

Jehidy Moya

From: Sergiy Bats
Sent: Friday, May 15, 2020 1:34 PM
To: Robert Danvers
Cc: Siddharth Amin; Jehidy Moya; agrimin.control
Subject: Re: RE: FW: SMA UKRAINE FEES
Attachments: ATT00001.txt

Dear Bob,

Thanks for your comments!

Everything are absolutely clear.

Herewith my Best/Special Offer for you is 1600 USD for these 5 Location.
Transport expenses are included.

Payment to non-recipient of Ukraine.

Your commission is not included.

Hope for your understanding!

If you have any question please don't hesitate to contact me anytime.

Awaiting for Official Assignment.

Best regards,
Sergiy Bats

пятница, 15 мая 2020, 01:31PM +03:00 от Robert Danvers robert.danvers@agrimincontrol.com:

Hi Sergiy,

Sorry .. payment in Local with 20% uplift will not work ... !

If we want to win the major Stock Monitoring Contract when (if) it's signed, my advice to you is to go with this offer to show goodwill and thereby lock ourselves into SMA should it be signed.

With regard to your need for local currency, this can only be derived from the local business you have, as with all other Supervision Companies in Ukraine,

Otherwise, we / our clients are faced with 20% VAT which cannot be claimed back from your Country and makes us COMPLETELY UNCOMPETITIVE apart from deleting our margin completing and putting us in loss situation ... !

It`s up to you ... !

Brgds

Bob

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>

Sent: Friday, May 15, 2020 12:20

To: Robert Danvers <robert.danvers@agrimincontrol.com>

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

Subject: Re: FW: SMA UKRAINE FEES

Good afternoon, Dear Bob!

Thanks for your e-mail.

Please note that these Locations are all around Odessa and Kherson, but please don't forget very poor quality of roads in Ukraine, and in sometimes very often complete off-road.

Herewith distance can be 5-6 hours in places where you think 2-3 hours of driving max.

Herewith my Best/Special Offer for you is 1600 USD for these 5 Location.
Transport expenses are included.

In case if Payment in Ukrainian Hryvna, 20% VAT additionally is expected.

Your commission is not included.

Hope for your understanding!

If you have any question please don't hesitate to contact me anytime.

Have a nice day!

Best regards,
Sergiy Bats

пятница, 15 мая 2020, 00:12PM +03:00 от Robert Danvers robert.danvers@agrimincontrol.com:

TOP URGENT !

Sergiy/Bob,

Client has responded on our rates for SPOT Checks ...

At this time they have NOT concluded the Contract with Borrower and are still in negotiations ...

Meanwhile, they want us to proceed with SPOT checks now at five (5) locations in Ukraine, as follows:-

QUOTE

The quantities at each location have slightly changed, therefore please attend at the following locations to inspect all material/ all type of goods available in stock and take photos of each product and the storage area:

Ivanovka - 2'741 MT

Nova Dolina - 1'067 MT

Zatishya - 1'238 MT

Sima - 5'033 MT

Ukraina - 3'840 MT

With regards to the rates, would it be possible to consider a lumpsum fee for all 5 locations including the travel?

We understand they are all around Odessa and Kherson, so there is not a huge distance between them (2-3 hours of driving max).

UNQUOTE

Sergiy, please consider accepting USD 1,250.00 Lumpsum Fee for all 5 locations inclusive of Travel Cost and confirm soonest.

Thanks for your prompt reply.

Brgds,

Bob

From: Robert Danvers

Sent: Wednesday, May 13, 2020 13:04

To: Sergiy Bats <sergiy.bats@agrimincontrol.com>

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

Subject: RE: SMA UKRAINE FEES

Importance: High

Sergiy / Bob,

We cannot **`back trade`** on this matter !

We have quoted is USD without local VAT and we will Invoice accordingly.

All the way through ... you have quoted in USD with the added remark ...

“ In case if Payment in Ukrainian Hryvna, 20% VAT additionally is expected ... “

Let`s try and secure this business and move forward ...

Brgds,

Bob

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 12:36
To: Robert Danvers <robert.danvers@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Dear Bob,

We can get Payment in USD + 20% VAT as well.

Herewith our Offer is following:

3'500 +20% VAT in case if Payment to "AgriMin Control Ukraine" LLC.

4'200 USD in case if Payment to other non-resident of Ukraine.

But better to "AgriMin Control Ukraine" LLC.

Sergiy Bats

COUNTRY MANAGER



INTERNATIONAL CARGO SUPERINTENDENTS
SAMPLERS, ANALYSIS AND TECHNICAL INSPECTIONS

AgriMin Control Ukraine LLC



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Web	www.agrimincontrol.com

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or otherwise disclose this communication

From: Robert Danvers <robert.danvers@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 1:24 PM
To: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: Re: SMA UKRAINE FEES

Have made offer in USD ...

