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# RFQ — Refined Vegetable Oils | CIF Adabiya (Suez, Egypt) | Trial 200 MT + Scale to 5,000 MT/month

**Date:** 24 Mar 2026
**From:** ORA BE BV (Antwerp, Belgium) — Program Lead: Dhurim Deljiu (EUBACCI | Ora Group)

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Dear Sales Team,

We are requesting your **commercial quotation (RFQ)** for the supply of **refined vegetable oils** to an industrial end-buyer in Egypt.

**Important:** We intend to start with a **trial shipment** (standard market practice for new counterparties) to validate product quality, logistics, and LC documentation flow. Following a successful trial, the program scales to a recurring monthly framework of up to **5,000 MT/month**.

Please reply to this email with your pricing and terms.

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## 1) Delivery Terms

- **Incoterms: CIF Adabiya Port (Suez), Egypt — Incoterms® 2020**
- **Desired loading window (trial):** April 2026
- **Preferred packaging: Flexitank in 20’ container** (~18–24 MT/unit)
- **Alternatives (if available):** ISO tank / IBC / drums (please specify)
- **Loading port:** your nearest EU terminal (Antwerp / Ghent / Rotterdam — please specify)

**Please confirm your CIF price includes:**

1. product cost
2. ocean freight to Adabiya (Suez)
3. cargo insurance (preferred **ICC(A)**; insured amount **min. 110% of CIF**)
4. standard COA and readiness for **SGS (or equivalent)** inspection if required
5. export customs/handling at origin (as applicable)

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## 2) Payment Terms

- **Payment:** Irrevocable **Letter of Credit at sight**, subject to **UCP 600**

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- **LC issuance:** via first-tier Belgian bank (**KBC / ING / BNP Paribas Fortis**)

Please specify your LC requirements:

- whether **LC confirmation** is required and under what conditions
- exact **document wording** you require (if any)
- timeline requirements (latest shipment date, LC expiry, presentation period)
- whether **partial shipments** and/or **transshipment** are allowed

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## 3) Products / Trial Volumes / Indicative Specifications

Please quote **CIF Adabiya price per MT** (USD/MT or EUR/MT) per product for the **trial quantity** below, and confirm availability / lead time.

Note: Some parameters below are set as market-standard maximums to enable competitive quoting. If you propose your standard specification ranges, please include them.

### A) RBD Palm Olein — Trial: 200 MT

- IV (Wijs) ≤ **56**
- FFA ≤ **0.10%**
- Moisture/Impurities ≤ **0.10%**

### B) Refined Palm Oil (RBD) — Trial: 200 MT

- IV (Wijs) ≤ **50**
- FFA ≤ **0.10%**
- Peroxide Value (PV) ≤ **2.0 meq/kg**
- Slip Melting Point (SMP): guideline **33–39°C**

### C) Refined Soybean Oil — Trial: 200 MT

- IV (Wijs) ≥ **130**
- FFA ≤ **0.10%**
- PV ≤ **2.0 meq/kg**

### D) Refined Sunflower Oil (winterized) — Trial: 200 MT

- IV ≥ **130**
- FFA ≤ **0.10%**
- PV ≤ **2.0 meq/kg**
- Color (Lovibond): please state your standard

### E) Refined Olein Oil (product definition to confirm) — Trial: 200 MT

- IV guideline **56–60**
- FFA ≤ **0.10%**

- PV ≤ **2.0 meq/kg**
- Color / SMP: please state your standard

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## 4) Documents

Please confirm you can provide the usual CIF/LC document set:

- Commercial Invoice
- Packing List
- **Clean on Board** Bill of Lading
- Certificate of Analysis (COA)
- Insurance Certificate/Policy
- Certificate of Origin
- If applicable/available: Halal / RSPO / HACCP / ISO (please specify)

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## 5) What to Include in Your Reply

1. **CIF Adabiya price** (USD/MT or EUR/MT) per product
2. Price breakdown **FOB + freight + insurance** (if possible)
3. MOQ (minimum order quantity)
4. Packaging options (flexitank/ISO/IBC/drums) + constraints
5. Lead time: LC receipt → ready to load
6. Price validity (preferably **14 days**)
7. Your LC requirements and exact document list

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## 6) About Us

- Trading entity: **ORA BE BV (Antwerp, Belgium)**
- Program lead: **Dhurim Deljiu** (EUBACCI | Ora Group)
- LinkedIn: https://www.linkedin.com/in/dhurimdeljiu/

KYC package and buyer requirements confirmation can be shared upon request (and under NDA if required).

Kind regards,

**Dhurim Deljiu**
EUBACCI | Ora Group
(Trading entity: ORA BE BV, Antwerp, Belgium)