



Hydrocarbons # 96

A very proactive seller.

Quick responses for quick purchases

SCO Fuels Only FOB

**Houston, Rotterdam, Fujairah, Jurong,
and Ningbo-Zhoushan (China FOB)**

Fuel Origin: Azerbaijan and Kazakhstan

Welcome **"Small Quantities"** at a great price.

Before a Buyer can receive Proof of Ownership (POP) documentation, they must make a significant logistical investment to comply with the Seller's requirements. The Buyer must be prepared to carry out the pickup without interruption and demonstrate this to the Seller's full satisfaction, without exception. The Seller's procedures will not be modified, either before or during the transaction. **PRICES AT THE END**

FOB No. 1: TANK TO TANK (TTT), UDTAA

- 1.** Buyer issues an ICPO, which should include the Seller's procedure, a copy of the signatory's passport, banking information, and a copy of its TSA.
- 2.** Upon acceptance of the ICPO, Seller issues a CI to the Buyer for review, signature, and return.
- 3.** Seller verifies the Buyer's storage facility and TSA with the relevant port authorities and then issues its Unconditional Dip-

Test Authorization Agreement (UDTAA) to the Buyer and all other parties in the transaction for endorsement. After all parties endorse the UDTAA, the Seller issues the complete Proof of Product (POP) to the Buyer, which includes:

- Injection Report.
 - Product Passport.
 - 24 Hours SGS Report.
 - Tank Storage Receipt (TSR).
 - Product Certificate of Origin.
 - Authority To Verify (ATV)
4. After the Buyer's successful verification of the Seller's SGS report and Tank Storage Receipt (TSR), the Seller issues a formal Unconditional Dip-Test Authorization Letter.
 5. The Buyer's SGS team may re-conduct an inspection/Dip-Test of the product in the Seller's storage tanks. (Optional).
 6. Upon satisfactory POP verification (or optional dip-test), the Buyer submits its own TSR. The Seller then issues the Tank-to-Tank Injection Agreement (TTIA) and Product Injection Programming/Schedule for endorsement to initiate the physical transfer.
 7. The Seller commences product injection into the Buyer's nominated tanks per the Product Injection Programming/Schedule. Seller transfers Title Holder & Ownership of the product to the Buyer only after the successful completion of the product injection and Receipt of the Buyer's full payment via MT103 wire transfer.
 8. Following a successful trial lift, the Seller provides the Buyer with a draft 12-Month Supply Contract for review, including R&E terms.
 9. The Seller circulates NCNDA/IMFPA agreements to all engaged parties, detailing commission structures. Commissions are duly paid to each intermediary upon the successful completion of the first and all subsequent lifts, in accordance with the signed NCNDA/IMFPA agreements.

FOB No. 2: TANK TO TANK (TTT), TTIA

1. Buyer ICPO Submission

The Buyer submits an ICPO in accordance with the Seller's procedure, together with the authorized signatory's passport copy, banking coordinates, and a valid TSA.

2. Commercial Invoice Issuance.

The Seller issues a CI to the Buyer. The Buyer countersigns and returns the CI to the Seller along with a formal Acceptance Letter confirming agreement to the sales and purchase procedure within 48 hours.

3. Storage Facility, Buyer Resources & TSA Verification.

The Seller verifies the Buyer's storage facility and TSA directly with the relevant port authority to ensure compliance with the Buyer's operational resources and transactional requirements (all storage resources are in place to complete the trial lift without interruption). *Note:* Where the Buyer's TSA is engaged or inactive without operational resources, the Seller will issue a Tank-to-Tank Injection Agreement (TTIA) for execution by all parties as a prerequisite to proceeding with the Issuance of Product Documents (POP).

Upon successful verification of the Buyer's TSA and storage facility to comply with all operational resources and transactional requirements, or upon receipt of a fully executed TTIA, the Seller immediately provides the Buyer with the following POP documents:

- Product Injection Report
- Product Passport
- SGS 24-Hour Quality & Quantity Report
- Certificate of Origin
- Tank Storage Receipt (TSR)
- Authorization to Sell and Collect
- Unconditional Dip-Test Authorization
- Product Title Holder Transfer Agreement
- NCNDA/IMFPA

4. Optional Buyer SGS Inspection.

If required, the Buyer may appoint SGS to conduct a dip test in the Seller's tanks at the Buyer's sole cost and expense.

