



**A VAN BILJON COMMODITY BROKERS**  
**South Africa**

18 Hugenoet Road  
Worcester  
6850  
South Africa

Faks. 086 661 5927 Fax  
Sel. 076 922 7755 Cell.

Epos/ Email: [avanbiljonpropertygroup@gmail.com](mailto:avanbiljonpropertygroup@gmail.com)

**OFFER**

**ORDINARY PORTLAND 42.5 N & R CEMENT**  
**International Standards**  
**EN197 1/2000, ASTM C 150 or BS 12/1996**

Our supplier has built up extremely strong relationships with some of the largest suppliers of Ordinary Portland Cement (OPC) trading today.

They hold mandates with several suppliers consisting of Resellers, Hedge Funds and direct manufacturing companies worldwide.

We are therefore able to supply 32.5, 42.4 and 52.5 Cement.

SABS (South Africa), GOST (Russia), EQM (UAE) and SONCAP (Nigeria) Certified Cement can also be supplied.

Please see six (6) offers below (pages 2 to 7). We are sure that one or more of the offers will be of interest to you. Spot Purchase Contracts are also available (see page 8).

We did our best to compile the 11 page Cement Offer in detail. However if you have any additional questions please feel free to contact us.

We assure you of our best and prompt service!

Sincerely yours,

Andre van Biljon  
On behalf of A van Biljon Commodity Brokers

**SUPPLIER 1 (Quote reference Global):****PRICING PER METRIC TON:** (Total volume over 12 months)

| 12 Month Volume (mt) |    | 12 Month Volume (mt) | Price per mt               |
|----------------------|----|----------------------|----------------------------|
| 150,000              | to | 299,000              | US\$79.00                  |
| 300,000              | to | 449,000              | US\$75.00                  |
| 450,000              | to | 559,000              | US\$71.00                  |
| 600,000              | to | 1,199,000            | US\$69.00                  |
| 1,200,000            | to | 4,799,00             | US\$66.00                  |
| 4,800,000            | to | 7,999,000            | US\$64.00                  |
| 8,000,000            | to | 11,999,000           | US\$62.00                  |
| 12,000,000           | to | 17,999,000           | US\$60.00                  |
| 18,000,000           | to | 24,999,000           | US\$58.00                  |
| 25,000,000mt         |    | AND MORE             | Price available on request |

Requires a mandatory 1 Month Bank Guarantee based on a 12 month contract to be in placed for a minimum period of 13 months with monthly payment by SWIFT MT103/23, TT or RDLC. International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.

- The quoted prices above include US\$1 per mt (50% to our company).
- “Overpricing” is not allowed.
- Origin is European.
- Pricing is based on the first years annual volumes
- Prices are CIF basis only.
- **32.5 Cement** is US\$5 per mt less.
- **52.5 Cement** is US\$5 per mt more.
- **SABS Certified Cement** (South Africa) - Add US\$5 per mt.
- **GOST Certified Cement** (Russia) - Add US\$20 per mt.
- **EQM Certified Cement** (UAE) - Add US\$10 per mt.
- **SONCAP Certified Cement** (Nigeria) - Add US\$25 per mt.
- Packing in 50kg bags in 1-2 mt sling bags or bulk in Big Bags of 1-2 mt or Bulk.
- Packing can be in bulk Big Bags, 1, 1,5 or 2 mt or in self discharging pneumatic vessels. 50kg or 25kg pockets of Kraft 3 ply waterproof can also be shrink wrapped.
- Shipments are fully insured at seller’s expense.
- All compartments are sealed and waterproofed on board vessels.
- Cannot supply on pallets.

**SUPPLIER 2 (Quote reference UKIA):****PRICING PER METRIC TON:** (Total volume over 12 months)

| 12 Month Volume (mt) | Monthly Volume (mt) | Price per mt |
|----------------------|---------------------|--------------|
| 150,000              | 12,500              | US\$79.00    |
| 300,000              | 25,000              | US\$76.00    |
| 600,000              | 50,000              | US\$75.00    |
| 900,000              | 75,000              | US\$74.00    |
| 1,200,000            | 100,000             | US\$73.00    |
| 1,800,000            | 150,000             | US\$71.00    |
| 2,400,000            | 200,000             | US\$70.00    |
| 3,600,000            | 300,000             | US\$69.00    |
| 4,800,000            | 400,000             | US\$68.00    |
| 6,000,000            | 500,000             | US\$67.00    |
| 9,000,000            | 750,000             | US\$65.00    |
| 12,000,000           | 1,000,000           | US\$63.00    |
| 15,000,000           | 1,250,000           | US\$61.00    |

Requires a mandatory 1 Month Bank Guarantee based on a 12 month contract to be in placed for the contract period, with monthly payment by MT103/23. International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.

