BITUMEN
QUARTERLY PRICE LIST
APRIL | MAY | JUNE  2020

EXPORT MANAGER
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TIGER CEMENT LIMITED
Sector B-X, Mehran Avenue,
Karachi Export Processing Zone,
National Highway Karachi – Pakistan

TIGER CEMENT LIMITED
Po Box 6747, Jebel Ali Free Zone,
Dubai - UAE
INTRODUCTION

Manufacturers & Exporters of Asphalt Cement Products - BITUMEN

WHO WE ARE
TIGER CEMENT LIMITED is the subsidiary of HY International Group (HYG) recognized internationally as a Leading Manufacturers and Exporters of Premium Quality Tiger Ordinary Portland and Asphalt Cement and Tiger Bitumen Products including, Penetration Bitumen, Performance Grades Bitumen, Viscosity Grades Bitumen, Australian Standard Bitumen, Oxidized Bitumen, Cutback Bitumen, Coat Bitumen and Emulsion Bitumen. Our Wide Range of Innovative Bitumen Products are designed and sourced to meet the Challenges of Road Construction, Roofing, Coating, Water Proofing and Airport sectors also, alongside Specialty and Industrial applications. Our Tiger Cement and Tiger Bitumen Products have already captured the substantial share of the Construction Market due to the High Quality, Reliability and Customer satisfaction in Africa and Europe.

WHERE ARE WE LOCATED

JEBEL ALI FREEZONE & KARACHI EXPORT PROCESSING ZONE (KEPZ)

Our shipping, storing, drumming and warehousing facilities are strategically and geographically located in Jebel Ali Free Zone – Dubai - UAE and Karachi Export Processing Zone (Karachi Free Zone) 20 KM from Loading Ports including Jebel Ali and Karachi Port respectively.

OUR SUPPLIERS
Our main feedstock suppliers are Bitumen refineries & manufacturers based in Middle East. Our Middle East facilities acquire bulk Bitumen in vessels with volumes comprising around 30,000 Metric Tons each cargo directly from Bitumen Manufacturers either they are Bitumen Refineries (VB Based) or State of the art Oil Refinery. Whereas, our Karachi Export Processing Zone facilities acquire and exports Bitumen in Drums.
Penetration Bitumen Grade is a Semi Hard Penetration Grade Bitumen which is used as Paving Grade Bitumen and it is suitable for Road Construction and Repair. It is also used for the Production of Asphalt Pavements with below Penetration Bitumen Specifications. These Grades of Bitumen mainly used in the Manufacturing of Hot Mix Asphalt for Bases and Wearing courses. Tiger Bitumen Asphalt Grades are one of the most used Bitumen Grades and Basic Material for all other Bituminous products.

**Penetration Bitumen 50/70 Specifications**

<table>
<thead>
<tr>
<th>Property</th>
<th>Specifications</th>
<th>Test Method</th>
</tr>
</thead>
<tbody>
<tr>
<td>Penetration at 25°C</td>
<td>50/70</td>
<td>D - 5</td>
</tr>
<tr>
<td>Specific Gravity at 25°C</td>
<td>1.01/1.06</td>
<td>D - 70</td>
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<tr>
<td>Softening Point</td>
<td>46/54</td>
<td>D - 36</td>
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<tr>
<td>Ductility at 25°C</td>
<td>100 Min</td>
<td>D - 113</td>
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<tr>
<td>Loss on Heating (wt) %</td>
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<td>D - 6</td>
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<tr>
<td>Drop in Penetration after Heating %</td>
<td>20 Max</td>
<td>D - 6 &amp; D - 5</td>
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<tr>
<td>Flash Point</td>
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<tr>
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<td>Spot Test</td>
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**Penetration Bitumen 60/70 Specifications**

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<td>Loss on Heating (wt) %</td>
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<tr>
<td>Drop in Penetration after Heating %</td>
<td>20 Max</td>
<td>D - 6 &amp; D - 5</td>
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<tr>
<td>Flash Point</td>
<td>240 Min</td>
<td>D - 92</td>
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### Penetration Bitumen 70/100 Specifications

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<td>Ductility at 25°C</td>
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<td>D - 113</td>
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<tr>
<td>Loss on Heating (wt) %</td>
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<td>D - 6</td>
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<tr>
<td>Drop in Penetration after Heating %</td>
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<td>D - 6 &amp; D - 5</td>
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### Penetration Bitumen 80/100 Specifications

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### 180 Kg Bitumen Drum Specifications