If Clients prefers to pay in local currency we can accommodate ...

Brgd

Sent from my iPhone

On 13 May 2020, at 12:11, Sergiy Bats <sergiy.bats@agrimincontrol.com> wrote:

Dear Bob,

I would like to get Payments for these SMA Inspections to "AgriMin Control Ukraine" LLC, because I have a lot of expenses as accountant, office, Salary and Taxes, etc., etc. and all these expenses should be covered from Account of "AgriMin Control Ukraine" LLC.

Sergiy Bats

COUNTRY MANAGER

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Email	sergiy.bats@agrimincontrol.com
Web	www.agrimincontrol.com

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or otherwise disclose this communication

From: Robert Danvers <robert.danvers@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 12:34 PM
To: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Sergiy / Bob,

VAT will only apply if payment in local currency ... YES ?

Brgds,

Bob

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 11:12
To: Robert Danvers <robert.danvers@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Dear Bob,

Thanks for your idea!

Confirm 3'500 +20% VAT.

Payment for each past month until the 5th day of the next month to "AgriMin Control Ukraine" LLC.

Your commission is not included.

Hope for your understanding!

Sergiy Bats

COUNTRY MANAGER

Telephone +38 048 770 81 77
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Skype ID SergeyBats
Email sergiy.bats@agrimincontrol.com
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or otherwise disclose this communication

From: Robert Danvers <robert.danvers@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 11:22 AM
To: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES
Importance: High

Sergiy / Bob,

I have another idea on the attendance under his SMA...

SMA does not carry the same responsibility as CMA, nevertheless, we have to exercise due diligence and perform our duties in accordance with the undertaking we give in respect of attendance,

Therefore, please consider your cost, as follows ...

Our attendance at designated

Locations fulfilling tasks set

out in SMA	:	Attendance between
		07:00 and 20:00 hours
		7 days per week
Month or Part Month		US\$ 3,500 Per

This means that, you will only need to deploy one person per location, who may be relieved from time to time by another person, depending on the duration of the programme.

NOTE

There can be no review half way through the programme and our Offer must be maintained for the duration of the attendance period.

We really MUST make our offer this morning.

Thanks for your prompt reply.

Brgds,

Bob

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 09:20
To: Robert Danvers <robert.danvers@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Good morning, Dear Bob!

Thanks for your e-mail!

Your comments are absolutely clear.

However too easy to talk when you have not expenses.

Anyway lets try to work with 4'500 mt + your commission to keep this new Client.

After one month will check our expenses, statistic, etc., etc. to make decision regarding further Inspections.

If you have any question lease don't hesitate to contact me anytime.

Have a nice day!

Sergiy Bats

COUNTRY MANAGER

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From: Robert Danvers <robert.danvers@agrimincontrol.com>
Sent: Wednesday, May 13, 2020 1:58 AM
To: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Sergiy/Bob,

Your costing are simply not workable ... and Transportation costs (you remind us of) are quite ridiculous in this equation has to be part of the Fee !!

These charges relate to Western European charges, where costs are far higher than in Ukraine !

The fact that it is essential that non-locals are to be deployed has no bearing whatsoever on the Labour cost.

No way, will our Client pay your costs plus 10% commission our side amounting to USD 16,060 PER MONTH ...

I repeat, the best deal I believe we can get and I'm not convinced will be, USD 4,500/5,000 PER MONTH including our Commission.

So let's look at our actual costs and make some factual calculations otherwise, we are simply going to look very unserious to our Client and our Offer will be put in the trash can ... and it's doubtful that they will ever ask us again to quote for SMA anywhere in the World.

Brgds

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Sent: Tuesday, May 12, 2020 23:09
To: Robert Danvers <robert.danvers@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Dear Bob,

Thanks for your comments!

Please note our Offer 3'650 USD per week/ per Place/Location was form not a multiplication of our one time visit for a week/month, because our Cost 300 USD per one-time each visit of each Place/Location.

In case if 100% of our attendance within 7 days/ week/ 24 hours per day it is other calculation as follows:

250 USD per day + 250 USD per night.

It means two Inspectors (not local/ nonresident) who will change each other + Hotel expenses. Also need to remember Transport Charges about 150 USD.

Also, do not forget how much this work is responsible and what excessive savings can lead to.

If you have any question lease don't hesitate to contact me anytime.

Sergiy Bats

COUNTRY MANAGER

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Web	www.agrimincontrol.com

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From: Robert Danvers <robert.danvers@agrimincontrol.com>
Sent: Tuesday, May 12, 2020 4:30 PM
To: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Sergiy/Bob,

I think your costs for 100% attendance per location are rather ambitious ...

