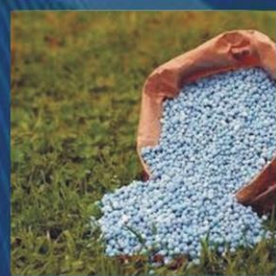
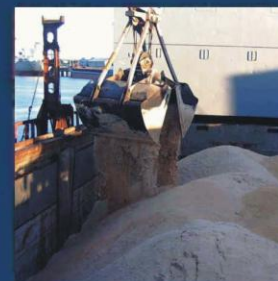
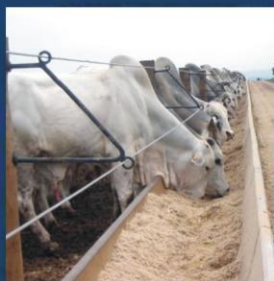
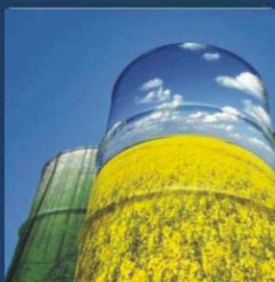
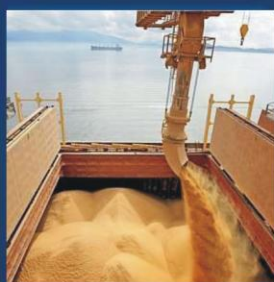


# SALES OF COMMODITIES

JFS BRAZIL | AGROBUSINESS

Reference May 2013



**BILINGUE**



# JFS Brazil

**AGROBUSINESS**

*Missão*

*"Promover o desenvolvimento sustentável ea competitividade do agronegócio em benefício da sociedade brasileira".*

*Mission*

*To "promote the sustainable development and the agribusiness competitiveness in benefit of the Brazilian society".*

**2013**

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Primeira edição: 2008 | Impresso: 2000 produção, distribuição, informações:

JFS BRAZIL | Agrobusiness

São Paulo. SP – Brasil

E-mail: [grupojfsbrazil@gmail.com](mailto:grupojfsbrazil@gmail.com)

Website: <http://grupojfsbrazil.weebly.com/agribusiness.html>

Coordenação Editorial: Departamento de Comunicação Social e Impresso no Brasil

Catálogo PRODUTO PARA VENDA

Biblioteca JFS Brazil – divisão de Agronegócios

Fornecimento. Divisão JFS BRAZIL AGRO - 1ª ed. – SÃO PAULO 2013

34 PAGINAS

Autor Grupo JFS Brazil

1 - AGROBUSINESS - Brasil. 2. Política de MARKETING DIRETO E APRESENTAÇÃO DE PRODUTOS E PROCEDIMENTOS STAFF (OPERACIONAIS) - Política. I. Título: JFS BRAZIL | Agro | PRODUTOS 2013

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*First edition: 2008 | Printed: 2000 production, distribution, information:*

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E-mail: [grupojfsbrazil@gmail.com](mailto:grupojfsbrazil@gmail.com)

Website: <http://grupojfsbrazil.weebly.com/agribusiness.html>

Editorial Coordination: Department of Media and Printed in Brazil

Cataloguing PRODUCT FOR SALE

Library JFS Brazil - Agribusiness Division

Supply. JFS BRAZIL AGRO Division - 1st ed. - SAO PAULO 2013

34 PAGES

Author Group JFS Brazil

1 - AGROBUSINESS - Brazil. 2. Policy DIRECT MARKETING AND PRESENTATION OF PRODUCTS AND PROCEDURES STAFF (OPERATING) - Politics. I. Title: JFS BRAZIL | Agro | PRODUCTS 2013

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**Continents who export:**

South America - North America - Eastern Europe - Western Europe  
Mid East - South East Asia - Eastern Asia - Africa



## MESSAGE FROM THE CEO

*Em um momento conturbado no mundo globalizado, e cheio de incertezas, estamos trabalhando arduamente para que o comércio internacional seja realizado dentro dos parâmetros dos órgãos reguladores (ICC) e OMC.*

*Para isto desejamos contar com pessoas serias para a efetivação de negócio, e não apenas lidar com aventureiros que aparecem a cada instante neste ramo. Acreditamos no indivíduo humano com documentos e não com palavras – isto nos trás e dá credibilidade junto a fornecedores, produtores, e empresas de exploração.*

*Hoje, somos a oitava empresa que opera commodities a partir da facilitação de negócios (unindo duas pontas para um bem comum) VENDEDOR X COMPRADOR.*

*Nossa visão de futuro, expressa em nosso Plano Estratégico 2008-2018, dá a medida de nosso ideal: ser o maior grupo de operações de commodities privado do Brasil – a nível mundial.*

*Trabalhamos firmemente para nós tornarmos integrados, rentáveis e competitivos, desde a nossa prática de não OVER PRICE – os negócios nos favoreceram altamente (pois os especuladores e falsários) – se distanciaram e só permaneceram os que realmente necessitam de produtos. Queremos, nos comunicar de forma objetiva cada vez mais efetiva com nossos parceiros, clientes e fornecedores com um relacionamento saudável e comprometido, reconhecendo a diversidade de suas expectativas quanto aos nossos negócios e oferecendo-lhes respostas oportunas e adequadas.*

*Sabemos que não é pouco. Mas sabemos, também, que podemos ser tão grandes quanto nossos ideais.*

---

*In a troubled time in the globalized world, and full of uncertainty, we are working hard to ensure that international trade is conducted within the vestments of regulators (ICC) and the OMC.*

*For this we want to rely on people for the realization of serious business, and not just deal with adventurers that appear every moment in this branch. We believe in individual human with documents and not with words - this behind us and gives credibility to suppliers, producers and exploration companies.*

*Today, we are the eighth company that operates from the commodities business facilitation (joining two ends to a common good) SELLER X BUYER.*

*Our vision for the future, expressed in our Strategic Plan 2008-2018, gives the measure of our ideal: to be the largest group of private commodity transactions in Brazil - worldwide.*

*Works (job) for us become firmly integrated, profitable and competitive, since our practice of not OVER PRICE - business in the highly favored (because speculators and counterfeiters) diverged and remained only those who really need the product.*

*We want to communicate objectively increasingly effective with our partners, customers and suppliers with a healthy and committed relationship, recognizing the diversity of their expectations of our business and providing them with timely and appropriate. We know that is not little. But we also know that we can be as large as our ideals..*

*Atenciosamente / Best regards,*

**Jonas Flora**

## COMMODITIES AGRICULTURAS



### **SOYBEANS GRADE #2 GMO**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality

Type: For Human Consumption

Test Weight: 54 lbs / bu

Protein: 35% Min

Moisture: 13,5% Max.

