

**IRON ORE 64,5% FROM MEXICO**

SCO: 2022-BSB--IRON-ORE-64,5%-MEXICO-FEBRUARY 15, 2023.

Validity: **FEBRUARY 25, 2023** (Price quotation valid until **FEBRUARY 25, 2023**.)

**IRON ORE 64,5% FROM MEXICO**

Our seller and seller mandate can supply IRON ORE 64,5% from Mexico, according below conditions.

COMMODITY: Iron Ore 64.5 Fe (can be blended to any specification 63.0+ Fe)  
 ORIGIN: Mexico  
 Loading Port: Guaymas  
 QUANTITY: Min. 100,000 MT/month - Max. 4,000,000+ MT/month  
 MOQ: **100,000 MT/month X 12 months**  
 MAX: **4,000,000+ MT/month**  
 CIP PRICE: **PLATTS -10%**  
 COMMISSION: **\$2.25 USD/MT for you and all in buyer side + \$0.75/MT for myself (Bordallo Construtora Ltda = Bruno Santos Bordallo)**  
 INCOTERM: The iron ore is offered under CIP basis.

**PAYMENT CONDITIONS:**

1) SBLC 100%, TRANSFERABLE, Divisible, Revolving, payable at loading port on demand against signed commercial invoice, SGS [Q,Q, no radiation], waybill and ocean bill of lading with a one-time LC processing fee of 2% of the first month's LC value within 5 days after signing the contract. The seller does not use an advisory bank. PB is 2% of the monthly freight charge, corporate PB until LC verifies, then it is replaced by a bank guarantee for PB.

2) TRANSFERABLE, Divisible, Revolving, DLC of 98% upon receipt of the Shipping Documents, 2% released upon presentation of the Commercial Invoice.

Reporte concentrado de resultados de Mineral de Hierro mina Andrea

			INSTITUTO DE GEOLOGIA DE LA UNAM	SGS de México S.A. de C.V.	ERSA GLOBAL MEX.
U	FE total	%	70,78	69,17	69,88
m	Si O2	%	1,97	2	2,2
S	Ti O2	%	0,22	N/R	0,19
C	Al2 O3	%	0,06	0,25	0,18
U	Mn O	%	0,11	N/R	0,09
P	Mg O	%	0,365	N/R	0,44
C	Ca O	%	0,085	N/R	0,09
O	Na2 O	%	0,025	N/R	0
N	K2 O	%	0,01	N/R	0,005
	P2 O5	%	N/R	4,7	0,04
	P	%	0,011	N/R	
	S	%	<0,01	<0,01	0,024

**SPECIFICATIONS:**

**A. Chemical Composition (on dry basis, percentage by weight)**

Fe	64.50% basis, 63.5% below rejection
SiO <sub>2</sub>	
1.9% Max TiO <sub>2</sub>	
0.022% Max Al <sub>2</sub> O <sub>3</sub>	
0.06% Max MnO	
0.011% Max MgO	
0.365% Max Na <sub>2</sub> O	
0.025% Max	
K <sub>2</sub> O	
0.01% Max P <sub>2</sub> O <sub>5</sub>	
0.04% Max	
P	0.0011% Max
S	0.001% Max
CaO	0.085% Max

**B. Moisture Content (Free moisture loss at 105 degrees centigrade)**

Guaranteed Maximum  
8.00% Max

**C. Physical Specification (Natural Basis): 10 mm nominal**

Fines: or as agreed to in the contract

**Guaranteed Below 10 mm- 90% min. as a load basis set by Seller.**

The selling group has 16 mines, some in production and others in research, each mine in production with the capacity to supply 250,000 MT/month. The mining company has crushers and equipment that allow the control of specific quantities to mix large volumes of ore, since each mine has a different specification.

They have contracts with four ports that allow the shipment of up to 20,000,000 MT/month and they have ore blending areas that allow them to blend the ore to meet any buyer's exact specifications.

It has the capacity to process the ore into any of the three normal uses of iron ore, known as sinter feed fines, lump ore and pellets.

Please note that we do not disclose all transactions and will not do so until the client has fulfilled his contractual fiduciary responsibility. As soon as the customer fulfills his fiduciary obligation or provides the deposit of one month's shipment amount (deposit via TT or DLC payable 100% against OBOL, SGS, PL), the seller will personally provide full site visits and allow samples without hesitation.