This implies YOUR approximate cost USD 14,600 per month per location !!!!

Under this full attendance scenario you will deploy one Surveyor to be stationed at each location in attendance every day.

This should not be a local person.

Therefore, for your cost will be considerable less than visiting once every now and then ... it is not a multiplication of your one time visit for a week/month etc.

Please seriously re-consider your Fees ... my advice would be for your to charge USD 4,000 per Month or Part Month per Location `all inclusive` ...

Thanks for your further advice ...

Brgds

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Sent: Tuesday, May 12, 2020 15:15
To: Robert Danvers <robert.danvers@agrimincontrol.com>
Cc: Jehidy Moya <jehidy.moya@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Good afternoon, Dear Bob!

Thanks for your e-mail!

As I indicated in my previous e-mail to Jehidy, 300 USD per each visit of each Place/Location.

Transport Charges are following:

Feniks Agro LLC, Ivanovka: 100 USD

Multi functional Agriculture Cooperative, Novodolyna: 100 USD

AgroCommodities LLC, Zatyshshia: 100 USD

Sima Small Enterprises: 150 USD

We can fix same Cost 410 USD per each visit of each Place/Location including Transport expenses as we performed similar Inspection for ROSTOV GRAIN STAR in March, 2020.

In case if 100% attendance (7 days a week/ 24 hours per day) Cost is 3'650 USD per week/ per Place/Location as follows:

500 USD per 24 hours

500 USD x 7 days + 150 USD (Transport) = 3'650 USD.

In case if Payment in Ukrainian Hryvna, 20% VAT additionally is expected.

If you have any question please don't hesitate to contact me anytime.

Sergiy Bats

COUNTRY MANAGER

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From: Robert Danvers <robert.danvers@agrimincontrol.com>

Sent: Tuesday, May 12, 2020 3:56 PM

To: Sergiy Bats <sergiy.bats@agrimincontrol.com>; Jehidy Moya <jehidy.moya@agrimincontrol.com>

Cc: Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com

Subject: RE: SMA UKRAINE FEES

Importance: High

Sergiy/Bob,

Thanks,

Your Fee covers Weekly or Monthly visit ... cost per visit/location ...

Please clarify Transport Expenses ... you can either apply a fixed costs per visit or provide Expense Vouchers for actual costs incurred e.g. Benzin, Public Transport etc.

Please also provide your costs for 100% attendance (7 days a week/ 24 hours per day) Per day / per Location.

Thanks for your prompt reply...

Brgds,

Bob

From: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Sent: Tuesday, May 12, 2020 14:36
To: Jehidy Moya <jehidy.moya@agrimincontrol.com>
Cc: Robert Danvers <robert.danvers@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>; agrimin.control@gmail.com
Subject: RE: SMA UKRAINE FEES

Dear Jehidy,

Thanks for your Enquiry!

In urgent case of Phoenix Commodities we ready to start tomorrow.

Cost for mentioned Scope of Works is 300 USD per visit + Transport expenses.

In case if Payment in Ukrainian Hryvna 20% VAT is expected.

Awaiting for Instructions and contact data of all Locations.

Thank you in advance!

Sergiy Bats

COUNTRY MANAGER

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Mobile +38 050 316 22 02
Skype ID SergeyBats
Email sergiy.bats@agrimincontrol.com
Web www.agrimincontrol.com

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From: Jehidy Moya <jehidy.moya@agrimincontrol.com>
Sent: Tuesday, May 12, 2020 12:04 PM
To: Sergiy Bats <sergiy.bats@agrimincontrol.com>
Cc: Robert Danvers <robert.danvers@agrimincontrol.com>; Siddharth Amin <siddharth.amin@agrimincontrol.com>
Subject: SMA UKRAINE FEES

Dear Sergiy,

We need urgently your net fees is USD for SPOT Inspection in Ukraine, locations as per attached excel file (only in yellow).

Client is requesting this Spot Inspection to be done asap. Let us know when will be the soonest you could perform it.

Scope would be:

- Assessment of quantity stored.
- Visual inspection of goods condition (smell, colour, presence of mould).
- Checking and obtaining of the following documents (storage facility receipt/ statement confirming the quantity and type of the goods stored on the date of your inspection and the company it is pledged to).
- Photos of the storage facility and the goods in stock.

As well we need your rates should be for, same locations:

- Weekly visit
- Monthly visit
- Full presence (100% attendance 7/24/365)

Plse not below from Siddharth:

“This enquiry from Inoks is a fall out of the Phoenix Commodities disaster and bankruptcy.

The inspection will call for a very detailed verification by Sergiy and it will need lots more attention during each visit.

Just a cautionary advise to be conveyed accordingly to Sergiy from your end.”

Plse send us rates urgently.

Regards

Jehidy