Foreign Matter: 2% Max

Oil Content: 18.5% Basis

Splits: 20% Max

Other Color: 2% Max

Total damage: 4% Max

Kernels: 3% Max

Free fatty acids: 1% Max

Discolored seeds: 2% Max

Crop: Latest



### **YELLOW SOYBEANS GRADE #2 NON GMO**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality

Type: For Human Consumption

Test Weight: 54 lbs / bu

Protein: 35% Min

Moisture: 13,5% Max.

Foreign Matter: 2% Max

Oil Content: 18.5% Basis

Splits: 11% Max

Other Color: 2% Max

Heat damage kernels: 0,5% Max

Total damage kernels: 3% Max

Crop: Latest



### **CORN YELLOW GRADE #2 GMO**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality

Type: For Human Consumption

- Quality: Standard Export Quality

- Test Weight: 70 lbs / bu

- Protein: 9% Min

- Broken: 3% Max

- Moisture: 13% Max.

- Foreign Matter: 3% Max

- Damadeg incluid insects damadeg: 3% Max

- Aflatoxin: 20 PPB Max

- Admixture: 2% Max

- Other grains: 2% Max

- Crop: Latest



### **RAW COFFEE ARABICA**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality | For Human Consumption

*Physico chemical*

- Humidity: 11% max
- Density: 0,7 gr/ml
- Fixed mineral residue insoluble in hydrochloric acid in 10% vol: 1% max
- Caffeine: 1% min
- Ethereal extract (total): 10% min
- Alcohol extract: 7% min
- Total nitrogen: 12,5% min



### **RAW COFFEE ROBUSTA**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality | For Human Consumption

*Physico chemical*

- Humidity: 11% max
- Density: 0,7 gr/ml
- Mineral residue fixed: 5% max
- Fixed mineral residue insoluble in hydrochloric acid in 10% vol: 1% max
- Caffeine: 0,7% min
- Ethereal extract (total): 10% min
- Alcohol extract: 8% min
- Total nitrogen: 12,5% min



### **RICE**

**AWAITING SUPPLIER APPROVAL  
(INTERNATIONAL) TURKEY / PAKISTAN /  
VIETNAM / THAILAND**



## COMMODITIES INDUSTRIAL PROCESS



### **ICUMSA 45 RBU**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

**Polarization: 99,80% minimum**

Moisture: 0,04% max

Ash content: 0,04% max

ICUMSA Rating: ICUMSA 45 RBU attenuation index units (method#:4-1978)

Solubility: 100% dry & free flowing

SO<sub>2</sub>: 20 PP Max

Color: Crystal White

Max AS: 1 P.P.M. | Max PS: 2 P.P.M. | Max CU: 3 P.P.M.

Substance: Solid Crystal

Crop: 2012 / 2013



### **ICUMSA 150 CRYSTALL**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

**Polarization: 99.50% to 99,70% minimum**

Ash Content: 0.15 % max

Moisture: 0.10% max

ICUMSA Rating: ICUMSA 150 RBU attenuation index units (method#:4-1978)

Solubility: 100% dry & free flowing

SO<sub>2</sub>: 20 PP Max

Color: Crystal White

Max AS: 1 P.P.M. | Max PS: 2 P.P.M. | Max CU: 3 P.P.M.

Substance: Solid Crystal

Crop: 2012 / 2013



### **ICUMSA RAW BROWN 600-800-1200**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

**Polarization: 94% to 97.80% minimum**

Ash Content: 0.14 to 0.25 % max

Colour: ICUMSA 600 to 1200 typical

Solubility: 97% Soluble

Colour: Golden Brown

Moisture: 0,06 to 0,25% max

Magnetic Particles: 4 MG/K

So<sub>2</sub>: 70 MG/K

Reducing Sugar: 0.010% MAX by weight

MAX AS: 1 P.P.M

Substance Structure: Solid Brown Crystal

Crop: 2012/2013



**ICUMSA 45 RBU | BEET SUGAR**

**CERTIFICATE T2L & EUR1**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

**Polarization: 99,80% minimum**

Moisture: 0,04% max

Ash content: 0,04% max

ICUMSA Rating: ICUMSA 45 RBU attenuation index units (method#:4-1978)

Solubility: 100% dry & free flowing

SO2: 20 PP Max

Color: Crystal White

Max AS: 1 P.P.M. | Max PS: 2 P.P.M. | Max CU: 3 P.P.M.

Substance: Solid Crystal

Crop: 2012 / 2013



**SUGAR CANE MOLASSES**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

**Refined Cane Molasses specifications:**

BRIX 78%

Virtual sugar 50.31 %

TOTAL SUGAR 52.03 %

PURITY 64.5 %

Exponent Aloldrugeny 5.85

Water content 22 %

Density 1.4 GM/CM3



**COCOA POWER**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality

**SPECIFICATIONS | Phisico – Chemical**

Humidity: 5% max

pH: 6% max

Fat: 10-12%

Ash: 9% max

Arsenic: less than 1 mg/kg

Copper: less than 2 mg/kg

Plumbum: less than 2 mg/kg

Organochlorine pesticides: less than 0,1 mg/kg

Organophosphote pesticides: less than 0,1 mg/kg

Mycotoxins: less than 2,5 mg/kg

Grading: 30 microns max



### **MILK POWER**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

Quality: Standard Export Quality

Full Cream Milk Powder (1st Grade)

Chemical Specifications ADPI Extra grade

Butterfat 26% Min

Moisture 3,0% Max

Protein 26% Min

Lactose 37% Appox

Minerals 6% Approx

Titrateable acidity 0.15% Max

Solubility Index 1.0 ml Max

Sediment -testB Max



### **MEAL 46%**

TOASTED SOYA MEAL 46% SUITABLE FOR FEED OF CATTLE, PIGS AND POULTRY.