**PROOF OF PRODUCT TERMS:**

The seller shall provide proof of product by means of an on-site inspection of the material sold under any of its contracts provided that:

- The buyer has made their deposit in clean and clear funds into the account of Seller designated by any of its properly countersigned contracts along with its term Letter of Credit, and;
- The Buyer provides copies of all attending parties' passports within 72 hours from signature of contract, and;
- The country of loading permits such visitation of each party whose passport has been submitted with the express understanding that seller company shall not be held liable under any circumstances as a result of any constraint, delay, condition or rejection, and;
- The Buyer shall pay for any and all costs incurred for such on-site inspection no matter its origin to be paid immediately upon presentation of invoice, and;
- Should the Buyer reject any material offered by the Seller, then Seller reserves the right to show additional material from any other site it deems appropriate until such time as the material is deemed acceptable by the Buyer but limited to a maximum of the sites currently available to Seller without incurring breach therein of any contract entered into between the Buyer and Seller.
- The Buyer may withhold any Proof of Product and On-Site Inspection during the term of any Seller contract, but such inspection shall be exercised only one time during the course of any Seller contract without express written agreement by both parties.
- Should the buyer demand SGS as Proof of Product, Buyer shall place USD 6.00/MTW of their total planned order into Seller's account upon the request to pay for such inspection, and such report will be sent directly to the Buyer upon its completion by SGS.



Atarika, Tampa, , 2007.

**ANALYSIS REPORT**

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SGS MEXICO REF : M  
 DESCRIPTION OF PARCEL : ONE SAMPLE OF IRON ORE IN BULK  
 PER INSTRUCTIONS OF : XXXXXXXXXXXXXXXXXXXXXXXX - MEXICO

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We hereby certify that in compliance with the instructions received from our principal, Mr. XXXXXXXXXXXXXXX, we delivered the sample to our SGS LAKEFIELD MINERALS LAB IN CANADA for the analysis of the above sample and for which we report the following:

**ANALYSIS**  
 According to the report: ,207 dated on , 2007, the results obtained were as follows:

DESCRIPTION	Fe %	SiO2 %	Al2O3 %	P2O5 ppm	S %
Iron Ore Fines	69.17	2.00	0.25	4.70	<0.01

**REMARK:** The sample analyzed was received at our facilities.  
 This report reflects the findings determined at time and place of our intervention only.

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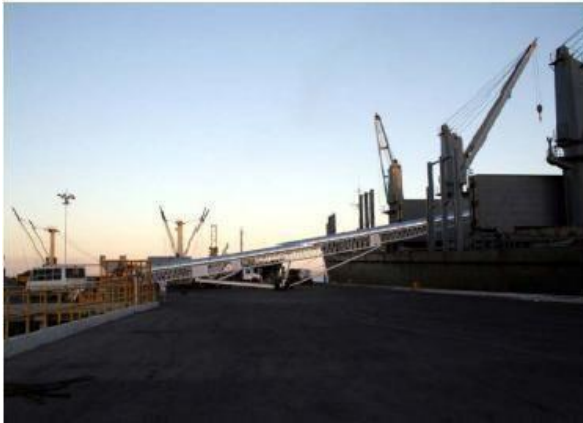
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## ADDITIONAL NOTES:

- SGS Report is not to be considered as “condition of payment” or “proof of product” with any transaction.
- Buyer will receive full SGS report directly from SGS upon loading of cargo.
- Broker circumvention is NOT tolerated in any way by Seller. If we receive direct communication from a broker or potential buyer, we will not proceed with negotiations and/or contract issuance until all referring parties are properly identified for the purpose and recognition of intermediary commissions.
- Seller will negotiate new terms of sale after signing of contract and performance by the seller. Seller uses private shipping and has extremely high security methods deployed (especially given recent events of hijackings) therefore any demands for Q88, ship registry documents, etc. will not be provided until the buyer’s fiduciary obligation has been met. Seller prefer to give our clients above satisfactory supply for long term business development, but we also cannot satisfy buyer paranoia at the expense of the lives of the crews on- board the shipping vessels. These things will not resolve buyer issues and our experience has shown that clients who continuously want “something more” before payment end up wanting more and more yet never pay for their goods.







## PROCEDURES

**STEP 1.** Buyer issues a **LOI or ICPO** with Company Profile and End Buyer Passport Copy + **CIS/KYC + IMPORT LICENSE** + Company's registration Copy + **NCND** with company representative passport or ID.

- ✓ **LOI / ICPO** with Company Profile and End Buyer Passport Copy +
- ✓ **COMPANY REGISTRATION COPY** +
- ✓ **CIS/KYC** +
- ✓ **NCND** +
- ✓ **IMPORT LICENSE**

\* ICPO to Seller via Bordallo Construtora Ltda.

## 5. Seller procedure needs to be inserted in the buyer's LOI/ICPO

**STEP 2.** The Seller sends a SCO

**STEP 3.** The Buyer returns the SCO signed and sealed, accepting price and sale terms, and send to the Seller

**STEP 4.** The Seller issues Draft Contract

**STEP 5.** The Buyer review , signs and return the contract to the Seller dully , signed and Sealed , in a maximum time of three (3) days,

**STEP 6.** The Seller sign the contract and return to the Buyer,

**STEP 7.** The Seller will issue a Proforma Invoice for total amount of one month's cost to the Buyer with the conditions of sale,

**STEP 8.** The Buyer will issue 100% Irrevocable , Transferable, Confirmed SBLC/LC according seller's conditions

**STEP 9.** Loading procedure will start. POP DOCUMENTS WILL PROVIDE ONLY BANK TO BANK.

#### **INSPECTION**

- SGS inspection at the **LOADING PORT** is the only reference for Payment Release – But buyers are welcome to appoint CIQ INSPECTION at **LOADING PORT** for Chinese Market.
- Seller sends incoterm CIP, but payment at loading port.