5. Injection Programming & Product Transfer.

Following successful POP verification and/or dip test, the Buyer submits its TSR to the Seller. The Seller then issues the Injection Programming (IP) schedule for endorsement by the Buyer's storage facility and proceeds with product injection into the Buyer's designated tanks.

6. Payment & Title Transfer

Upon completion of injection, the Buyer remits payment via MT103 wire transfer. Upon confirmation of funds, the Seller transfers full Title and Ownership of the product to the Buyer.

7. Trial Lift & Long-Term Contract

After successful completion of the trial (first) lift, the Seller issues a 12-month SPA with roll-and- extension (R&E) terms to the Buyer for execution.

8. Commission Settlement

The Seller settles all intermediary commissions for the initial lift and subsequent monthly lifts strictly in accordance with the executed NCNDA/IMFPA

FOB No. 3: TANK TO TANK (TTT), TTIA

- 1.** Buyers submit an ICPO to include full corporate details, signatory passport, banking details, product description along with their TSA.
- 2.** Seller accepts the Buyer's ICPO and within 24-72 business hours. Seller issues its CI for countersignature by the buyer. Buyer returns the countersigned CI to seller within 48 business hours.
- 3.** For storage facility compliance confirmation/approval, the Seller proceeds to issue a Facility Interim Inspection & Product Transfer Approval (FIIPTA) to all parties involved in the transaction for their approval and endorsement.
- 4.** Upon approval of the FIIPTA by all parties, the Seller then issues to the Buyer all POP documents, which include:
 - Product Injection Report.
 - Product Certificate of Origin.
 - Product Passport.
 - SGS (Quality & Quantity) Analysis Report.
 - Tank Storage Receipt (TSR).
 - Authorization to sell and collect.
 - Unconditional Dip-Test Authorization.
- 5.** Seller grants the buyer access to their product to conduct an Unconditional Dip-Test in the Seller's tank at the Buyer's expense.
- 6.** After a successful Unconditional Dip-Test by the Buyer group, the Seller issues a Product Injection Programming (PIP) to be signed by all parties.
- 7.** Upon signing of the PIP by all parties, Seller proceeds with product

injection into the buyer's tank as scheduled in the PIP. Quantities. Upon completing product injection, the buyer pays for the product via MT103 TT Wire Transfer as per the final product value injected into the tanks.

8. Upon buyer payment confirmation, the Seller proceeds to transfer product Ownership and Title Holder to the buyer.
9. Seller issues NCNDA/IMFPA and pays the commission fees to all involved intermediaries. Thereafter, the Seller issues its SPA to the buyer for the monthly supply.

FOB No. 4: TANK TO TANK, TTT

1. Buyer issues their ICPO, Passport copy, and TSA.
2. Seller issues CI to buyer to countersign. Buyer signs and returns the countersigned CI to Seller within 48 hours.
3. Seller issues the Product Injection Report and SGS report to the Buyer's tank farm. Buyer's tank farm verifies the Seller's product availability at the port on behalf of the buyer's company. (NB: Before the Seller issues the Product Injection Report and SGS report to the Buyer's tank farm for its verification at the port, the Seller will first issue a Non-Disclosure Agreement for endorsement between the Buyer's tank farm and Seller).
4. Upon the successful verification of the Seller's product availability at the port by the Buyer's tank farm, seller issues its Tank-to-Tank Injection Agreement (TTIA) to be signed by all parties.
5. After the TTIA has been signed by all parties, showing all storage days and required codes to complete the trial lift, the Seller proceeds to issue all POP documents to the buyer. POP documents include:
 - Product Passport.
 - Certificate of Origin.
 - SGS Analysis Report.
 - Tank Storage Receipt (TSR).
 - Authorization to Sell/Collect (ATSC).
 - Unconditional Dip Test Authorization (UDTA).
6. Buyer may conduct a dip test (optional) at its own expense. After the successful dip test or the Buyer's approval of the POP, the Seller schedules the Injection Programming and commences injection into the buyer's storage tanks.
7. Seller completes product injections into the Buyer's tanks and issues

the Injection Report to the buyer.