- Quality: Standard Export Quality

- Humidity: 12,50% Max

- Protein: 46% Min

- Moisture: 12% Max

- Solubility in (KOH 0,2% min): 80%

- Ethereal extract (min): 1,00%

- Fibrous matter (max): 6,00%

- Mineral matter (max): 6,50%

- Aflatoxin (max): 20 PPB

- Urea activity (min): 0,05 pH

- Urea activity (max): 0,25 pH

Crop: Latest



### **VEGETABLE OILS**

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

#### **1. REFINED SUNFLOWER OIL**

Specific Gravity at 20c 0.916-0.923

Refractive Index at 20c 1472-1474

Lodine Value 120-143

Grade: A

Purity (%): 100%

Unsaponification 2.5 Max

Free Fatty Acid 0.1% Max. as Oleic Acid

Peroxide Value 1 Max. (meg/kg)

Color Max. 2 Red (on 5 Lovibond cell)

Moisture 0.1% Max

Appearance Clear and Bright

Odor and Flavor Odorless and Bland

#### VEGETABLE OILS

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

#### **2. CRUDE SUNFLOWER OIL**

Grade Highest  
Sunflower oil process Mechanical (expeller) pressing  
Acid number, KOH/g 1.06  
Moisture and volatile 0.08%  
Free fatty acids 0.53%  
Impurities 0.002  
Unsataponifiabiles 1.2%

**VEGETABLE OILS**  
SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

#### VEGETABLE OILS

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

#### **3. REFINED PEANUT OIL**

Type: Peanut Oil  
Product Type: Nut & Seed Oil  
Place of Origin: South Africa  
Grade: frist grade  
Cultivation Type: Common  
Processing Type: Refined  
Purity (%): 100%  
Volume (L): 5  
Use: Cooking  
moisture: max0.05  
smoke point: min215  
acid value: max0.20  
peroxide value: max0.5  
Type: Blend Oil  
Packaging: Bulk, Plastic Bottle  
Refined Type: Fractionated Oil

#### VEGETABLE OILS

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

#### **4. CRUDE PEANUT OIL**

Type: Peanut Oil  
Product Type: Nut & Seed Oil  
Place of Origin: RSA  
Grade: frist grade  
Cultivation Type: Common  
Processing Type: Crude purity :99% acid value 0.2  
Moisture 0.05  
for cooking by human  
Grade A  
Purity (%) 99 Acid Value ,% max 0.2  
Moisture 0.05  
Peroxide value <5.0  
Smoke point >215  
FFA < 2% , FFA < 1.50% & FFA 0.7%  
Color lovibond slot 133.4mm ≤Y25 r1.5  
Smell,taste Be provid with peanut oil smell and taste  
transparence Defecate, transparence  
Moisture and volatile substance % ≤0.05  
Insoluble impurities ≤0.05  
Acid value KOH mg/g ≤0.20  
Peroxide value mmo/100g ≤5.0  
Smoke point ≥215  
Residual solvent content mg/kg Non detected

#### VEGETABLE OILS

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

##### **5. REFINED SOYBEAN OIL**

Type: Soybean Oil  
Product Type: Fruit Oil  
Processing Type: Refined  
Cultivation Type: Common  
Use: Cooking  
Grade: Premium  
Place of Origin: RSA  
Appearance transparent light yellow oily liquid without visible impurities  
Purity: 100%  
Luster, (Pt-Co)  $\leq$  180 380 Epoxide number, %  $\geq$  6.0 5.5  
Iodine number, %  $\leq$  6.0 8.0 Acidity, mgKOH/g  $\leq$  0.50 0.60  
Flash point, C  $\geq$  280 270  
Density, (20°C)/ (g/cm<sup>3</sup>) 0.988-0.998 0.988-0.998 Loss on heating, %  $\leq$  0.30 0.50

#### VEGETABLE OILS

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

##### **6. REFINED PALM OIL**

Specific gravity @ 25°C USP 0.911-0.918  
Iodine value USP 50 - 55  
Free fatty acids (as Oleic) USP 0.1% max  
Moisture AOCs Ca 2c-25 0.1% max  
Color Gardner AOCs Td la-64 3 max  
Appearance White to pale yellow solid to semisolid lard-like fat  
Flavor and Odr Bland, odorless  
TYPICAL FATTY ACID COMPOSITION (%)  
C12 & lower 2.5 max  
C14:0 0.5 - 5.9 C18:1 34 - 44  
C16:0 32 - 47 C18:2 7 - 12  
C18:0 2 - 8  
Place of origin: RSA

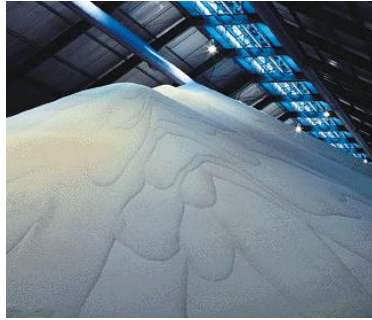
#### VEGETABLE OILS

SUITABLE FOR HUMAN CONSUMPTION, SHALL CONFORM TO THE FOLLOWING SPECIFICATIONS:

##### **7. REFINED CORN OIL**

Type: Corn Oil  
Processing Type: Refined  
Color: Clear  
Purity (%): 0.05%  
Packaging: Bulk Purity (%): 100  
Volume (L): 5  
Origin : South Africa  
Use: Cooking  
Cultivation Type: Common  
Edible Refined Corn Oil: Refined Corn Oil  
Transparence: Clear, transparence  
Colour: Y<25, R<2.5  
Moisture &volatility:<0.1%  
Impurity: <0.05%  
non-Saponification<1.5%  
Acidity: <0.5 mgkoh/g  
Smoke point >218  
peroxide value<10  
aflatoxinbl<5ug/kg  
carbonyl meq/kg<10

## COMMODITIES FERTILIZERS



### **WHITE PRILLED**

#### **SPECIFICATIONS**

Mass part nitrogen: 46.0% minimum

Biuret, not more than: 1.0%

Moisture not more than (1): 0.5% (Fisher Method)

Moisture not more than (2): 0.3% (Drying Method)

Granulometry (Granules Size): 1mm to 4mm 90% min.

Free Ammonia: 160 pxt ppm max.