- The quoted prices above include US\$1 per mt (50% to our company).
- “Overpricing” is not allowed.
- TTM available after agreed contract agreements.
- Pricing is based on the first years annual volumes
- Pricing is CIF basis only.
- **32.5 Cement** is US\$5 per mt less.
- **52.5 Cement** is US\$5 per mt more.
- **SABS Certified Cement** (South Africa) - Add US\$7 per mt.
- **GOST Certified Cement** (Russia) - Add US\$20 per mt.
- Origin will be Brazil, Ukraine, Russia, Romania, CIS Countries or at seller’s option, but excluding China.
- Packing in 50kg bags in 1-2 mt sling bags or bulk in Big Bags of 1-2 mt or Bulk.
- Packing can be in bulk Big Bags, 1, 1,5 or 2 mt or in self discharging pneumatic vessels. 50kg or 25kg pockets of Kraft 3 ply waterproof can also be shrink wrapped.
- Shipments are fully insured at seller’s expense.
- All compartments are sealed and waterproofed on board vessels.
- Cannot supply on pallets.

**SUPPLIER 3 (Quote reference HG):****PRICING PER METRIC TON:** (Total volume over 12 months)

| 12 Month Volume (mt) | Monthly Volume (mt) | Price per mt |
|----------------------|---------------------|--------------|
| 150,000              | 12,500              | US\$77.50    |
| 300,000              | 25,000              | US\$76.50    |
| 600,000              | 50,000              | US\$75.50    |
| 900,000              | 75,000              | US\$74.50    |
| 1,200,000            | 100,000             | US\$73.50    |
| 1,800,000            | 150,000             | US\$72.50    |
| 2,400,000            | 200,000             | US\$71.50    |
| 3,600,000            | 300,000             | US\$70.50    |
| 4,800,000            | 400,000             | US\$68.50    |
| 6,000,000            | 500,000             | US\$65.50    |
| 9,000,000            | 750,000             | US\$61.50    |

Payment Requirements: A mandatory 2 or 3 month SBLC or BG with monthly payment by MT103/23 (based on 12 month contract). **Other payment methods are considered.**

- The quoted prices above include US\$1,50 per mt (50% to our company).
- Premier European Cement manufacturers.
- Pricing is CIF basis only.
- **32.5 Cement** is US\$5 per mt less.
- **52.5 Cement** is US\$5 per mt more.
- **SABS Certified Cement** (South Africa) - Add US\$7 per mt.
- **GOST Certified Cement** (Russia) - Add US\$20 per mt.
- Origin will be European only.
- International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.
- Packing in 50kg bags in 1-2 mt sling bags or bulk in Big Bags of 1-2 mt or Bulk.
- Packing can be in bulk Big Bags, 1, 1,5 or 2 mt or in self discharging pneumatic vessels. 50kg or 25kg pockets of Kraft 3 ply waterproof can also be shrink wrapped.
- Shipments are fully insured at seller's expense.
- All compartments are sealed and waterproofed on board vessels.
- Cannot supply on pallets.
- Please contact us for volumes bigger than 15,000,000mt per annum.

**SUPPLIER 4 (Quote reference ZAI):****PRICING PER METRIC TON:** (Total volume over 12 months)

| 12 Month Volume (mt) | Monthly Volume (mt) | Price per mt |
|----------------------|---------------------|--------------|
| 300,000              | 25,000              | US\$84.50    |
| 600,000              | 50,000              | US\$83.50    |
| 900,000              | 75,000              | US\$82.50    |
| 1,200,000            | 100,000             | US\$81.50    |
| 1,800,000            | 150,000             | US\$80.50    |
| 2,400,000            | 200,000             | US\$79.50    |
| 3,600,000            | 300,000             | US\$78.50    |
| 4,800,000            | 400,000             | US\$77.50    |
| 6,000,000            | 500,000             | US\$76.50    |
| 9,000,000            | 750,000             | US\$75.50    |
| 12,000,000           | 1,000,000           | US\$74.50    |
| 15,000,000           | 1,250,000           | US\$73.50    |

Payment Requirements: Guaranteed payment via an Irrevocable Transferable Revolving Documentary Letter of Credit (IRDLC), revolving at the average monthly shipment volume and will revolve up to the total value of the contract.

