

## Jehidy Moya

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**From:** Mariano Rodriguez <mariano.rodriguez@isbargentina.com.ar>  
**Sent:** Thursday, July 2, 2020 7:22 PM  
**To:** Robert Danvers; Wagner Passos  
**Cc:** Jehidy Moya; Siddharth Amin; commercial@isbbrazil.com.br  
**Subject:** RE: RES: SRS - Offer

Hi Bob

I also confirmed that the requested extra analysis requested each 5.000 MT by SRS (Dextran and Impurities) are included in our below quote send by Wagner

Due to this I resume the following offer for SRS jobs

Loading Supervision Fee : USD 0.11 PMT

- Strict accordance SAL/NY11 Sup Rules
- Inclusive Hose Test, Hold Inspections,
- Analysis P/M/C/A for each subplot sample of 2500 MT plus test on composite P/M/C/A
- Sublot(5000 MT) testing for Dextran and Impurities

Draught Survey (Initial & Final) : USD 550 lumpsum

- Pls note that the mentioned rates not includes your commission,
- ISB BRAZIL will invoice directly to ACI after the finalization of each shipment,

Is our intention to contribute from our side with our better quote in order to get this important client for our group

Best regards

Mariano Rodriguez



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**De:** Robert Danvers [mailto:robert.danvers@agrimincontrol.com]

**Enviado el:** jueves, 2 de julio de 2020 14:12

**Para:** Wagner Passos

**CC:** Mariano Rodriguez; Jehidy Moya; Siddharth Amin; commercial@isbbrazil.com.br

**Asunto:** Re: RES: SRS - Offer

Thanks Wagner,

However, please advise your lowest Combined Analysis Fees for each 5000 MT subplot / balance sample for Dextran and Insoluble matter ...

Thx

Sent from my iPhone

On 2 Jul 2020, at 18:53, "wpassos@isbbrazil.com.br" <wpassos@isbbrazil.com.br> wrote:

Dear Bob,

We agree with the costs below.

**Best Regards,**

**Wagner Passos**

<image001.png>

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**De:** Robert Danvers <robert.danvers@agrimincontrol.com>

**Enviada em:** quinta-feira, 2 de julho de 2020 13:46

**Para:** Wagner Passos <wpassos@isbbrazil.com.br>; Mariano Rodriguez <mariano.rodriguez@isbargentina.com.ar>

**Cc:** Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>

**Assunto:** RE: SRS - Offer

**Prioridade:** Alta

URGENT !!!

Wagner / Bob,

Sub-Lot Analysis for Dextran & Impurities is for each 5,000 MT ... not each 2,500 MT ...

Brgds,  
Bob

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**From:** Robert Danvers

**Sent:** Thursday, July 2, 2020 18:32

**To:** Wagner Passos <[wpassos@isbbrazil.com.br](mailto:wpassos@isbbrazil.com.br)>; Mariano Rodriguez <[mariano.rodriguez@isbargentina.com.ar](mailto:mariano.rodriguez@isbargentina.com.ar)>

**Cc:** Jehidy Moya <[jehidy.moya@agrimincontrol.com](mailto:jehidy.moya@agrimincontrol.com)>; Siddharth Amin <[siddharth.amin@agrimincontrol.com](mailto:siddharth.amin@agrimincontrol.com)>

**Subject:** SRS - Offer

**Importance:** High

Wagner/Mariano,

Siddharth has been in touch with SRS and we need to know if you can work with following RTES ...

- Loading Supervision Fee : USD 0.11 PMT  
Strict accordance SAL/NY11 Sup Rules

Inclusive Hose Test, Hold Inspections,  
and Analysis P/M/C/A for each subplot sample  
of 2500 MT plus test on composite P/M/C/A

- Draught Survey (Initial & Final) : USD 550 lumpsum

**SRS also require Sublot(2500 MT) testing for Dextran and Impurities ... PLEASE ADVISE YOUR LOWEST INCLUSIVE FEE FOR THESE TESTS.**

Wagner/Mariano, we have a chance to break through with SRS, therefore please study the above and let me have your response overnight so that, we may make Final comprehensive Offer to SRS tomorrow and try to capture their next Vessel.

Many thanks,

Best regards,  
Bob

**Robert G DANVERS,**  
**Managing Director,**

<image004.jpg>

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