Melting Point: 132 degrees Centigrades

Physical Properties: Non radioactive, white, free flowing, free from harmful substances coated, spherical & uniform in size, 100% treated against caking.



### **WHITE GRANULES**

#### **SPECIFICATIONS**

Nitrogen recalculated to dry: 46.0% min

Biuret, not more than: 1.0%

Water, not more than: 0.5%

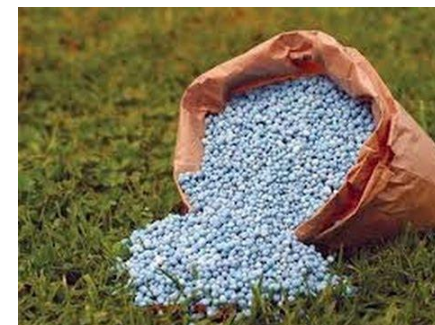
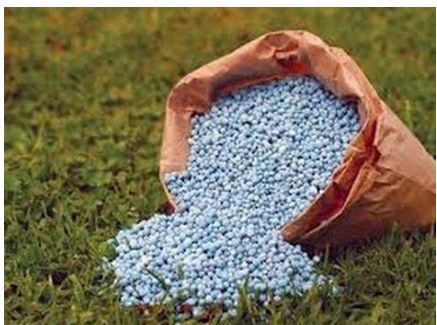
Granulometry (Granules size): 2mm to 4mm 90% min.

Free ammonia: 160 pxt ppm max.

Melting Point: 132 degrees centigrade

Crumbliness: 100%

Physical Properties: Non radioactive, white, free flowing, free from harmful substances coated, spherical & uniform in size, 100% treated against caking.



### **NANO BIOLOGICAL FERTILIZERS**

#### **SPECIFICATIONS**

#### **NANO CHELATES:**

- 1- Nano chelated Iron (Fe 10%)
- 2- Nano chelated Zinc (Zn)
- 3- Nano chelated ZFM
- 4- Nano chelated ZFM Super Plus
- 5- Nano chelated K (28%)
- 6- Macro-Micro Nano Fertilizers

### **NANO BIOLOGICAL FERTILIZERS**

#### **SPECIFICATIONS**

#### **NANO FERTILIZERS FOR CROPS, VEGETABLES, TREES, ETC**

- 1- Nano Fertilizers for Potato
- 2- Nano Fertilizers for Corn & Sunflower
- 3- Nano Fertilizers for Rice
- 4- Nano Fertilizers for Beans
- 5- Nano Fertilizers for Alfalfa
- 6- Nano Fertilizers for Agriculture & Vegetables
- 7- Nano Fertilizers for Trees
- 8- Nano Fertilizers for Citrus
- 9- Nano Fertilizers for Flowers & Ornamental plants
- 10- Nano Fertilizers for Wheat and barley
- 11- Nano Fertilizers for Pea

## COMMODITIES MINERAL



### **IRON ORE 42% to 66%**

#### **SPECIFICATIONS**

Fe (iron) 64,5 % rejection 63,5%

P (phosphorus) 0,060 % aprox.

SiO<sub>2</sub> 3,500 % aprox. | Al<sub>2</sub>O<sub>3</sub> 0,500 % aprox.

S(sulphur) 0,035 % aprox. | Mn 0,090 % aprox.

CaO 0,200 % aprox. | K<sub>2</sub>O 0,020 % aprox.

Chromium 0,005 % aprox. | Ca 0,210 % aprox.

Zinc 0,080 % aprox. | Mg 0,070 % aprox.

Sn <> | Na<sub>2</sub>O 0,020 % aprox. | TiO<sub>2</sub> 0,050 % aprox. | Mn 0,090 % aprox. | FeO

max 3,900 % aprox. | Moisture Content 8,000 % aprox.

Max (Free Moisture Loss at 105 degrees centigrade)

#### **Physical characteristics:**

14, 00 mm ~ 8 mm 07% max | 7, 99 mm ~ 3 mm 10% min | 2,99 mm ~ 1 mm

65% min | 0, 15 mm ~ 3 mm 20% max

### **ORE MANGANESE 42 to 46%**

#### **SPECIFICATIONS**

Manganese 46% or more (rejection <42%)

SiO<sub>2</sub> 8% max. (rejection > 10%)

Fe 6% max (rejection > 8%)

Phosphor 0.09% max. (rejection > 0.12%)

Sulfur 0.06% max (rejection > 0.08%).

Al<sub>2</sub>O<sub>3</sub> 6.5 % max. (rejection > 9%)

CaO 0.7% max.

LUMPS SIZE 20 mm-120 mm (90% within the limits )

MOISTURE free moisture loss at 105 degree centigrade, 8% max.

Moisture Lever Less than 10%

Size 20 mm-120 mm (90% within the limits)





### **CEMENT PORTLAND 42,5 N/R**

SILICON DIOXIDE (SiO<sub>2</sub>) 21  
ALUMINIUM OXIDE (Al<sub>2</sub>O<sub>3</sub>) 5,3  
FERRIC OXIDE (Fe<sub>2</sub>O<sub>3</sub>) 3,3  
CALCIUM OXIDE (CaO) 65,6  
MAGNESIUM OXIDE (MgO) 1,1  
SULPHUR TRIOXIDE (SO<sub>3</sub>) 2,7  
LOSS OF IGNITION (LOI) 0,9  
TRICALCIUM SILICATE (C<sub>3</sub>S) 60%  
DICALCIUM SILICATE (C<sub>2</sub>S) 15%  
TRICALCIUM ALUMINATE (C<sub>3</sub>A) 8,05%  
TRICALCIUM ALUMINO FERRICE (C<sub>4</sub>AF) 9,76%

#### **PHYSICAL AND MECHANICAL PROPERTIES**

BLAIN CM<sub>2</sub>/GR 3,250  
AUTOCLAVE EXPANTION 0,02  
INITIAL SETTING TIME (VICAT) 105 MINUTES  
FINAL SETTING TIME (VICAT) 135 MINUTES  
Compressive strength at 3 DAYS 230 KG/CM<sub>2</sub>  
Compressive strength at 7 DAYS 305 KG/CM<sub>2</sub>  
Compressive strength at 28 DAYS 420 KG/CM<sub>2</sub>

#### **Compressive strength mortar Mpa (N/mm):**

Strength Class: 42,5N  
Early Strength: 2 days - 10.00  
Strength Class: 42,5R  
Early Strength: 2 days - 20.00  
Standard 28 days strength: Minimum 42,5.

