



Granular Sulfur Soft Corporate Offer Namavaran Iranian Emroz

[SELLER'S LETTERHEAD: NAMAVARAN IRANIAN EMROZ CO.]

Company Registration No.: 626239

Date: [Insert Date]

To:

[BUYER COMPANY NAME] [BUYER COMPANY ADDRESS] [BUYER COMPANY CONTACT PERSON] [BUYER COMPANY EMAIL] [BUYER COMPANY PHONE NUMBER]

Subject: Formal Offer for Supply of Granular Sulfur

Dear Sir/Madam,

With reference to your esteemed inquiry regarding the potential purchase of granular sulfur, we, NAMAVARAN IRANIAN EMROZ CO., are pleased to formally submit our comprehensive offer for the supply of this commodity. We are committed to providing high-quality products and fostering strong, long-term business relationships.

Our offer is detailed as follows:

1. Product:

- Description: Granular Sulfur
- Purity: Minimum 99.5%
- Specification: The product will strictly adhere to international quality standards for granular sulfur, ensuring a consistent and reliable supply for your operational needs. Detailed specifications will be provided in the Certificate of Analysis (COA).

2. Quantity:

- Total Quantity: Metric Tons
- Flexibility: While this offer is for Metric Tons, we are open to discussing slight adjustments to quantity based on your specific requirements and market conditions.

3. Origin:

- Source: Iranian Refineries
- Assurance: Our sulfur is sourced directly from reputable Iranian refineries, ensuring a stable and abundant supply chain. We can provide documentation confirming the origin of the product.

4. Packing:

- Method: Bulk Shipment
- Details: The granular sulfur will be transported in bulk, a standard and cost-effective method for large-scale commodity shipments. This ensures efficient loading and unloading processes at the port of origin.





5. Delivery Terms:

- Incoterms® 2020: FOB (Free On Board)
- Port of Loading: Bandar Abbas, Iran
- Responsibility: Under FOB terms, NAMAVARAN IRANIAN EMROZ CO. will be responsible for the cost and risk of delivering the goods to the port of Bandar Abbas, Iran. Once the goods are loaded onto the vessel nominated by the buyer, the responsibility and ownership transfer to the buyer.

6. Price:

- Unit Price: [Insert Price Here] USD per Metric Ton
- Total Price: Calculated based on the actual quantity shipped, not exceeding Metric Tons.
- Currency: United States Dollars (USD)
- Basis: The price is quoted on a Free On Board (FOB) Bandar Abbas, Iran basis. This price includes the cost of the sulfur, packaging (if applicable, though stated as bulk), and all costs up to the point of loading onto the buyer's nominated vessel at the specified port.

7. Delivery Time:

- Timeline: 10-30 working days
- Trigger: Commencing from the date of the official contract signature and the successful receipt of the agreed-upon advance payment.
- Logistics: We will coordinate closely with your nominated shipping agents to ensure a smooth and timely loading process.

8. Payment Terms:

- Structure: A tiered payment structure designed for mutual security and efficiency.
- 30% Advance Payment: Upon contract signing. This payment will be secured by a bank guarantee issued by the seller, providing assurance for the buyer.
- 60% Upon Readiness at Customs: When the product is ready for inspection and clearance at Bandar Abbas customs. This confirms the product's availability and proximity to loading.
- 10% Upon Vessel Loading & Delivery: Final payment upon the successful loading of the granular sulfur onto the buyer's nominated vessel at the port of Bandar Abbas, signifying the completion of delivery under the FOB terms.
- Method: Payments are to be made via standard international banking channels. We are open to discussing the specific payment instrument, provided it is acceptable to both parties and aligns with international trade practices (e.g., direct wire transfer). Letters of Credit (LC) are generally not preferred for this specific transaction structure, but discussions can be held if absolutely necessary for the buyer.
- Penalties and Damages: All penalties and damages related to non-performance, delays, or quality issues will be clearly defined and stipulated within the final contract agreement, ensuring transparency and accountability.

9. Guarantees:

- Advance Payment Guarantee: NAMAVARAN IRANIAN EMROZ CO. will provide a comprehensive bank guarantee for the 30% advance payment as an integral part of the executed contract. This guarantee will be issued by a reputable financial institution and will remain valid until the full and satisfactory performance of the contract by the seller.





10. Quality Assurance:

- **Certification:** The granular sulfur will be supplied in strict accordance with its Certificate of Analysis (COA).
- **Issuing Authority:** The COA will be issued by an authorized and independent third-party laboratory accredited for chemical analysis. This ensures unbiased and reliable quality verification.
- **Inspection:** The buyer has the right to appoint their own independent surveyor for pre-shipment inspection and quality control at the port of loading, at their own expense.

11. Supporting Documents:

- **Standard Documents:**
 - Product Specification Sheet detailing the physical and chemical properties of the granular sulfur.
 - Certificate of Analysis (COA) from an accredited laboratory confirming purity and other key parameters.
 - Commercial Invoice.
 - Packing List (if applicable for bulk cargo manifestation).
 - Bill of Lading (issued by the shipping line upon loading).
 - Certificate of Origin.
 - Insurance Certificate (as per agreed terms, typically buyer's responsibility under FOB).
- **Additional Documentation:**
 - A video showcasing the product inventory within the refinery warehouse will be provided to the buyer subsequent to the contract signing and the completion of initial financial agreements. This offers an additional layer of transparency regarding the product's condition and availability.
 - Other documents will be provided as reasonably requested by the buyer and as are standard in international commodity trade, subject to mutual agreement and feasibility.

This formal quotation is valid for a period of 15 days from the date of issuance of this offer letter. We understand the dynamic nature of the commodity market and have priced this offer accordingly.

We are confident that NAMAVARAN IRANIAN EMROZ CO. can meet and exceed your requirements for granular sulfur. We are eager to establish a mutually beneficial and enduring business relationship with your esteemed company and remain at your complete disposal for any further clarification, discussion, or negotiation required to finalize this transaction.

We look forward to your positive response.

Best regards,





SGS Certificate of Quality - Granular Sulphur

Producer: Iranian Petrochemical Company (e.g. Bandar Imam)
Inspection Company: SGS Iran
Date of Analysis: May 2025
Product: Granular Sulphur
Quantity: 12,000 MT

Parameter	Result	Method
Sulphur (S) Content	99.50	ASTM D4294
Ash Content	0.02%	ISO 334
Moisture	0.10%	ASTM D3173
Acidity (as H ₂ SO ₄)	0.003%	ISO 3704
Arsenic (As)	< 1 ppm	ASTM D4606
Selenium (Se)	< 1 ppm	ASTM D4596
Iron (Fe)	5 ppm	ICP-OES
Organic Matter	Not Detected	Visual/IR
Size Distribution	90% > 2 mm	Sieve Test
Color	Bright Yellow	Visual

Remarks:

- Material free from foreign matter.
- Packing in bulk.
- Inspection conducted as per buyer's request at port of loading.