8. Buyer pays the total value of the product injected into the tanks by TT/MT103 and upon payment confirmation, seller transfers the Title Holder & Ownership of the product to the Buyer.
9. Seller pays all intermediaries according to the signed NCNDA/IMFPA. Thereafter, the seller issues its SPA to the buyer for the monthly supply.

FOB No. 5: TANK TO TANK

1. Buyer accepts the Seller's procedure and submits an ICPO, signatory passport copy, banking details, and their TSA.
2. The Seller issues a CI. Buyer countersigns the CI and returns to the seller within 48 hours. Seller verifies Buyer's TSA with the port authority for approval.
3. Buyer introduces its tank farm to the seller via email. The Buyer tank farm issues two separate invoices for storage tank reservation. Seller commits fully by jointly paying the storage tank lease with the buyer directly to the Buyer's approved tank farm. The Buyer reserves 3 days of storage, while the Seller reserves 2 days of storage.
4. Once the Buyer's tank farm issues the TSR as required, the Seller will issue its Product Injection Agreement (PIA) to be signed by all parties. When the Seller receives the PIA fully signed by all parties, showing all storage days and required codes to complete the trial lift, the Seller issues to the Buyer below the complete set of POP documents:
 - SGS Analysis Report (within 48 hours)
 - Product Passport
 - Product Certificate of Origin
 - Unconditional Dip Test Authorization
 - Injection Report
 - Tank Storage Receipt with GPS Coordinates
 - Authority to Sell & Collect (ATSC)
 - Authority To Verify (ATV)
 - NCNDA/IMFPA
5. Optionally, the Buyer may conduct its own Dip-Test in the Seller's tank at the Buyer's expense.
6. After Buyer's approval of a successful SGS/Q&Q analysis report, the Seller issues the Injection Programming for approval. Product

injection into the Buyer's tanks begins as scheduled.

7. Upon successful product injection, the Buyer makes payment for the product via MT103 TT Wire Transfer as per the final product value injected into the tanks. Note: The 2-day storage tank reservation paid by the seller will be included in the final invoice.
8. Upon payment confirmation, the Seller transfers the product ownership title.
9. The Seller settles the fees of all involved intermediaries through NCNDA/IMFPA. Thereafter, the monthly contract shipment proceeds according to the terms and conditions in the Sales and Purchase agreement contract between both parties.

FOB No. 6: TANK TO TANK

1. Buyer issues an ICPO containing the seller's procedure, a copy of the signatory's passport, banking information, and its TSA.
2. Seller issues a **CI** to the buyer. Buyer signs and returns the CI to the seller along with an Acceptance Letter of the sales and purchase procedure within 48 hours.
3. Seller receives the countersigned commercial invoice and issues to the Buyer its allotted Product Transfer Agreement (PTA) for endorsement by all parties after verifying and approving the Buyer's TSA with the port authorities. The Seller provides the Buyer with all product documents POP below after obtaining the fully endorsed PTA showing all storage days and required codes to complete the trial lift:
 - Injection Report.
 - Product Passport.
 - 24 Hours SGS Report.
 - Tank Storage Receipt (TSR).
 - Product Certificate of Origin.
 - Unconditional Dip-Test Authorization
4. Buyer's SGS team may choose to conduct an inspection of the product in the seller's shore tanks at the Buyer's expense (optional).
5. Upon successful verification of the POP or Dip-Test in the seller's tank, buyer provides their TSR to seller in order to begin Injection of the product into the buyer storage facility tanks.
6. Seller transfers the Title Holder & Ownership of the product to the Buyer upon a successful product injection into the Buyer's Tank Farm and after the Buyer as made the total payment for the product via MT103.

7. Seller provides Buyer with Contract for a period of 12 months with R&E for processing following a successful Trial Lift.
8. Seller issues the NCNDA/IMFPA to be signed by all parties engaged in the commission structure. According to the signed NCNDA/IMFPA, the seller pays commissions to each and every intermediary for the first lift as well as any additional lifts.

