



**FALMA EXPORT** offers, many products from the Italian market and from the international market (*sugar, sunflower oil, rapeseed oil etc*). **Falma Export** has direct agreements with important producers or, as the case, with "Sellers" of proven integrity and reliability. **Falma Export** is an authorized agent to issue Sco, Fco and to sign contracts in behalf of the Seller, too.

**Russian refineries are available (Crude oil, Mazut, D2, JP54, A1) at the best prices. We are direct mandate form the official Refinery Representative.**

**SOME ACRONIM LEGEND:** **CIF** Cost, Insurance & Freight (shipping); **BLC** Bank Comfort Letter; **DAP** Delivery At Place; **ICPO** Irrevocable Corporate Purchase Order; **LOI** Letter of interest.

**NOTE:** The following table, summarizes prices and procedures, according to the source, the manufacturers and/or the origin. Company selling, do not assume the responsibility for price increases that can be applied by refineries in the negotiation phase.

**The customer or our partners, after reading the procedures and payment terms below, will choose the most suitable business model, will issue an LOI, bringing back in the same, the preferred procedures for that specific purchase source.**

# VEGETABLE OILS

**SOURCE 1 RUSSIAN–UKRAINE-MALASYAN Refineries Consortium** **REFINED SUNFLOWER OIL, Palm oil, Rapeseed oil, soybean oil etc.**

**PROCEDURES min 2.000 MT Month By LC payment, non PB is released.**

## PROCEDURES:

1. BUYER SEND A LOI TO SELLER'S AGENT PROVIDE BY BANK COORDINATES AND REFERENCES.
2. SELLER'S AGENT ISSUES A FCO OR SCO AND SENDS IT DIRECTLY TO BUYER.
3. BUYER'S BANK ISSUE A RWA AND SENDS IT TO SELLER'S BANK BY SWIFT MT799 AND THE BUYER SENDS COPY OF THIS RWA TO SELLER'S AGENT.
4. THE BANK OF SELLER, CHECKED THE RWA, SENDS TO BUYER'S BANK A RWA BY SWIFT MT799 WITH A GUARANTEE THAT THE SELLER IS CAPABLE AND READY TO LOAD AND DELIVER ( POP OR SIMILAR DOCUMENTS) AS THE TWO BANKS HAVE AGREED .
5. THE SELLER, RECEIVED BY THE BUYER THE RWA APPROVAL, WITHIN 5 WORKING DAYS, ISSUES THE DRAFT CONTRACT (CTR ) AND SENDS IT TO THE BUYER, OPEN FOR ANY SIMPLE CHANGES.
6. THE BUYER, CHECKED THIS DOCUMENT, WITHIN 5 WORKING DAYS, SIGNS THE DRAFT CONTRACT AND SENDS IT TO THE SELLER'S AGENT.
7. THE SELLER CHECKS AND COUNTERSIGN THE DRAFT CONTRACT AND SENDS IT TO THE BUYER.
8. THE BUYER INSTRUCTS HIS BANK TO ISSUE, WITHIN 5 WORKING DAYS, THE GUARANTEE/FINANCIAL INSTRUMENT IN ONE OF THE FOLLOWING FORMS:
  - a. BG - BANK GUARANTEE
  - b. or SBLC – STANDBY LETTER OF CREDIT
9. THESE GUARANTEE MUST HAVE THE VALUE OF ONE MONTH SHIPMENT AND EQUAL TO THE CONTRACT DURATION AND ONE DAY. THESE GUARANTEE WILL BE SENT VIA SWIFT MT 760 TO THE BANK OF SELLER AND IN COPY TO SELLER'S AGENT.
10. THE SELLER'S BANK, CHECKING THE FINANCIAL INSTRUMENT, ISSUE A PERFORMANCE BOND (PB) 2% TOACTIVATE THE INSTRUMENT. THE SELLER REALIZES THE LOADING OF GOODS.
11. AFTER THE DELIVERY TO THE BUYER DESTINATION PORT, AFTER SGS TEST, AGAINST CONSIGNEES SHIPPING DOCUMENTS , THE BUYER WILL PAY WITH SWIFT MT 103 IN ACCORDANCE TO BUYER'S BANK AND SELLER'S BANK..

## SOURCE 2, UKRAINE SUNFLOWER OIL only:

PROCEDURES TERMS **SMALL QUANTITY** MOQ 25 MT. Preferable 500 MT month

**PAYMENT TERM.** THE BUYER RELEASE A WEEKLY BG

### PROCEDURES

1. The Buyer issues the LOI
2. The Seller or Seller's Agent send SCO or FCO issues to the Buyer who signs the document and returns it to Seller's Agents for acceptance.
3. Seller's Agent sends a draft contract (CTR) to the Buyer open for simple amendments.
4. The Buyer, within 5 working days, signs and sends back the Draft Contract to Seller' Agent signed and stamped
5. The Seller shall checks and countersign for acceptance the Draft Contract.
6. The Buyer with the CTR signed, pays Ex work and withdraw the goods

### GENERAL INFORMATIONS:



- We do not work on Buyer's Procedure
- Contracts are issued after receipt from the Buyer's countersigned FCO.
- No past performance documentation will be provided whether unsanitized or sanitized, as these documents are related to our clients and any such documentation produced to prospective buyers are deemed unethical and unprofessional.
- We know providing documents showing Past Performance serves, no purpose and are only used by some dishonest operators to lure buyers into a false sense of security.
- For legal and confidential reasons, we do not present historical data from other buyers, such as invoices for shipments in the past invoices from shippers, reports from S.G.S. laboratory tests, contracts, etc..., or any sample document that can be plagiarized or falsified.
- No trial shipments are permitted or allowed, unless a spot sale and a contract has been agreed at the appropriate unit metric ton price.

**If you don't agree to above Company Policy, we are very sorry, but we can't be your supplier and/or work with you.**

# Sample Bank Comfort Letter (BCL)

(IF REQUIRED BY THE SELLER)

(On Buyer's Bank Letter Head, (Including all details such as Address, Telephone, Facsimile, E-Mail, etc.)

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## Bank Comfort Letter (BCL)

Date: (Day, Month, and Year)

To: Dear

This is to confirm that our mutual clients (*namely*) maintain a banking account with us and is in good standing with our bank.

At their instructions we, (*full name of the bank*), with full authority and mandate hereby confirm that the said client is ready, willing and financially able to initiate the process of purchasing of (*requested product quantity*) metric tons of Russian \_\_\_\_\_ (*example: Mazut M100 Gost-10585-75*) Ordinary for the price of USD (*price per metric ton*) during the next (*duration of contract*) month(s) / year(s) and for the total value of USD (*total contract value*) subject to the seller, completing the Sales and Purchase Contract.

We, (*buyer's bank*), confirm our ability to issue in due course and after the signing of the Purchase Contract, required (*type of Letter of Credit*) Letter of Credit on behalf of our client and for the benefit of the seller, with full assurance for the full amount of the contract.

We certify that our client named above has sufficient funds and / or have credit facilities with our bank to complete the proposed transaction within the time period outlined in the above referenced contract.

Our client hereby gives authority to the seller to procure usual banker's references from our bank officer (*full name of bank officer*), whose direct phone number is .....

Yours sincerely

Signed by a senior level bank officer: .....

Full name of the signatory: .....

Designation of the signatory: .....

Clients' Name as written in account: .....

Account No / IBAN: .....

Bank Telephone No: .....

Bank's Fax No: .....

Bank SWIFT / Sort Code: .....

Bank stamp / seal: .....