



Date : 19.04.2012  
Ref. : MIP.0101-370-15/902  
Subject :Dry Bulk Cargo Discount scale

Dry Bulk cargo subject to import, export and transit regimes in our port (except for cargoes loaded and discharged by equipment and facilities belonging to cargo owners, for domestic trade cargoes, for vessels below 600 NRT handling cargoes by their own equipment) will be offered a discount on the loading and discharging service prices with effect from 1st January 2012 until 31 December 2012, provided that an agreement is done and a volume is undertaken as per the below mentioned tonnage scale.

Should the volume undertaken in the agreement not be materialized, the price corresponding to the materialized ton will be applied.

All conditions stated below should be met for applying the discount scale mentioned in this announcement.

- 1- The agreement shall be done with companies or persons. If the companies have affiliates or related partnerships, provided that the subject affiliations or partnerships document their relationships and become party to the agreement, they will benefit from the discount scale.
- 2- The cargo's deposit money shall be paid on behalf of the company or person who is party to the agreement.
- 3- In case that the company or person to whom the invoice is issued is party to the agreement, (provided that other conditions mentioned in the agreement are met) the discount will be offered.

In case that a letter of guarantee is provided, discount will be offered starting from the date the agreement is signed and from the first ton. If no letter of guarantee is provided, discount will start taking effect after the undertaken tonnage is achieved starting from the date the agreement is signed. In this application, the discount amount materialized from the first ton will be offset from the subsequent service charges incurred to the cargoes.

Kindly arrange to circulate this announcement to all your members.

**Dry Bulk Discount scale** :

1 – 100,000 tons	: MIP Tariff applies
100,001–150,000 tons	: discount of USD 0.30/ton
150,001–250,000 tons	: discount of USD 0.40/ton
250,001–500,000 tons	: discount of USD 0.50/ton
500,001 tons and above	: discount of USD 0.55/ton

Sincerely yours,  
Mersin International Port Inc.