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<th>180 Kg New Steel Drum Specifications</th>
<th>Value</th>
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<td>Packing in</td>
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<td>Sheet Grade</td>
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<tr>
<td>Height of Drum</td>
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<tr>
<td>Diameter of Drum</td>
<td>50 ± 0.2 cm</td>
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<tr>
<td>Diameter of Lid</td>
<td>10 ± 0.2 cm</td>
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<tr>
<td>Plate Thickness (Body)</td>
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<tr>
<td>Plate Thickness (Top &amp; Bottom)</td>
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<tr>
<td>Drum Weight</td>
<td>9.3 ± 0.2 kg</td>
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Penetration Grade Bitumen Asphalt

Packing 180 Kg New Steel Drums
110 Drums in Each 20'FT Container | NON-PALLETIZED CARGO
Total Net Weight of Each 20'FT Container Approx. 20 Metric Tons

Below mentioned Prices are based on Per Metric Ton in USD Currency

Payment Terms:
1 - MOQ Upto 200 ~ 500 Metric Tons 30% Advance + 70% on Sighting of Original Documents.
2 - MOQ Upto 500 ~ 1000 Metric Tons 100% Confirmed & Irrevocable Letter of Credit at Sight.

Price List for Penetration Grade Bitumen 50/70 | 60/70 | 70/100 | 80/100

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<tr>
<th>SR.</th>
<th>COUNTRY</th>
<th>PORT</th>
<th>≥1000 M/Tons 50 Containers Price USD/PMT</th>
<th>≥500 M/Tons 25 Containers Price USD/PMT</th>
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CLICK HERE FOR BEST PRICES
Penetration Grade Bitumen Asphalt

Packing 180 Kg New Steel Drums
110 Drums in Each 20'FT Container | NON-PALLETIZED CARGO
Total Net Weight of Each 20'FT Container Approx. 20 Metric Tons
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<table>
<thead>
<tr>
<th>Sr.</th>
<th>Country</th>
<th>Port</th>
<th>≥1000 M/Tons</th>
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110 Drums in Each 20'FT Container | NON-PALLETIZED CARGO
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Payment Terms:
1 - MOQ Upto 200 ~ 500 Metric Tons 30% Advance + 70% on Sighting of Original Documents.
2 - MOQ Upto 500 ~ 1000 Metric Tons 100% Confirmed & Irrevocable Letter of Credit at Sight.

Price List for Penetration Grade Bitumen 50/70 | 60/70 | 70/100 | 80/100

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CLICK HERE FOR BEST PRICES
Penetration Grade Bitumen Asphalt

Packing 180 Kg New Steel Drums
110 Drums in Each 20'FT Container | NON-PALLETIZED CARGO
Total Net Weight of Each 20'FT Container Approx. 20 Metric Tons

Price List for Penetration Grade Bitumen 50/70 | 60/70 | 70/100 | 80/100 :
Below mentioned Prices are based on Per 01 DRUM of 180 KG Net in USD Currency

Payment Terms:
1 - MOQ Upto 1100 ~ 2750 Drums of 180 KG Net Each 30% Advance + 70% on Sighting of Original Documents.
2 - MOQ Upto 2750 ~ 5500 Drums of 180 KG Net Each 100% Confirmed & Irrevocable LC at Sight.

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CLICK HERE FOR BEST PRICES
Penetration Grade Bitumen Asphalt
Packing 180 Kg New Steel Drums
110 Drums in Each 20' FT Container | NON-PALLETIZED CARGO
Total Net Weight of Each 20' FT Container Approx. 20 Metric Tons

Price List for Penetration Grade Bitumen 50/70 | 60/70 | 70/100 | 80/100:
Below mentioned Prices are based on Per 01 DRUM of 180 KG Net in USD Currency
Payment Terms:
1 - MOQ Upto 1100 ~ 2750 Drums of 180 KG Net Each 30% Advance + 70% on Sighting of Original Documents.
2 - MOQ Upto 2750 ~ 5500 Drums of 180 KG Net Each 100% Confirmed & Irrevocable LC at Sight.

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CLICK HERE FOR BEST PRICES
### Penetration Grade Bitumen Asphalt

Packing 180 Kg New Steel Drums  
110 Drums in Each 20'FT Container | NON-PALLETIZED CARGO  
Total Net Weight of Each 20'FT Container Approx. 20 Metric Tons

**Price List for Penetration Grade Bitumen 50/70 | 60/70 | 70/100 | 80/100:**

Below mentioned Prices are based on Per 01 DRUM of 180 KG Net in USD Currency

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2 - MOQ Upto 2750 ~ 5500 Drums of 180 KG Net Each 100% Confirmed & Irrevocable LC at Sight.

