



A VAN BILJON COMMODITY BROKERS
South Africa

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SOFT OFFER

USED RAILS and HMS 1&2 (EUROPE/ SOUTH AMERICA)

We, A VAN BILJON COMMODITY BROKERS, on behalf of the end Sellers Mandate, hereby state, that we are ready, willing and able to sell the following commodity, according to terms and conditions as stated below.

PRICES USD/MT, CIF, ASWP.

USED RAILS:

30,000 MT – 60,000 MT X 12 MONTHS CONTRACT - USD275.00/MT
90,000 MT – 180,000 MT X 12 MONTHS CONTRACTS - USD245.00/MT

HMS 1&2:

30,000 MT – 60,000 MT X 12 MONTHS CONTRACT – USD255.00/MT
90,000 MT – 180,000 MT X 12 MONTHS CONTRACT – USD245.00/MT

\$10.00 less for using a BG or SBLC (1 MONTH) payment.

ABOVE PRICES ARE SUBJECT TO CHANGE AND ARE ONLY FOR SOFT QUOTING PURPOSES

- ORIGIN: EUROPE, SOUTH AMERICA
- LENGTH IS FROM 6M TO 12M IN BULK ADD USD5.00 FOR CUTTING OF 1.50M
- ALL THE PRICES INCLUDE USD1.00/MT COMMISSION
- MORE COMMISSION CAN BE ADDED, 40 % SELLER – 60% ALL GROUPS
- SHIPMENTS WITH 30,000MT VESSELS
- INSPECTION SGS AT LOADING PORT AT SELLERS COST
- PBG WILL BE PROVIDED FOR THE VALUE OF 2%.

PAYMENT TERMS:

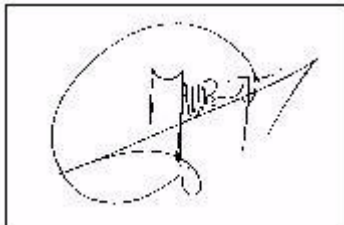
1. By Irrevocable, SBLC equal to the value of 1 months shipments, payable at sight valid for the period of 12 months and one (1) day from the date of issue. Payment for each shipment shall be effected by Telex Transfer (TT) at sight upon presentation by the Seller of all agreed documents required for payment. (USD10/MT less).
2. ARDLC MUST BE SEND WITH 1 MONTH BG/SBLC (USD10/MT less).
3. An ARDLC (Automatic Revolving Documentary Letter of Credit/ Transferable) can be use with no BG.

PROCEDURES:

1. BUYER ISSUES LOI or ICPO + BCL from top 25 Bank.
2. SELLER ISSUES FCO / DRAFT CONTRACT.
3. BUYER SENDS DRAFT CONTRACT SIGNED SELLER SENDS FINAL CONTRACT.
4. BUYER OPENS NON OPERATIVE PAYMENT INSTRUMENT.
5. SELLER SENDS THE 2 % PERFORMANCE BOND WHICH ACTIVATES THE PAYMENT.
6. INSTRUMENT. SHIPMENT COMMENCES AS PER THE TERMS OF THE CONTRACT.

BUYER CAN VISIT THE YARD WITH BCL AND FINANCE INSTRUMENT VERBIAGE FROM THE BANK AND COMMITMENT LETTER FROM THE BANK TO RELEASE IN WITHIN _____ DAYS AFTER THE VISIT YARD.

Best Regards,



A VAN BILJON
On behalf of A van Biljon Commodity Brokers