

# Stomos AB

## Business Proposal

Fuel Oil Mazut 100

Origin – CIS/Russia

### General Information

Please read carefully all the information as it answers to the most of your questions.

[Origin of the Product](#)

[Technical Information](#)

[Differences in the mazut characteristics \(sulphur content\)](#)

[Information about very low/low sulphur mazut with sulphur content 0,5-1% supply](#)

[Information about normal sulphur mazut with sulphur content 1-3.5% supply](#)

[Logistic](#)

[Transportation and delivery terms](#)

[Prices](#)

[Payment Terms](#)

[Contract](#)

[Technical Specification of the Product \(according to GOST 10585-99\)](#)

- **Origin of the Product**

- 1) Russia
- 2) CIS (Kazakhstan, Azerbaijan, Turkmenistan)

- **Technical Information**

Fuel oil mazut 100 is supplied according to the Russian technical specification GOST 10585-99, section for fuel oil, mazut sort 100. This kind of oil is graded as the heavy furnace oil. The product is produced from the remains of raw oil processing.

- **Differences in the mazut characteristics (sulphur content)**

The main difference in the different kinds of mazut 100 is the content of sulphur. The grades are:

- very low sulphur mazut with sulphur content 0,5%
- low sulphur mazut with sulphur content 0,5-1,0%
- normal sulphur mazut with sulphur content 1,0-2,0%
- high sulphur mazut with sulphur content 2,0-3,5%

- **Information about very low/low sulphur mazut with sulphur content 0,5-1% supply**

*(this information concerns EXCLUSIVELY 0,5-1% sulphur content mazut)*

This kind of mazut is produced only from the low sulphur raw oil. Origin country for this kind of mazut is only Russia. It is very limited volume of this mazut available for export from Russia because of the following reasons:

- There is limited number of producers in Russia, who produce this kind of mazut. All of them are the big Russian oil companies, like Lukoil, Rossibneft, etc.
- Minimum half of the produced volume is sold on the domestic market of Russia and CIS.
- Most of the volumes for export are sold according to the state quotes to the state companies abroad.
- The remaining export volumes are sold by the daughter commercial organizations of the oil

Stomos AB

Post address Box 19, 13821 Älta, Stockholm, Sweden

Telephone + 46 (0) 8 773 3470 Fax + 46 (0) 8 773 3470 E-mail info@stomos.com Web Site www.stomos.net

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producers to the highest bidder.

Proceeding from the above, as at the moment the demand exceeds many times the supply on the market, the producers in Russia dictate the terms for the supply. Right now, the universal term for any kind of delivery (either domestic market or for export) to any kind of buyer (either commercial or state firm) from any country is **100% advance payment with product loading at the producer's plant within 21 days after prepayment is registered on the bank account of the producer.** *Please do not try to persuade us to change this term, as it is not in our power. This term is dictated by the producer of the product and it is not negotiable.*

**If you do not like this payment term, we strongly recommend you to turn your attention to the mazut marks with sulphur content 1,0-3,5%.**

- **Information about normal sulphur mazut with sulphur content 1-3.5% supply**

This product can be supplied both from Russia and from CIS countries (Kazakhstan, Azerbaijan, Turkmenistan). Both origins supply according to the Russian GOST 10585-99. The difference between the origins is only in price. The Russian origin mazut has higher price.

- **Logistic**

Cisterns: 60MT/cistern

Vessel: 25000MT/tanker

Please bear in mind that mazut 100 is considered:

1) heavy oil product, that is dirty oil product, meaning:

a) the order of cisterns for transportation to the transport agent is done 3 weeks in advance;

b) most of all storage facilities in the sea ports are reserved for the light oil products; the order of such facilities should be done also in advance.

2) combustible product, meaning: transportation costs are higher than for the usual kind of merchandise not requiring special means of transportation.

- **Transportation and delivery terms**

1) by railway in cisterns to the border; DAF terms

2) by railway in cisterns to the seaport, then by tanker; CIF terms

- **Prices**

Prices are changing twice per week, on Tuesdays and Thursdays. Please contact us for the quote.

- **Payment Terms**

**1) very low/low sulphur mazut with sulphur content 0,5-1%, Russian origin**

100% advance payment for each separate shipment party.

**2) normal sulphur mazut with sulphur content 1-3,5%, Russian origin/CIS origin**

L/C; irrevocable, transferable, dividable, confirmed

- **Contract**

Stomos AB is the supplier of the product. The delivery contract is signed with Stomos AB.

Upon request a draft of the standard delivery contract will be sent to you.

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## Technical Specification of the Product (according to GOST 10585-99)

Component	Result
The temperature of solidification, not higher °C	42,0
Kinematics viscosity at 80°C not higher, Conditional	16,0
Kinematics viscosity at 80°C not higher, Kinematical, mm <sup>2</sup> /c	118
Kinematics viscosity at 100°C not higher, Conditional	6,8
Kinematics viscosity at 100°C not higher, Kinematical, mm <sup>2</sup> /c	50
Ash content, not more %	
Low ash mazut	0,05
Normal ash mazut	0,14
Mechanical impurities, lower than %	1,0
Water content, not higher than %	1,0
Water dissoluble acids (alkalinity)	Absent
Mass fraction of sulphur, not more %	
Grade I	0,5%
Grade II	1,0%
Grade III	1,5%
Grade IV	2,0%
Grade V	2,5%
Grade VI	3,0%
Grade VII	3,5%
Temperature of flash in the open crucible °C, not less than	110
Gross calorific value KJ/kg not less than	40530
Temperature of solidification, °C, not higher than	25; 42 (for mazut from high paraffin oil)
Heat of combustion (the lowest) recalculated for solid fuel k Joul/kg, not less than	
Grades I, II, III and IV	40530
Grades V, VI, VII	39900
Density at 20 °C , kg/m <sup>3</sup>	Not standardized, Must be defined

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