upon receiving the documents from Seller, Buyer proceeds to extend sellers leased Tanks for a minimum of 4 calendar days to enable his SGS team dip test on the product in the Seller Tanks.
- 6- Seller issues the Buyer the Dip test authorization.
- 7- Upon successful Dip Test in Seller's port Tanks of first LIFT, Buyer makes payment for the first and last month LIFT via automatic SWIFT MT103.
- 8- Then, upon delivering of each next consignment (except last month LIFT) to the destination port, Buyer makes Payment for it via automatic SWIFT MT103.

TRANSACTION PROCEDURE #2

- 1- Buyer issues ICPO with this working procedure, including the details of the bank, which will issue SBLC for this deal.
- 2- Seller Issues FCO of the product to the Buyer.
- 3- Then parties discuss, agree and sign the contract (Agreement of Purchase and Sale).
- 4- Within 72 hours upon signing the Contract, Buyer issue SBLC in favor of Seller for the

annual amount of the product.

5- Immediately after that the Seller issues a Lloyds performance-Bond to the Buyer for 5% of the total annual contract amount. And the received SBLC will only be valid after the Buyer receives the performance-Bond.

6- Seller issues the Buyer the Dip test authorization.

7- Then, upon successful Dip Test in Seller's port Tanks and delivering of each next consignment to the destination port, Buyer makes revolving payment for each delivered consignment via automatic SWIFT MT103.

8- Upon payment for each delivered consignment, the total amount of issued SBLC automatically reduced for this payment amount, and after successful payment for the total annual amount of the product, the SBLC amount becomes zero.

Sincerely,

**Chairman of the Board
of "DesignBureau" directors**

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Dr. A. Vyshensky



Sample document
used by fr...sters