

# Marimpex Ltd. & Co.

Foreign Trade Enterprise,  
Lublin, Poland,

Tel. +48... 81-745-83-26, Fax. +48...81-744-82-32, Mob. +48...691-862-491  
mail: [info@marimpex.net](mailto:info@marimpex.net) , website: <http://www.marimpex.net>

THE SPECIMEN: \*

Ref:  
Lublin

## SOFT OFFER\*

Dear Sirs,

We kindly wish to confirm with full corporate responsibility, that we, **Marimpex Ltd. & Co.**, are ready, willing and able to organize the transaction or sell the commodity with the following specifications, terms & conditions. Sales & Purchases will be conducted based on the international procedures shown below:

### **A.- PRODUCT**

- |                            |   |
|----------------------------|---|
| 1.- <u>Product</u> :       | <b>Used rails R50 &amp; 65</b>  |
| 2.- <u>Origin</u> :        | <b>Europe/USA</b>   |
| 3.- <u>Specification</u> : | <b>Steel Scrap for smelting<br/>See Appendix 1 Technical Specification.</b> |

### **B.- DELIVERY**

- |                               |   |
|-------------------------------|---|
| 4.- <u>Quantity</u> :         | <b>19,200,000 MT</b>  |
| 5.- <u>Deliveries</u> :       | <b>1,600,000 MT x 12 months</b>   |
| 6.- <u>Delivery date</u> :    | <b>The Seller shall deliver the total quantity of goods within 12 (twelve) months period in accordance with the Delivery Schedule CIF</b>   |
| 7.- <u>Packing</u> :          | <b>Loose in bulk</b>  |
| 8.- <u>Destination</u> :      | <b>ASWP (to be designated in the LOI/ICPO)</b>  |
| 9.- <u>Rate of shipment</u> : | <b>As per commercial contract</b>   |
| 10.- <u>Inspection</u> :      | <b>Inspection of goods will be confirmed on a certificate issued by the independent International Survey Company 'SGS', CIQ or CCIC at Seller's expense. Other quantity inspections at the port of unloading shall be at the Buyer's expense. In case of short/over weight exceeds +/- 5% the Buyer/Seller shall compensate the Buyer/Seller for the amount excluding the franchise on the basis of contracted price.</b> |

### **C.- PRICING**

- |                     |                              |
|---------------------|------------------------------|
| 11.- <u>Price</u> : | <b>US\$ 245 PMT/CIF/ASWP</b> |
|---------------------|------------------------------|

### **D.- PAYMENT TERMS**

12.- Payment terms:

1. Transferable LC payable 100% at sight at loading port /preferable/. The other could be accepted.
2. T/T Prepayment.

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13. -The Procedure /by electronic post organized/:

1. The Buyer, issues the LOI/ICPO & BCL only in the name of Marimpex Ltd. & Co. with his demand Signs, seals and sends to the Seller's side. We will start processing the request only when we receive the LOI/ICPO with complete banking details along with authorization for a soft probe and the BCL. Please send us the LOI/ICPO along with the BCL from the end Buyer or the entity making the payment. We do not want any Mandate/Agent sending us the LOI/ICPO.
2. The Seller's side issues the FCO, signs, seals and sends to the Buyer within 48 hours.
3. The Buyer accept the FCO and send back to the Seller's side within 48 hours.
4. The Seller issues the draft Contract to the Buyer within 48 hours..
5. The Buyer confirms his signature and seal the conditions of the draft contract with remarks and send back to the Seller. All above within 48 hours.
6. The Seller issues the final Contract, seals and sends to the Buyer by electronic mail within 48 hours and by the courier.
7. The Buyer sends back the final Contract, signed and sealed to the Seller by electronic mail within 48 hours and by the courier.
8. The Buyer's bank transfers the Proof of Funds (POF) and the Seller's bank responds with the Proof of Product (POP).
9. The Buyer issues the non-operative Letter of Credit within 5 banking days after date of Contract. The past performance is given, once the Non-operative LC is opened.
10. After receiving the Non-operative L/C, the Seller immediately issues active 2% the Performance Bond Guarantee to activate the Letter of Credit. Once the LC is operative a yard visit can be arranged for the Buyer.
11. The Contract is executed.

We are kindly looking forward to hearing you, soon.

Yours sincerely;

As the Seller:

**Janusz Wasilewski**  
**The President**  
**The Owner**

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