**All terms, conditions, payment method and procedures contained in the LOI/ICPO MUST BE IN COMPLIANCE WITH THE SELLER'S CONDITIONS AND PROCEDURES, OTHERWISE THE ORDER WILL BE REJECTED.**

**"Prices are Subject to Reconfirmation may change without prior notice"**

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#### **GENERAL INFORMATION:**

- BUYER'S LOI / ICPO CORRECTLY DATED, SIGNED AND STAMPED WITH THE RESPONSIBLE AND POSITION WITH BANK COORDINATES, POF (**BCL OR RWA OR BANK SWIFT MESSAGE**) AND ALL SPECIFICATIONS.
- PRODUCT INDICATED WITH QUANTITIES, PACKAGING, ORIGIN AND DESTINATION.
- TRANSFERABLE IRDLC / SBLC Revolving (12 month contract) in cash against Documents.
- THE SELLER WILL PROVIDE SGS IN THE PORT OF LOAD, 110% SHIPPING INSURANCE,
- THERE IS NO NEED TO REQUEST PREVIOUS DOCUMENTS, EVEN SANITIZED FOR THAT IT IS FULLY AGAINST ICC RULES.
- EXCESSIVE PRICES (overprices) AND HIGH COMMISSIONS destroy orders and will not be considered.

#### **LOI WILL BE REJECTED IF:**

- LOI **without price** (\*LOI will be rejected\*)
- LOI **without buyer profile** (\*LOI will be rejected\*)
- LOI **without soft probe** (\*LOI will be rejected\*)
- LOI **With PAYMENT AT DESTINATION PORT** (\*LOI will be rejected\*)
- **PB upfront** (\*LOI will be rejected\*)
- LOI **without passport Id** (\*LOI will be rejected\*)
- LOI **without BCL** (\*LOI will be rejected\*)
- IF CHINA'S DESTINY, IF LOI **without IMPORT LICENSE** \*LOI will be rejected\*
- LOI **without NCND** (\*LOI will be rejected\*)

OUR SELLER WORK WITH PAYMENT AT LOADING PORT AGAINST SHIPMENT DOCUMENTS.

**GUIDELINES:**

In all negotiations, the buyer, and his mandate, considers the buyer to be real, serious and honest, and the supplier to be dishonest. They ask thousands of questions of the supplier, stock, video, SGS, certificate and much more, with an even lower price than the market, but they do nothing.

And buyers don't usually pay commissions to anyone. They waste everyone's time, but brokers usually consider the buyer to be real and genuine, thinking of the buyer's loyalty, but demand the supplier's commission.

The supplier only asks for bank guarantee only through the bank on the price of the deal, and never asks for an advance. But usually the alleged buyers cannot guarantee the bank and, by denying what is wrong, they earn new points, everyone loses money and runs away, because there is not only one real buyer, but only the broker acting as if he were a buyer.

If your buyer is real and genuine, just ask the buyer to follow the procedures. After sending just the MT700 quick copy message, the supplier will give SGS, video, proof of stock, everything, and your buyer is not willing to do that, don't waste your time or mine.

They send LOI / ICPO without POF and the seller sends the spa, FCO, spa and the buyer runs away with excuses, disappears and then starts talking about the new business. There is actually no buyer or it says that the buyer is currently busy with another business or that the banks are working slowly or that it is a public holiday and the banks do not work. They even claim that the buyer is currently taking out a loan from the bank and that we have to wait and nothing happens.

Or even allegations such as:

- Buyer payment takes time.
  - The buyer will not work on the Control Line.
  - There will be a guarantee payment agreement.
  - The buyer will pay cash or the LC will change.
  - The buyer will take a while, wait.
  - The buyer has another deal.
  - The buyer will pay soon.
- ... Wait, wait, wait, wait, ... The buyer is a great businessman.

You also understand that a lot of hard work must be done to satisfy the seller and the buyer, so that the deal can be finalized and successful.

For the seller and the buyer, the broker is an independent servant, the broker works hard day and night, while the buyer (broker) pretends to be the seller.

Buyers protect themselves, flee by calling the seller and act as if the broker is wrong. But I tell you my brother, if the buyer is real, he will surely give all the paper (RWA and the LC mirror). I remember that the seller does NOT ask for any money in advance from the buyer. If buyer is really genuine, THE BUYER MUST PRESENT RWA.