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<th>COUNTRY</th>
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<th>≥ 2750 Drums  ≥ 500 M/Tons 25 Containers Price USD/DRUM</th>
<th>≥ 1100 Drums  ≥ 200 M/Tons 10 Containers Price USD/DRUM</th>
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**CLICK HERE FOR BEST PRICES**
PACKAGING

PENETRATION GRADE PACKAGING
The Final Product is Packed in New Steel Drums of 180 kg Net per Drum.

NON-PALLETIZED CARGO
180 Kg Net New Steel Drums Packaging (+/- 5 kg / Drum)
110 Drums are loaded in each 20'ft FCL
Non-Palletized Cargo – Approx. 20 Tons in each 20'ft FCL

PALLETIZED CARGO
180 Kg Net New Steel Drums Packaging (+/- 5 kg)
80 Drums are loaded in each 20'ft FCL -
Palletized Cargo – Approx. 15 Tons in each 20'ft FCL
20 Pallets X 4 Drums on each Pallet are loaded in each 20'ft FCL.

CUTBACK GRADE PACKAGING
PALLETIZED CARGO
200 Ltr (200 Kg) Net New Steel Drums / Good Recondition Drums Packaging (+/- 5 kg) – Buyer Option
80 Drums are loaded in each 20'ft FCL - Palletized Cargo – Approx. 16 Tons in each 20'ft FCL
20 Pallets X 4 Drums on each Pallet are loaded in each 20'ft FCL.
OUR EXPORTS FROM JEBEL ALI FREE ZONE AND EXPORT PROCESSING ZONE (KEPZ) – FREE ZONES
**PRELIMINARY INFORMATIVE SAMPLING AND ANALYSIS OF CARGO READINESS**

**GOODS DESCRIBED AS:** Asphalt Cement Bitumen Grade 60/70 Pack in Drums

**DECLARED QUANTITY:** 1100 drums each of about 180 kg capacity

**CLIENT / ACCOUNT:** Tiger Cement Company

**ALPAXTUM CEMENT BITUMEN PRODUCTS DEPARTMENT**

**LOT NO. 06, SECTOR B, MEDIAN AVENUE, EXPORT PROCESSING ZONE, KARACHI - PAKISTAN**

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**RANDOM SAMPLING:**

- Due to the limited access and constant of resources, randomly only 10 drums were sampled from the site, forward the cargo for the collection of sample increments.

- Apparently, the cargo inside drum were in compacted form and in order to collect the sample increments, client arranged heating process on the selected drums for melting of cargo from limited portion.

- Upon completion of sampling exercise, all the collected sample increments were mixed and reduced at sampling site to obtain a composite sample in 55 s.

- Preserved in metal containers, kept in double IPP bag, duly labeled, sealed and brought to SGS Karachi office.

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**SAMPLE DISTRIBUTION PROCEDURE:**

- One set of sealed sample submitted in subcontracted lab for the analysis of client and another set to SGS for the period of one month from the date of sampling, unless otherwise instructed.

- Two sets of sealed samples retained with SGS for the period of one month only from the date of sampling, unless otherwise instructed.

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**ANALYSIS RESULT:**

- Analysis result obtained from subcontracted lab are reproduced as under.

<table>
<thead>
<tr>
<th>Sr.</th>
<th>Test Parameter</th>
<th>Test Method/Type</th>
<th>Test Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>09</td>
<td>Penetration at 25°C, 0.10mm</td>
<td>ASTM D53</td>
<td>45</td>
</tr>
<tr>
<td>10</td>
<td>Softening Point (A &amp; B) °C</td>
<td>ASTM D64</td>
<td>90</td>
</tr>
<tr>
<td>12</td>
<td>Durability at 25°C, 1000 Times, on Drum</td>
<td>ASTM D3112</td>
<td>&gt;100</td>
</tr>
<tr>
<td>14</td>
<td>Flash Point (ASTM D93) °C</td>
<td>ASTM D93</td>
<td>&gt;220</td>
</tr>
</tbody>
</table>

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**PHOTOGRAPHY:**

- Photographs taken during our intervention are given as under.

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**Preliminary Informative Sampling and Analysis of Cargo Readiness**

- Cargo under taken in solid form and filled packed in drums, mouth covered by lid. Apparently, the tendered drums were found in sound condition.

- Tendered Cargo in drum in solid form.

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**PHOTOGRAPHS TAKEN DURING OUR INTERVENTION**

- Random Selection of Drums

- Cargo inside drums in solid form.

- Selected Drum Heating Process.
OUR SERVICES

High Quality

Tiger Bitumen has the capability to Export and Supply the different Grades of Penetration Bitumen in compliance with National and International standards. Penetration grade Bitumen used as Paving Grade Bitumen which is suitable for road construction and repair.

