



Hydrocarbons # 35

The easiest, most friendly and beneficial procedure, in favor of the buyer.

TTT (TANK TO TANK) / TTV (TANK TO VESSEL)

FOB PROCEDURE

- 1. Buyer sends ICPO along the following documents:**
 - (a) Company Certificate of Registration and Passport-copy of signatory**
 - (b) Company Profile and Buyer's Information Sheet (CIS) on Buyer's letterheads.**
- 2. Buyer instructs its Bank to contact Seller's Bank for issuing a Bank Comfort Letter (BCL)/ Proof of Funds (POF) via a Swift MT799 or MT199 message and Authorization to Verify (ATV) for verification only through Buyer's and Seller's banking officers (Bank to Bank).**

(Note the **SWIFT MT 799 or MT199** shall be sent to **Seller's** Bank within (3) banking days from the date the **Buyer** issues its **ICPO** and simultaneously, within the same three (3) banking days, the **Buyer** shall show the evidence the **SWIFT** message has been submitted to **Seller's** Bank, otherwise, the **Seller** will deem the Buyer as not capable to finalize the transaction and subsequently the **ICPO** will be considered null and terminated).
- 3. Seller issues Commercial Invoice (CI) for the Buyer's endorsement**

4. **Buyer** signs and returns to the **Seller** the **Commercial Invoice (CI)** together with **Buyer's TSA (for TTT) or (CPA) / Q88 (for TTV)**.
5. **Seller** issues to **Buyer** the **Authorization to Verify (ATV)** and **Statement of Availability** of the product.
6. **Buyer** contacts the **Seller's Tank Administrator**, as per **ATV** issued by **Seller** to execute the Quality & Quantity (Q&Q) inspection, and to **register at the Tank Farm Terminal prior to the inspection.**
*(Note all port health and safety insurances policy measures and protocol's must be adhered by **Buyer's** representatives to secure access to port facilities for product inspection and physical verification access)*
7. **Seller** issues to **Buyer: FULL POP Document, SGS Report, Unconditional Dip Test Authorization (UDTA), Authorization to Sell and Collect (ATSC&C), Injection Report.**
8. **Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer** submits **Notice of Readiness (NOR) / Authorization to Verify (ATV)** from its **Shipping Company or Tank Storage Company.**
Seller injects the product into the **Buyer's Vessel or Tanks.**
9. **Within 2 (two) bank working days upon completed the injection, the Buyer** issues **100% payment** for the total product by **MT103/TT Wire Transfer** to the **Seller.**
10. **Seller** transfers the **product title with the complete POP Documents** to the **Buyer** and pays the commission to **Seller** and **Buyer** Sides Intermediaries as per **Master Fee Agreement.**

CIF / SBLC PROCEDURE

1. **Buyer** confirms Full Corporate Offer and issues an official **Irrevocable Corporate Purchase Order (ICPO)**, attaching **Company Profile (CP)** and a **Bank Comfort Letter.**
2. **Seller** sends **Sales and Purchase Agreement (SPA)** and **Commercial Invoice (CI)** along with **Seller's SBLC/DLC Verbiage** format and a **Ready, Willing and Able (RWA)** template format to **Buyer** and **Buyer** reverts with the following documents properly filled out to **Seller:**

- Completed **SPA** and **CI** signed and sealed.
 - Client's Information Sheet (**CIS**) on **Buyer's** letterhead, containing also:
 - (a) Copy of **Company Registration Certificate**
 - (b) **Passport – copy of signatory**
 - **Ready, Willing and Able (RWA)** letter issued by **Buyer's** bank (template provided by **Seller**)
 - Authorization to verify the **RWA** letter by our bank
3. **Seller** releases to **Buyer** the below listed **Partial POP Documents**. (NOTE: Seller can accept to issue **PPOP** documents originating from partner's company outside Russia to avoid sanction related issues that brings challenges to buyers)
- (a) Refinery Commitment to Supply
 - (b) Certificate of Origin
 - (c) Statement of availability of product
 - (d) Product quality passport (Analysis test Report)
4. After the **Buyer** receives the above mentioned **PPOP** document, **Buyer** will proceed with any of the following steps
- (a) **Buyer** opens **SBLC** (According to the **Seller** contract verbiage) within five (5) to seven (7) banking days. If Buyer fails to open **SBLC** within the given timeframe, **Buyer** will mandatory follow up with option " (b)".
 - (b) Within three (3) working days, buyer appoints and provides a shipping company that is NOT under Russian sanctions and acceptable by port authority. Upon when seller verifies the shipping company that it is acceptable by the port authority, buyer finalizes chartering of the vessel and provide Q88 and port clearance notification certificate to seller for seller to commence loading of the product to **Buyer's** vessel. If **Buyer** does not have appropriate vessel or shipping company to handle this operation, **Buyer** will have to follow with option "(c) ".
 - (c) If **Buyer** cannot follow with option "(a)" or "(b)", **Buyer** will have to open communication with **Seller's** appointed shipping company, pays for shipping costs then **Seller** will load the product and deliver to **Buyer's** port.

(d) If **Buyer** cannot commit with any of the three options provided, then we will deem the buyer as not capable to finalize the transaction and subsequently the transaction will be terminated.

Note that Kazakhstan refineries do not keep its production allocation for new buyers for more than 14 (fourteen) business days when other serious and regular clients need same products.

5. **Seller** signs the **CPA** with a Shipping company and issues the **Full POP documents and 2% (two percent) PB** to **Buyer's** bank.

- (a) Fresh SGS Report
- (b) Bill of Lading
- (c) Vessel Tanker Q88
- (d) Charter Party Agreement
- (e) Ownership Certificate
- (f) Title Transfer Affidavit
- (g) Product Allocation Certificate
- (h) Ullage Report
- (i) Cargo Manifest
- (j) Notice of Readiness

6. Shipment commences as per contract schedule.

7. Within 3 (three) working days of Vessel arrival, **Buyer releases full payment via MT103 after CIQ /SGS at the destination port.**

8. **Seller** pays all intermediaries according within 72 (Seventy-two) hours.



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PRICES:

	PRODUCT	Measure	\$ GROSS	Consulting Fee	FINAL COST	MOQ	MAX QUANTITY	
FOB	EN 590 10 ppm	MT	\$ 480.00	\$ 10.00	\$ 490.00	50,000	500,000	
CIF	EN 590 10 ppm	MT	\$ 490.00	\$ 10.00	\$ 500.00	100,000	500,000	
FOB	JET Fuel A 1	BBL	\$ 82.00	\$ 2.00	\$ 84.00	500,000	5,000,000	
CIF	JET Fuel A 1	BBL	\$ 84.00	\$ 2.00	\$ 86.00	2,000,000	4,000,000	
FOB	Diesel D6	Gall	\$ 0.88	\$ 0.02	\$ 0.90	84,000,000	500,000,000	
CIF	Diesel D6	Gall	\$ 0.90	\$ 0.02	\$ 0.92	84,000,000	336,000,000	
FOB	MT 103 / TT	Rotterdam, Vladivostok, Jurong (Singapore), Fujairah						
CIF	SBLC / & MT 103. Seller Issues 2% PB After SBLC							
TERM	12 Months or more							

Ask for a special offer (**Discounted Price**) for purchases of 5 million or more BBL > JET A1s for a 12-month contract or more.

YOU WILL NOT PAY ANYTHING UNTIL YOU HAVE RECEIVED AND VERIFIED THE PRODUCT IN ITS ENTIRETY (48 HOURS LATER, YOU MUST MAKE THE PAYMENT)

Secure procedure for **BOTH PARTIES**