**GREY PORTLAND CEMENT FOR CONSTRUCTION GRADE 42.5 according to British standards BS12/96 or ASTM C-150.**

#### **CHEMICAL ANALYSIS**

**Formula 42.5 r Typical Analysis**

## COMMODITIES FUEL AND BIOFUEL



- **D2 DIESEL GAS OIL | GOST 305-82**
- **HSD2 GAS OIL | GOST 305-82 AGO (AUT)**
- **MAZUT M100 GOST 10585-75 and 10585-99**
- **JET FUEL JP54 and JPA1 (AVIATION KEROSENE)**
- **BITUMEN ASPHALT**
- **REBCO RUS. EXP. BL. CRUDE OIL GOST 9965-76**
- **LPG (LIQUEFEID PETROLEUM GAS) GOST 20448-90**
- **LNG (LIQUEFEID NATURAL GAS)**
- **GASOLINE 87 / 89 and 93 OCTANE RUSSIAN ORIGINS**
- **CST-180 FUEL OIL RUSSIAN ORIGIN**
- **LIQUIIFIED PETROLEUM GAS 30% / 40% and 50%**
- **PROPANE AND 50% / 60% and 70% BUTANE MIX**
- **D-6**
- **BASE OIL, SN100, SN150, SN300, SN350, SN500**
- **SULPHUR GRANULAR**

### **CRUDE DEGUMMED RAPESEED OIL**

Quality Parameter Measure Limit Value Test Method Unit E DIN 51605

Density (15 °C) Kg/m<sup>3</sup> 900-930 DIN EN ISO 12185

Flash Point P. M. °C Min. 220 DIN EN ISO 2719

Cinematic Viscosity (40 °C) mm<sup>2</sup>/s max. 36,0 DIN EN ISO 3104

Lower cloric value Kj/kg max. 36.000 DIN 51 900-2

Cetane Number / min. 39 IP 498

Carbon Residue Mass n.C. % (m/m) max. 0,40 DIN EN ISO 10370

Iodine Number g Jod/100g 95-125 DIN EN 14111

Sulphur Content mg/kg max. 10 DIN EN ISO 20884

Contamination mg/kg max. 24 DIN EN 12662

Erucic Acid Value mg KOH/g max. 2,0 DIN EN 14104

Oxidation Stability 110°C h min. 6,0 DIN EN 14112

Phosphorus Content mg/kg max. 12 DIN EN 14107

Content of alkaline earth Metals (Ca+Mg) mg/kg max. 20 E DIN EN 14538

Oxid Ash Content % (m/m) max. 0,01 DIN EN ISO 6245

Water Content K.-F. mg/kg max. 750 DIN EN ISO 12937

## COMMODITIES RECYCLABLES (SCRAP)



### **USED RAIL AS GOST R50 – R65**

#### **SPECIFICATIONS**

STANDARD AND CHEMICAL COMPOSITION:

USED RAIL AS GOST R50-R65

R50 (51.67KG/METER) GOST 7173-55

R65 (64.72KG/METER) GOST 8161-75

CHEMICAL COMPOSITION OF THE STEEL SCRAP

INTERNATIONAL STANDARDS IS AS FOLLOWS

MN: 0.60 1.05; C: 0.54 0.82; SI: 0.18 - 0.12;

S: 0.04 MAX; P: 0.035MAX;

AS: 0.01% MAX OF MASS SHARE; AND CR: RESIDUAL.



### **HMS 1&2 (80/20)**

#### **SPECIFICATIONS**

- HMS 1 – USRU Code 201: Heavy melting steel 3 feet x inches. Wrought iron or scrap ¼ inch over in thickness individual pieces not over 36 inches x 18 inches ( charging box size ) prepared in a manner to insure compact charging.

- HMS 1- ISRI Code 202: Heavy melting steel 5 feet x 18 inches. Wrought iron or steel scrap ¼ inch and over in thickness individual pieces not over 60 inches x 18 inches (charging box size) prepared in a manner to insure compact charging.

- HMS 2- ISRI Code 203: Heavy melting steel. Wrought iron or steel scrap, black and galvanized 1/8 inch and over in thickness, charging box size to include materials not suitable as No.1 heavy melting steel. Prepared in a manner to ensure compact charging.

- HMS 2- Code 204: Same as IRSI 203 but max size 36x18 inches.

- HNS 2- Code 205: Same as IRSI 204 but free of sheet iron or thin gauged materials.

- HMS 2- ISRI 206: Same as IRSI 204, but max size 60x18 inches.

## FORMA DE NEGOCIAÇÃO / FORM OF TRADING

### **Mercado Interno (Brasil)**

Para a operação do mercado interno é específico a venda da ICUMSA 45 e ICUMSA 100 e 150 na forma de sacas de 50Kg.

O sistema é EX WORK (que constitui todo o transporte da porta da Usina ou Centro de Distribuição é de responsabilidade do comprador), não ficando o seller, intermediário ou corretor responsável por este serviço, e também não indicamos transportadora para este fim, visando autonomia total do cliente.

Com isto além do cliente definir aonde entregar – todo o processo de estoque, recebimento, certidões (sanitárias e de origem) com numero de lote e serie é do cliente.

O valor para o produto é estipulado em DOLAR americano, mesmo sendo comercializado no Brasil este produto é considerado validado pelas Bolsas de Londres ou Nova York.

### **Mercado externo – Mundo**

**SPOT** – aquisição única (modalidade CIF ASWP).

**Contrato** – aquisição com duração de fornecimento de 12 meses consecutivos (modalidade \*FOB ou CIF), para o mesmo destino ou a critério do comprador desde que ASWP com possibilidade de extensão tendo com isto o privilegio de fornecimento dos anos subsequentes que desejar isto na situação do estoques baixo.

### **CIF ASWP – saída do porto do Brazil**

O valor para o produto é estipulado em DOLAR americano, por se tratar de moeda aceita internacionalmente como validadora de cambio.

No caso específico da **ICUMSA BEET SUGAR** – origem Ucrânia os valores são em **EURO**.

### **Internal Market (Brazil)**

For the operation of the internal market is the sale of specific ICUMSA 45 and ICUMSA 100 and 150 in the form of bags of 50Kg.

