



HYDROCARBONS # 59

TTM procedure - Products & Seller from the USA

We operate under the **FOB Tank-to-Tank and CIF procedures**.

Except for WTI, (Light Sweet Crude Oil) the products EN590, Jet Fuel A1, and D6 are offered at a fixed price; we do not work with Platts.

To arrange a face-to-face meeting for the TTM, the buyer must possess the TSR, which is necessary for filling out the section within the CI with Tank Storage Information.

FOB Tank to Tank procedure

The required documentation for submission to the seller includes a complete ICPO and TSA from the buyer's company, include:

- * A copy of the CEO's passport
- * Company registration certificate

1. Completion and signing of the NCNDA by all intermediaries on the buyer's side and the buyer's mandate.

2. Once completed, the NCNDA should be sent to me via email for closure.

3. Subsequently, please provide the following details:

- o Full company name of the buyer
- o Registration number
- o Full name of the CEO and their email address

4. Upon due diligence (DD), we will provide the buyer with the following documents from the seller:

- o FCO
- o CIS
- o Company Profile
- o U.S. Government Certificate
- o Mandate Letter

5. The seller will then provide the buyer with:

- * CI
- * Statement of product availability based on the buyer's request
- * Authorization for sale,
- * Within the CI, the buyer will find a dedicated section for Tank Storage Information, which must be completed using details from the TSR.

Once the CI is completed, stamped, and signed, it will be sent to the seller, who will verify the correct entry of data and **organize a face-to-face meeting for the TTM.**

During this meeting, the following documents will be provided to the buyer:

- * TSR
- * Fresh SGS report (within 48 hours)
- * Product Passport

- * Authorization to verify the product in the seller's tank farm
- * Authorization to sell/collect (ATSC) .
- * After receiving the POP, the buyer can perform the DIP test in person, at **no** additional cost

. Upon successful verification of documents and SGS report by buyer's team buyer commence dip testing sellers' tank, if need be, for more confirmation, upon confirmation of product Q&Q, begins into buyers' tank storage all parties sign NCNDA/IMFPA.

The seller will transfer title ownership to the buyer.

Within 48–72 hours, the seller will compensate intermediaries

CIF procedure

1. Buyers issue irrevocable corporate purchase order (ICPO) with a Proof of Funds and a copy of the buyer's international passport along with the buyer's company certificates.
2. Seller issues Draft Sales and purchase Agreement to buyer, Buyer returns signed contract to seller.
3. Seller and Buyer agree on destination of first shipment and the shipping company issues the charter party agreement.
4. Seller issue the below Partial POP documents.
Commitment to Supply

Certificate of Origin
Seller Certificate of Incorporation
Statement of Product Availability

5. Upon receipt and verification of the PPOP, the buyer pays a 6% security deposit via bank transfer **to the escrow account** held at Bank of America, the receiving bank, to guarantee the product's allocation. The security deposit will be deducted from the CIF value of the first shipment.

6. Within 48 hours of the 6% guaranteed deposit as indicated, the rental agreement and the affidavit of transfer of title will be signed, and the seller will release the completed POP document and 2% PB to the buyer's bank:

- (a) Ship Certificates
- (b) Cargo Declaration
- (c) Fresh Q&Q Report
- (d) Charter Party Agreement
- (e) Ownership Certificate
- (f) Title Transfer Affidavit
- (g) Product Allocation Certificate
- (h) Ullage Report
- (i) Notice of Readiness
- (j) Customs Declaration Certificate.
- (k) Bill of lading
- (l) vessel Q88

7. All Parties involved sign NCNDA/IMFPA.

8. Cargo is insured and Shipment commences as per contract schedule.

9. Within 48 hours of Vessel arrival, buyer releases full payment, deducting all paid expenses after CIQ inspection at the destination port.

10. Seller pays all intermediaries.

Please note that modifications to this procedure **are not accepted**, and we do not work under the buyer's procedures.

Below is a list of tank farms with which **we have ceased operations** as of May 2024:

- * VOPAK
- * VTTI
- * Kinder Morgan
- * Next Maritime
- * Australian Associated
- * SHL Hermanos
- * Euro Bunker
- * Euro Bunkering Service LP
- * Lighthouse Logistics

Our company prefers to work **with American tank farms:**

Zexta Logistics LLC (Zexta LLC)
Support Admin Zexta Logistics LLC
Mr. Gary Rowell
Phone: +1 (888) 617-3359
Email: info@zextalogistics.com
Website: www.zextalogistics.com

Terminal Transfer & Storage Co. Inc.
Terminal Manager: Mr. Tom Pugh
Phone: +1 (251) 286-9531
Email: terminal@energypipe.net
Website: www.energypipe.net

NOTE: Once the original documents have been sent to the buyer, he will be able to contact the two tank farms directly, by telephone or email, to verify whether the products are actually stored at their premises.

Our primary operational ports are Rotterdam and Houston

Prices:

WTI

TOTAL QUANTITY: 2,000,000 BBL

PRICE FOB HOU/ROTT: PLATT \$-4

ORIGIN: USA

COMMISSION: \$0.5 USD for BBL buyer side – \$0.5 USD for BBL seller side (closed)

JET FUEL A-1

TOTAL QUANTITY: 3,000,000 BBL

PRICE FOB HOU/ROTT: Gross \$84 USD for BBL – Net \$82 USD for BBL

ORIGIN: USA

COMMISSION: \$1 buyer side for BBL – seller side (closed)

EN590

TOTAL QUANTITY: 200,000 MT

PRICE FOB HOU/ROTT: Gross \$520 USD for MT – Net \$510 USD for MT

ORIGIN: USA

COMMISSION: \$5 USD for MT buyer side – \$5 USD for MT seller side (closed)

D6

TOTAL QUANTITY: 200,000,000 GAL

PRICE FOB HOU/ROTT: Gross \$0.94 for Gallon – Net \$0.92 for Gallon

ORIGIN: USA

COMMISSION: \$0.01 USD for GAL buyer side - \$0.01 USD for GAL seller side (closed)

NOTE:

Physical Characteristics: **(WTI) High-Quality Crude Oil (Light Sweet Crude Oil)**

WTI: is extremely popular among refineries due to two fundamental chemical properties:

It is "light": It has a low density, which makes it easier to process into high-value products such as gasoline and diesel.

It is "sweet": It contains very low levels of sulfur (less than 0.42%). This is a significant advantage because it requires less refining to meet environmental standards, which reduces production costs.