- The quoted prices above include US\$0,50 per mt (50% to our company).
- International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.
- Pricing is CIF basis only.
- **32.5 Cement** is US\$2 per mt less.
- **52.5 Cement** is US\$5 per mt more.
- **SABS Certified Cement** (South Africa) - Add US\$7 per mt.
- **GOST Certified Cement** (Russia) - Add US\$20 per mt.
- Origin will be USA, Canada, South America, Europe or seller's option..
- Packing in 50kg bags in 1-2 mt sling bags or bulk in Big Bags of 1-2 mt or Bulk.
- Packing can be in bulk Big Bags, 1, 1,5 or 2 mt or in self discharging pneumatic vessels. 50kg or 25kg pockets of Kraft 3 ply waterproof can also be shrink wrapped.
- Shipments are fully insured at seller's expense.
- All compartments are sealed and waterproofed on board vessels.
- Cannot supply on pallets.
- Please contact us for volumes bigger than 15,000,000mt per annum.

**SUPPLIER 5 (Quote reference IT):****PRICING PER METRIC TON:** (Total volume over 12 months)

| 12 Month Volume (mt) | Monthly Volume (mt) | Price per mt |
|----------------------|---------------------|--------------|
| 600,000              | 50,000              | US\$84.00    |
| TO                   |                     |              |
| 48,000,000           | 4,000,000           | US\$64.00    |

Italian owned cement plants located in Europe, USA, Mexico and South America. This supply is direct from the manufacturers of the cement (not allocation or title holders). The end buyer deals directly with manufacturer - no exceptions.

Payment Terms: Requires a mandatory fully funded 1 month Bank Guarantee or Standby Letter of Credit to be in place for the contract period with monthly payment by Irrevocable Revolving Documentary Letter of Credit. International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.

- The quoted prices above include US\$1,00 per mt (50% to our company).
- “Overpricing” is not allowed.
- International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.
- Pricing is based on the first years annual volumes
- Pricing is CIF basis only.
- Possible discounts on price available.
- **32.5 Cement** available - price on request.
- **52.5 Cement** available - price on request.
- **SABS Certified Cement** (South Africa) available - price on request.
- **GOST Certified Cement** (Russia) available - price on request.
- Origin will be Europe, USA, Mexico and South America only.
- Packing to be agreed between end buyer and manufacturer.

**SUPPLIER 6 (Quote reference ZA2):****PRICING PER METRIC TON:** (Total volume over 12 months)

| 12 Month Volume (mt) | Monthly Volume (mt) | Price per mt |
|----------------------|---------------------|--------------|
| 300,000              | 25,000              | US\$76.00    |
| 600,000              | 50,000              | US\$74.00    |
| 900,000              | 75,000              | US\$72.00    |
| 1,200,000            | 100,000             | US\$71.00    |
| 1,800,000            | 150,000             | US\$69.00    |
| 2,400,000            | 200,000             | US\$68.00    |
| 3,600,000            | 300,000             | US\$67.00    |
| 4,800,000            | 400,000             | US\$65.00    |
| 6,000,000            | 500,000             | US\$62.00    |
| 9,000,000            | 750,000             | US\$60.00    |
| 12,000,000           | 1,000,000           | US\$59.00    |
| 15,000,000           | 1,250,000           | US\$58.00    |

Payment terms: Volumes below 1,000,000mt per annum requires a Fully Funded Revolving SBLC valid for 16 months based on a 12 months contract. Guaranteed payment via an Irrevocable Transferable Revolving Documentary Letter of Credit (IRDLC), revolving at the average monthly shipment volume and will revolve up to the total value of the contract. For volumes above 1,000,000mt per annum require a 3 month SBLC or BG to be in place for the contract period and valid for 16 months with monthly payment by TT (based on 12 month contract). For payments by monthly revolving DLC, a 1 month Bank Guarantee or SBLC can be requested.

- The quoted prices above include US\$1,00 per mt (50% to our company).
- “Overpricing” is not allowed.
- International Standard of ASTM C 150 or BS 12/1996.
- EN197 1/2000 (specially from European manufacturers) on application.
- Pricing is based on the first years annual volumes
- **32.5 Cement** is US\$5 per mt less.
- **52.5 Cement** is US\$5 per mt more.
- **SABS Certified Cement** (South Africa) - Add US\$7 per mt.
- **GOST Certified Cement** (Russia) - Add US\$20 per mt.
- Origin will be at seller’s option, but excluding China.
- Please contact us for volumes bigger than 15,000,000mt per annum.
- Other terms and conditions are available from our seller.