The system is WORK EX (which the entire door shipping of plant or distribution center is the buyer's responsibility), not getting the seller, intermediary or broker responsible for this service, nor indicate carrier for this purpose, seeking autonomy Total customer.

With this addition the client, to define where deliver - the whole process of inventory, receiving, certificates (sanitary and origin) with batch number and serial is the client.

The value for the product is set at U.S. DOLLAR, even being marketed in Brazil this product is considered valid by the London Stock Exchange or New York.

### **Foreign market - World**

**SPOT** - single acquisition (CIF ASWP).

**Contract** - purchase lasting supply of 12 consecutive months (mode CIF ASWP), to the same destination or at the discretion of the buyer since ASWP with extended bearing with it the privilege of providing the subsequent years want in this situation the stocks down.

**CIF ASWP** - leaving the port of BRAZIL

The value for the product is set at U.S. DOLLAR, because it is internationally accepted as currency validated exchange.

In the specific case of **BEET SUGAR ICUMSA** – Russia / Ukraine origin values are in **EURO**, **CERTIFICATE EUR1 & T2L**

## MODELS GENERAL

### LETTER OF UNDERSTANDING AND AGREEMENT

Dear Sirs and Madams:


This warning letter is an attempt to impress upon both parties the seriousness of misrepresentation of facts as presented in any documents relevant to the transaction you are working on together. "Fraud is generally defined in the law as an intentional misrepresentation of material existing fact made by one person to another with knowledge of its falsity and for the purpose of inducing the other person to act, and upon which the other person relies with resulting injury or damage. Fraud may also be made by an omission or purposeful failure to state material facts, which nondisclosure makes other statements misleading." <http://definitions.uslegal.com/f/fraud/>

**Seller:** I understand that it constitutes fraud to sell a product that I do not have or provide a service I am not qualified to provide, to incorrectly specify the properties of the product, or to omit information that would influence the decision of the buyer whether or not to buy the product.

**Buyer:** I understand that it constitutes fraud to present myself as a legitimate buyer if I do not have the resources or intent to complete. I understand that issuing a false or invalid LOI, ICPO, BCL or other business related document constitutes fraud. I understand that signing a Sale – Purchase Agreement without the ability to issue the required financial documents constitutes fraud.

**Buyer and Seller:** We understand that it constitutes fraud to present information or promise to any broker in a transaction with the intent of circumventing the broker or brokers at any time during or after the contract has successfully been concluded. We understand that it equally constitutes an act of fraud to cancel or terminate negotiations with the intent of restarting them without the brokers' participation.

If any party is found to have committed fraud in the process of conducting business or the attempt to conduct business with the undersigned, civil and criminal remedies are available to the injured party. After attempting to address the actions through negotiation and direct contact a criminal complaint may be filed with appropriate law enforcement agencies in any and all jurisdictions of parties involved. Complaints may also be filed with the diplomatic missions of the parties involved in all countries with parties involved. The injured party or parties may expose the fraud publicly by various means. Finally, the injured party or parties may seek legal recourse in any civil court of competent jurisdiction. By signing this letter I indicate that I understand the consequences of committing fraud, and affirm to work fairly and honestly with full disclosure of facts which are likely to influence the other party's decisions with regards to products, service or purchase capability.

<b>For the Buyer</b> – I am authorized to commit the BUYER to legal agreements and courses of action.	<b>For the Seller / Producer</b> - I am authorized to commit the SELLER to legal agreements and courses of action.
<b>Company Name:</b>	<b>Company Name: JFS BRAZIL   AGROBUSINESS</b>
<b>Company Address:</b>	<b>Company Address: SÃO PAULO. BRAZIL</b>
<b>Signature:</b>	<b>Signature:</b> 
<b>Title:</b>	<b>Title: CEO – MR. JONAS FLORA</b>
<b>Date:</b>	<b>Date: 2013</b>

END OF DOCUMENT

## COMPRADOR & BANCOS

### BUYER & BANKS

01 – MODEL LOI

Buyer's Letterhead

(including all details: address, phone, fax, email)

Date:

To: JFS BRAZIL AGROBUSINESS

Dear Mr. Jonas Flora,

We name of the buyer hereby confirm with full legal and corporate responsibility and under penalty of perjury that we are ready, willing and able to enter into a contract for the purchase of the following commodity as specified below and that funding is available including any import/export permits needed to fulfill this purchase:

The Product: **name of the product**

Quantity: **XXXXX Metric Tones**

Destination: **CIF ASWP (as per attached Shipping Schedule).**

Contract duration: **number of months**

Packing: **Bulk / 50KG bags**

Target Price: **USD. XXX.00 / MT CIF basis.**

Terms of Payment: **ARDLC 100%**

Performance Bond: **2% from sellers.**

#### BANKING DETAILS:

Name of the Bank:

Bank Account No:

Bank Account Name:

Address of the Bank:

Bank Phone No:

Bank Fax No:

Bank Officer:

We hereby declare that the above addressed is and will be the one and only agent treating this deal over the next 30 days.

BUYER SIGN & SEAL

02 – MODEL ICPO

BUYER'S BANK LETTERHEAD

(Including all details: address, phone, fax, e-mail)

We/I the undersigned \_\_\_ (buyer's name) \_\_\_ with full legal and corporate responsibility confirm We/I are/am ready, willing and able to purchase the following commodity on the terms and conditions hereunder subject to signing the contracts by both parties.