Penetration Grade Bitumen is Standard Bitumen usually used as a Paving Grade Bitumen essential for Roads and Highways Construction. Our High quality Penetration Bitumen have various Grades including 30/40 | 35/50 | 40/50 | 50/70 | 60/70 | 70/100 | 80/100 | 85/100 | 100/120 | 160/220.

Flexible Payment Process

We offer several flexible payment options to our regular Bitumen Buyers, including Letter of Credit at Sight, 30% Advance and 70% on the presentation of Original documents, 50% Advance and 50% on Fax/Email of Copy documents; credit line option is also available for our regular buyers.

100% Letter of Credit for Payment at Sight through 1st Class Top 20 US/EU Banks. L/C should be Irrevocable, Non-Transferable Confirmed. African Banks Letter of Credits to be confirmed from US / EU. Our Banks are available for your ready reference to ensure our regular satisfactory conduction of Bitumen exports business through them.

Freight Arrangements

We also negotiate best container freight prices from the reliable shipping lines & carriers on behalf of our buyers & consumers. Our local presence and volumes enable us to get the required freight prices, shortest transit time with direct vessel services for destination port, additional free time at destination ports and waiver of several destination port charges.

Cargo Inspection

Our offered Bitumen prices always include third party inspection to ensure buyer’s interest. We recommend SGS, Bureau Veritas (BIVAC), Intertek and Cotecna for inspections at loading port. Our Inspections include complete physical & chemical analysis. Standards are maintained according to the standards set by the ISO 9001 - 2008

Short Delivery Time

We offer Guaranteed lowest delivery time to the all our esteemed buyers understanding their needs for timely deliveries. We usually commit only spot deals which enable us to ship our Bitumen packed in drums on time. Major destination ports of African continent are around maximum 20 days.

Cargo Insurance

Our offered Bitumen prices can be inclusive of comprehensive insurance of the cargo from World Top 20 A1+ rated European insurance companies covering all risks and aspects to avoid any type of losses occurred during the handling of the cargo including loading, transportation and unloading.
OUR BANKERS

Being financially flexible and competitive edges enable us to acquire Annual and bi-Annual contracts with Government owned Refineries mainly in Persian Gulf States. These advantages help us to offer Best Competitive Prices all the year around to our customers and sales network worldwide.

OUR BANKERS

- **HABIB METRO BANK LIMITED**
  - **BANK:**
  - **BANK ADDRESS:** OBU – EPZ BRANCH KARACHI EXPORT PROCESSING ZONE KARACHI – PK
  - **BANK SWIFT:** MPBLPKKAEPZ

- **BANK AL HABIB LIMITED**
  - **BANK:**
  - **BANK ADDRESS:** OBU – EPZ BRANCH KARACHI EXPORT PROCESSING ZONE KARACHI – PK
  - **BANK SWIFT:** BAHLPPKAEPZ

- **HABIB AMERICAN BANK**
  - **BANK:**
  - **BANK ADDRESS:** NEWYORK BRANCH NY - USA
  - **BANK SWIFT:** HANYUS33XXX

- **HABIB BANK AG ZURICH**
  - **BANK:**
  - **BANK ADDRESS:** 8042 ZURICH, SWITZERLAND
  - **BANK SWIFT:** HBZUCHZZXX
INSPECTION COMPANIES

SHIPPING LINES
Above mentioned prices are just indication price ideas including Cost and Freight upto destination sea port.

Indication Price quoted above includes Third Party Inspection including PVOC (Pre-Verification of Conformity) by SGS / Bureau Veritas / Intertek at Port of Loading.

Certificate of Quality and Quantity to be issued by SGS / Bureau Veritas / Intertek for all destinations.

Marking on Drums are according to the Customs Rules and Regulations of Destination Port and Country.

Certificate of Origin issued from Karachi Chamber of Commerce and Industry.

Indication Price does not include any BESC / ECTN and/or any Charges of destination port. All Charges at Port of Destination would be borne by buyer on actual basis.

All indication prices are for Apr | May | Jun - 2020 Shipment and strictly subject to our final confirmation.

Minimum Order Quantity (MOQ): 10 x 20 FCL (198.00 Metric Tons Net).

Destination Port Charges are not included in the above indicated prices.

Payment Term: 30% Advance Payment and 70% Payment on sighting of Original Documents for Order upto 10x20'ft Containers. For Order above 10x20'ft Containers; Payment through 100% Confirmed and Irrevocable Letter of Credit at Sight.

Delivery Lead Time: 07 Working Days from receipt of Workable Payment Instrument in our account.
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sales@tigerbitumen.com

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+92-213-508-3658

FAX
+92-213-508-3659

EXPORT MANAGER
+92-321-820-8896

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