



HYDROCARBONS # 21

FOB PROCEDURES FOR JET FUEL- HOUSTON

1. The Seller issues a soft corporate offer to the Buyer (SCO)
2. The Buyer issues their letter of intent (LOI) to the Seller
3. The Seller issues a full corporate offer (FCO) with their full company details to the Buyer
4. The Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or I.D of the executive of the buyer's company.
5. The Seller issue a Commercial Invoice (CI) to the Buyer.
6. The Buyer's signs and returns the CI to the Seller together with the Buyer's TSA.
7. The Sellers verifies the TSA.
8. Upon verification of the Buyers TSA the Seller issues to the Buyer the following:
 - a) Product Passport
 - b) Unconditional DTA together with an authorization letter copied to their tank farm.
 - c) The SGS report not more than 72 hours old.
 - d) Authorization letter to sale and collect in the buyer's name.
 - e) Injection report.
 - f) Product passport and certificate of origin.

9. Buyer conducts Dip test on the product in Seller's tanks if the issued SGS is older than 72 hours.
 10. After successful Q&Q, the Buyer and Seller secure the tanks at the Buyers expense. The Seller issues the final commercial invoice to the Buyer. The Buyer pays the full amount of the invoice to the Sellers bank account by Swift MT103 within the same day if banking hours permit or the following day if not.
 11. Upon receipt of the funds into their bank the Seller transfer full title and all related documentation to the Buyer.
 12. Upon receipt of the title documents the Buyers and Sellers tank farms within the same day agree the injection schedule and begin the product transfer within 24 hours.
 13. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and conditions of the sales and purchase agreement contract agreed and signed between buyer and seller.
 14. A Sales and Purchase Agreement (SPA) for a 12 months' supply contract should be agreed and signed by the parties within 7 days of the first transaction if such an agreement is required by the parties.
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PROCEDURES FOB TANK TO VESSEL

1. Buyer and Seller exchange CP/CIS/KYC.
2. Seller issues FCO.
3. Buyer confirm and reply with ICPO along with CPA, Q88 & Port of Rotterdam, or Houston CPA Registration.

4. Seller issues Commercial Invoice and transmits to the Buyer along with Seller's Tank to Vessel Injection Agreement (TTVIA).
 5. Buyer signed CI and causes the TTVIA to be completed and executed by Buyer's logistics company.
 6. Upon receipt of CI and the executed TTVIA the Seller provides the following documents to the Buyer ("Documents"):
 - a. Quality and quantity certified inspection report by SGS, or equivalent, (not older than 48 hours)
 - b. Tank storage receipt.
 - c. Tank Injection Report.
 - d. Certificate of Origin.
 - e. Unconditional Dip Test Authority.
 - f. Authority to sell and collect (if original title not in name of SCP); and
 - g. Unconditional Authority to Verify all Documents.
 7. Within one (1) business day, Buyer shall verify the Documents and transfer full payment of the Purchase Price for the Product by means of a wire transfer or MT103 to the Seller in exchange for the Certificate of Title and related documentation from the Seller for the Product.
 8. Seller causes the Product to be injected into Buyer's vessel/tank.
 9. Seller and Buyer enter into a Sale and Purchase Agreement (SPA) for agreed term with rolls and extensions.
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PROCEDURE FOB ROTTERDAM OR HOUSTON

TRADER US AMERICAN ARMY us (ALL USA FORCE'S)

1. Buyer issue ICPO containing seller working procedure and banking details along with buyer TSA, company registration certificate, and buyer's passport.
2. Seller issues Commercial Invoice (CI) of the product, buyer signs and returns it.
3. Upon receiving the CI signed, Seller provides Buyer with the below listed POP documents:
 - a. Injection Report
 - b. Tank Storage Receipt (TSR)
 - c. Fresh SGS (72 hours)
 - d. ATV
 - e. UDTA – If necessary, the buyer will conduct SGS at their own expenses.
 - f. Authorization to sell and collect (ATSC)
4. Upon verification of the above POP documents & fresh SGS report, Buyer makes payment within (24hrs) via MT103 and submits TSR signed by Buyer's tank farm.
5. Seller's proceeds with the injection and transfers Title of Ownership to Buyer with all exportation documents required by the buyer for the transaction.
6. (NCNDA /IMPFA), the seller will pay the intermediaries involved in the transaction and subsequently continue the monthly shipment according to the terms and conditions of the commercial invoice and the extension of the transaction and sequence using a 12-month contract for buyer to proceed.

Prices:

Fuel prices vary very frequently.

Take as a basis:

JET A1 : \$ 82 Gross \$ 80 Net Barrel

EN 590 : \$ 480 Gross \$ 470 Net Barrel

NOTE: Prices may vary without prior notice.

NOTE 2: If you have your Q88, the sale can be made very quickly.