PRODUCT

Commodity:

Origin:

Specifications:

Quantity:

Packing:

Shipping Terms:

Destination Port:

Price: (USD / EURO)

Inspections:

Payment Terms:

Guarantee:

Contract Period:

BANK INFORMATION:

Name of Bank:

Address of Bank:

City/Zip Code/State:

Bank Officer's Name:

Bank Officer's Telephone & Extension:

Account Number:

Account Name:

Swift Number:

Bank Telephone Number:

Bank Fax Number:

Bank Telex:

**AUTHORIZED SIGNATURES & SEAL OF BUYER OR BUYER'S MANDATORY (OPTIONAL IF APPLICABLE)**

Buyer's Legal Representative Signature

Buyer's Representative Name:

Company Name:

Company Address:

Company Telephone Number:

Company Fax Number:

We hereby submit this Irrevocable Corporate Purchase Order (ICPO) supported by our Bank endorsement letter (BCL)

**SIGNATURE AND SEAL**

03 – MODEL BCL

**BCL - BANK COMFORT LETTER**  
**BUYER'S BANK LETTERHEAD (Bank must be one of the TOP 50 Prime Banks)**  
**(Including all details: address, phone, fax, e-mail)**

Date:  
To:  
Phone:

Dear Sirs,

1. This is to confirm that our mutual clients **\_\_\_name of the buyer\_\_\_** maintain a banking **account no. \_\_\_\_\_** with us.
2. At their instructions we, **\_\_\_name of the Bank\_\_\_** with full authority and mandate hereby confirm that the said clients are willing and financially able to initiate the process of purchasing of **\_\_\_quantity\_\_\_** tones of **\_\_\_product name\_\_\_** for the price of **\_\_\_price/mt\_\_\_** during the next **\_\_\_months duration\_\_\_** and for the total value of **\_\_\_USD\$\_\_\_**
3. We certify that our clients named above have sufficient funds and/or have credit line with our bank to complete the proposed transaction within the time period shown above.
4. Our clients hereby give authority to the Sellers to procure usual banker's references, our bank officer Mr./Mrs. **\_\_\_name\_\_\_**, **\_\_\_direct phone no.\_\_\_** is already instructed to cooperate with your inquiry.

Yours truly

\_\_\_\_\_  
Bank Officer

\_\_\_\_\_  
Bank Officer

**SIGNED AND SEALED BY 2 BANK OFFICERS + RUBBER STAMP**



04 – MODEL RWA

**READY WILLING AND ABLE (RWA)**  
(Bank must be one of the TOP 50 Prime Banks)

To who is my concern;

This Letter is to Confirm That (name of the company) registered in (address bank – tel.) has Business checking account with our branch in good standing and we are ready to issue a (DLC, FFDC, FFRLC, SBLC, BG, Unconditional SBLC/BG), on behalf (name of the company) for a maximum amount of \$ XXX (XXX U\$ Dollars).

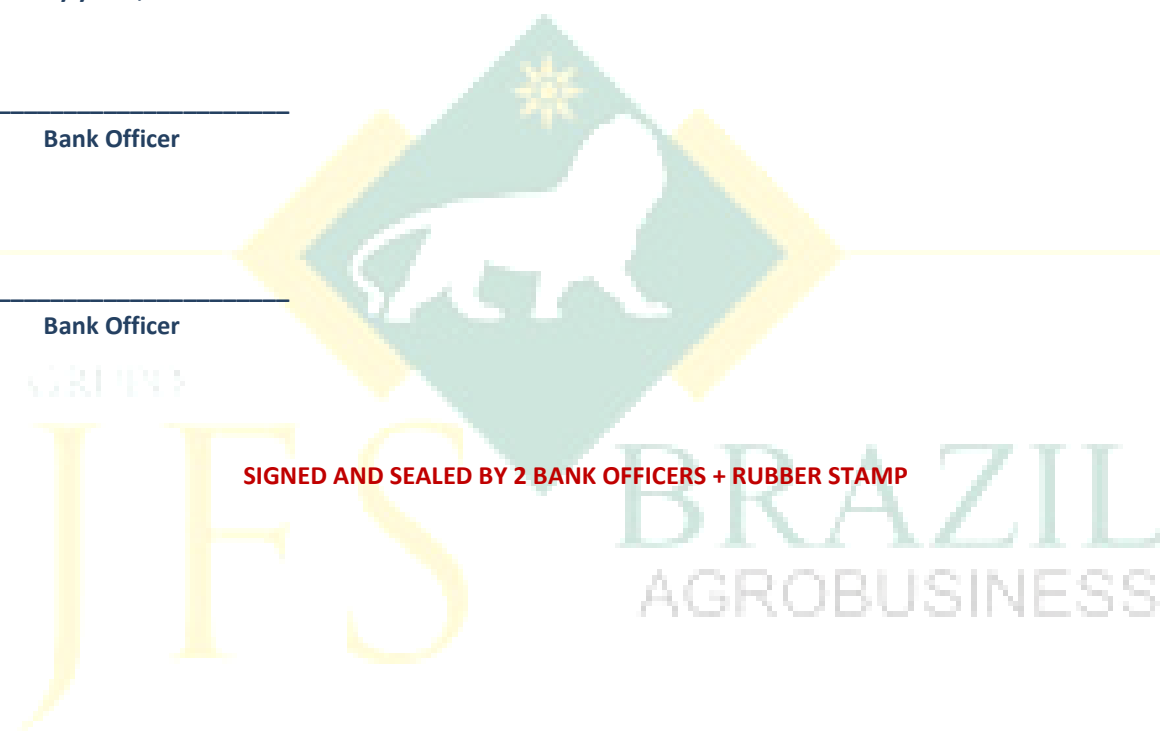
For more information please contact me at (tel. Bank)

Sincerely yours,

\_\_\_\_\_  
Bank Officer

\_\_\_\_\_  
Bank Officer

**SIGNED AND SEALED BY 2 BANK OFFICERS + RUBBER STAMP**



05 – MODEL SBLC

TWORDING OF THE UNCONDITIONAL, IRREVOCABLE, TRANSFERABLE, DIVISIBLE AND ASSIGNABLE STANDBY LETTER OF CREDIT.

STANDBY LETTER OF CREDIT FORM 3034

ISSUED BY :  
LETTER OF CREDIT NUMBER :  
DATE OF ISSUE :  
DATE OF MATURITY :  
DATE OF EXPIRATION :  
BENEFICIARY :

WE THE UNDERSIGNED, HEREBY OPEN OUR UNCONDITIONAL IRREVOCABLE TRANSFERABLE, DIVISIBLE AND ASSIGNABLE, LETTER OF CREDIT IN FAVOR OF xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx, REPRESENTED BY xxxxxxxxxxxxxxxx, xxxxxxxx, xxxxxxxxxxxxxxxx FOR THE FACE AMOUNT OF UNITED STATES DOLLARS xxxxxxxxxxxxxxxx (xx USD) DUE ON ONE YEAR AND ONE DAY FROM THE DATE OF ISSUE \_\_\_\_\_ (DATE) \_\_\_\_\_.