**SPOT PURCHASE CONTRACTS (Quote reference GEX):****PRICING PER METRIC TON:**

| Quantity | Price per mt |
|----------|--------------|
| 12,500   | US\$89.00    |
| 25,000   | US\$88.00    |
| 37,500   | US\$87.00    |
| 50,000   | US\$86.00    |
| 75,000   | US\$85.00    |
| 100,000  | US\$84.00    |

Payment Requirements: Monthly payment by DLC or TT (a mandatory shipment value of SBLC or BG may be required). **Other payment methods are considered.**

- The quoted prices above include US\$3,00 per mt (50% to our company).
- “Overpricing” allowed by negotiation.
- Premier European Cement manufacturers.
- Pricing is CIF basis only.
- **32.5 Cement** is US\$5 per mt less.
- **52.5 Cement** is US\$5 per mt more.
- **SABS Certified Cement** (South Africa) - Add US\$7 per mt.
- **GOST Certified Cement** (Russia) - Add US\$20 per mt.
- Origin will be European only.
- International Standard of EN197 1/2000, ASTM C 150 or BS 12/1996.
- Packing in 50kg bags in 1-2 mt sling bags or bulk in Big Bags of 1-2 mt or Bulk.
- Packing can be in bulk Big Bags, 1, 1,5 or 2 mt or in self discharging pneumatic vessels. 50kg or 25kg pockets of Kraft 3 ply waterproof can also be shrink wrapped.
- Shipments are fully insured at seller’s expense.
- All compartments are sealed and waterproofed on board vessels.
- Cannot supply on pallets.

**COMMODITY GRADES:**

International Standard DIN EN 196 or British Standard 12/1996 or American Standard C-150 or European Standard EN 197-1:2000.

**MINIMUM ORDER QUANTITY:**

150,000mt unless otherwise specified within supplier's details.

**DELIVERY PORTS:**

ASWP - Provided it is suitable, capable and a secure US/UN sanctioned port.

**DELIVERY TERMS:**

12 Months contracts, with options for extension from 8th to 10th month onwards.

**ORIGIN:**

Our seller's choice unless specified above within supplier's details, but NOT China.

**SHIPMENTS:**

12,500mt, 25,000mt or 50,000mt vessel sizes.

**PACKING:**

Packing in 50kg bags in 1-2 mt sling bags or in self discharging pneumatic vessels. 50kg or 25kg pockets of Kraft 3 ply waterproof can also be shrink wrapped. Shipments are fully insured at seller's expense. All compartments are sealed and waterproofed on board vessels.

**PERFORMANCE BOND:**

Two Percent (2%) Performance Bond issued by the Seller to the value of the financial instruments provided by the Buyer, in favour of the Buyer.

**INSPECTION:**

SGS prior to loading.

**PROCEDURES:**

1. Buyer provides freshly dated (not older than 3 days) LOI/ICPO (draft available) and a Full Corporate Offer will be issued.
2. Return the Full Corporate Offer completed and signed correctly, together with an Irrevocable Corporate Purchase Order (ICPO), endorsed by buyer's bank and draft contract issued.
3. Optional - Simultaneously, if buyer immediately sends Proof of Funds by SWIFT MT799, within five (5) days, we will respond with Proof of Product by SWIFT MT799.
4. Within three (3) international banking days from the receipt of the Agreement by the Buyer, the buyer signs, seals and stamps the Agreement, and return it to the Seller for his signature, sealing and stamping.
5. Within three (3) international banking days from the receipt of this Agreement from the Buyer, duly signed, sealed and stamped by the Buyer, the Seller will sign, seal and stamp the Agreement and issue the Agreement to the Buyer.
6. Within three (3) international banking days of signing and exchanging the Agreement, the Buyer's bank will issue in favour of the Seller the financial instrument as per the Agreement and as to the value of US\$ (United States Dollars) as stated.
7. Within seven (7) international banking days of signing and exchanging the Agreement and from receipt of the financial instrument in accordance with the Agreement, Seller's bank will issue to Buyer's bank the Proof of Product and Performance Bond by SWIFT to activate payment instrument.
8. The initial shipment of 12,500mt or 25,000mt product loads within 30-45 days from the date of receipt, verification and authentication of buyer's financial instrument for total funds of US\$ (United States Dollars) at Seller's bank and continues until the Agreement quantity is shipped and delivered.