PAYMENT IS AVAILABLE UPON BENEFICIARY'S FIRST WRITTEN DEMAND (VIA KEY TESTED TELEX) DEMAND HEREUNDER MUST BE MARKED "DRAWN UNDER LETTER OF CREDIT NUMBER \_\_\_\_\_ AUTHENTICATED BY \_\_\_\_\_ (TRANSMITTING BANK)".

WE ENGAGE WITH YOU THAT THE DEMAND DRAWN UNDER AND IN COMPLIANCE WITH TERMS OF THIS LETTER OF CREDIT SHALL BE DULY HONOURED TO ON DUE PRESENTATION TO US.

THIS LETTER OF CREDIT IS SUBJECT TO UNIFORM CUSTOMS AND PRACTICES FOR THE DOCUMENTARY CREDIT (1993 REVISION) I.C.C PUBLICATION NUMBER 500.

ALL CHARGES RE FOR THE ACCOUNT OF THE APPLICANT.

\_\_\_\_\_  
BANK OFFICER (TITLE)

\_\_\_\_\_  
BANK OFFICER (TITLE)

DATE,

BANK SEAL

06 – MODEL BG (BANK GUARANTEE)

Expiry Date:  
Applicant:  
Beneficiary:  
Amount:  
Advising Bank:  
Reference contract No.: (the "Contract")

At the request of the Applicant, we (Name and Address of Issuing Bank) hereby irrevocably and unconditionally undertake to pay (except as stated herein) the Beneficiary on their first demand in writing at our counter the sum of US\$ XXX,000,000 00(depending on monthly shipments)G0 provided the demand in writing is accompanied by the Beneficiary's witten and signed statement that the amount demand is due and owing under the above Contract Number between the Beneficiary and Applicant and provided such demand in writing bears the Applicant's signed confirmation and the Applicant's Signature thereon is verified by us with full signature or otherwise conforms with the specimen signature of the Applicant held in our file.

In the signed statement referred to the above, the Seller shall confirm in writing that:  
the Seller has shipped the goods under the Contract, particulars of which are stated below:-

Name of Commodity:  
Quantity shipped:  
Shipment Date:

the Applicant has not effected payment within xxx days from the shipment date pursuant to the terms of the Contract;  
the amount claimed represents the purchase price due in respect of the shipped goods

Beneficiary.

Payment under this bank guarantee shall be made to the Beneficiary pursuant to their demand in writing as stated above without set-of and free from any deductions, charges, fees or withholdings of any nature now or hereafter imposed, levied, collected, withheld or assessed by the XXX Government or any political subdivision of authority thereof or therein. The bank guarantee shall remain valid from until . The demand in writing, if any, under this bank guarantee may be presented to us at our counter between (15 days before the Expiry Date) and the Expiry Date of this bank guarantee (both dates inclusive) hereafter referred to as "the Presentation Period". Any demand under this bank guarantee presented to us outside the presentation period shall be considered invalid and shall not be duly honored by us.

We hereby engage with the Beneficiary that the demand in writing made strictly in compliance with the terms and conditions of this bank guarantee as expressly signed herein shall be honored by us on presentation in accordance with the terms and conditions of this bank guarantee.

\_\_\_\_\_  
BANK OFFICER (TITLE)  
DATE,

\_\_\_\_\_  
BANK OFFICER (TITLE)  
BANK SEAL

## PRICE CIF ASWP / PREÇO CIF ASWP

Os valores de commodities dependem basicamente da evolução do mercado continental, e suas variações (econômica, climática, demanda x oferta).

Para todas as commodities existe uma sistemática de operações, especialmente em operações que envolvem o contrato, quando maior a garantia bancária que normalmente é realizado via (BG ou SBLC) menor o preço do produto, isto pela simples razão (o comprador não ira desistir ou ficar sem dinheiro para pagar caso ele desista da venda no meio do contrato) - evitando assim a quebra da usina ou Refinaria que opera as commodities adquiridas.

Portanto se deseja comprar e não é SPOT (tenha em mente que necessitará de garantia - isto incluindo Minérios - em especial os clientes chineses que não utilizam garantias para honrar seus contratos - estão ficando sem fornecedores), e a tendência é agravar ainda mais esta situação, pois no ramo corporativo a manutenção do negocio é mais importante do que Fundos Bancários (TOP 10).

Portanto a possibilidade de valores:

**SPOT (pagamento):**

DLC (Transferível ou Não Transferível), SBLC, BG format MT760, MT 103/23 ou DINHEIRO (TT)

**CONTRACT (garantia e pagamento)**

BG (garantia) + MT 103/23 ou ARDLC

SBLC (garantia) + MT 103/23 ou ARDLC

ARDLC (garantia e pagamento)

*The values of commodities depends basically on the evolution of the continental market, and its variations (economic, climate, supply x demand).*

*For each commodity there is a systematic operations, especially in operations involving the contract, the greater the bank guarantee which is usually accomplished via (BG or SBLC) lower the price of the product, for the simple reason that (the buyer will not give up or run out money to pay if he quit in the middle of the sale contract) - thus preventing the breakdown of plant or refinery that operates the commodities purchased.*

*So if you want to buy and not SPOT (keep in mind that need warranty - this including minerals - in particular Chinese customers utiliam not guarantee to honor its contracts - are running out of suppliers), and the tendency is further aggravate this situation, because in the corporate sector to maintain the business is more important than either bank funds (TOP 10).*

*Therefore the possibility of values:*

*SPOT (payment):*

*DLC (Transferable or Non transferable), BG dformat MT760, SBLC, MT 103/23 or Cash (TT)*

*CONTRACT (warranty and payment)*

*BG (guarantee) + MT 103/23 or ARDLC*

*SBLC (guarantee) + MT 103/23 or ARDLC*

*ARDLC (guarantee and payment)*

## PRICES GENERAL PRODUTOS

PREÇOS GERAIS DE PRODUTOS

**Prices and commercial conditions through LOI  
(minimum requirement).**





**GRUPO JFS BRAZIL | AGROBUSINESS**

E-mail: [grupojfsbrazil@gmail.com](mailto:grupojfsbrazil@gmail.com)

Skype: [grupojfs.brazil](https://www.skype.com/join/grupojfs.brazil)

Site: <http://grupojfsbrazil.weebly.com/>

**SÃO PAULO. BRAZIL**