FOB No 7: TANK TAKE OVER

1. Buyer accepts the Seller's working procedure and issues an ICPO with its banking details and signatory Passport copy.
2. The Seller issues a CI for the product, Buyer countersigns and returns it to the seller within 48 hours.
3. Seller receives the countersigned CI, Buyer requests a 1-day invoice for tank storage extension and dip test in the seller's tanks.
4. Upon receipt and confirmation of the Buyer's payment, the Seller issues the document below:
 - Authorization to Sell and Collect.
5. Buyer signs and return the signed "Authorization to Sell and Collect" to seller. Seller opens communication with the Seller's Tank Farm Management for the tank take over registration and for product storage/transfer with the port authority. Upon the complete tank take over and product storage/transfer registration with the port authority by the tank farm, showing all storage days required to exit the tanks, Seller issues the POP documents below:
 - Tank Storage Receipt (TSR).
 - Product Passport/Analysis.
 - Product Certificate of Origin.
 - Injection Report.
 - 24 Hours SGS Report.
 - Unconditional Dip-Test Authorization.
6. (Optional) Buyer may proceed with its SGS team to conduct an inspection of the product in Seller's shore tanks at its expense.
7. Upon Buyer's successful verification of the Seller's POP or it conducts a Dip-Test inspection with its SGS team in the Seller's tank, the Buyer makes payment for the total amount of the product in the tanks via MT103.
8. Seller confirms the Buyer payment and transfers title ownership of the product to the Buyer. Buyer then completely takes over the Seller's product in its storage tanks. Buyer may store its product in the tank

farm or alternatively, immediately after a successful product/tank take over, proceed to transfer its product to a different tank farm or into its vessel at the port.

9. Seller provides Buyer with Contract for a period of 12 months with R&E for processing following a successful Trial Lift.
10. Seller issues the NCNDA/IMFPA to be signed by all intermediaries involved in the transaction. Seller pays commissions to all intermediaries involved for the initial lift and all subsequent lifts.

FOB No. 8: TANK TO VESSEL –TTV

1. The Buyer issues an ICPO with banking details, Buyer's passport and Charter Party Agreement (CPA).
2. The Seller issues a Commercial Invoice for the product, Buyer countersigns and returns it to the seller within 48 hours.
3. Seller receives the counter-signed CI, Buyer requests a 1-day invoice for tank storage extension and dip test in seller tanks.
4. Upon receipt and confirmation of the buyer payment sellers issues the PPOP documents below:
 - Authorization to Sell and Collect.
5. Buyer signs and returns the "Authorization to Sell and Collect" document to the seller. Seller opens communication with the Tank Farm Management for product transfer registration. Upon the complete product transfer registration with the port authority by the tank farm, showing all injection days required to complete the trial lift, the Seller issues the POP documents listed below:
 - Tank Storage Receipt (TSR).
 - Product Passport/Analysis.
 - Product Certificate of Origin
 - Injection Report.
 - 24 Hours SGS Report.
 - Unconditional Dip-Test Authorization.
6. (Optional) Buyer proceeds with its SGS team to conduct an inspection of the product in the Seller's shore tanks at its expense.
7. Upon the Buyer's successful verification of POP or Product Dip-Test in the Seller's tanks, the Seller issues the Tank to Vessel Injection Agreement (TVIA) and Tanker Injection Programming (TIP).
8. Product injection begins into the Buyer's vessel. (Buyer may completely take over seller tanks for further product storage).

9. After product Transfer & Injection into the Buyer's vessel has been completed, Buyer makes the payment for the total product via MT103. Seller transfers the Title Holder & Ownership of the product to the Buyer.
10. After a successful Trial Lift (First Lift), the Seller issues the SPA/Contract for 12 months with R&E to the Buyer for processing.
11. Seller issues NCNDA/IMFPA to be signed by all intermediaries involved in the transaction. Seller pays commissions to all intermediaries involved for the initial lift and all subsequent lifts.

NOTES:

THE USE OF FIDUCIARY RECEIVERS

Sanction policies, along with their effects on International Banking practices, have dramatically affected the availability of funds when using foreign wire transfers. To facilitate timely transactions, our sellers will use regionally based fiduciary receivers rather than have funds sent directly to the Refinery. A Fiduciary CIS and Relationship Letter will be provided upon request when engaged in a valid transaction.

1. Pricing is "refinery direct" and is not connected to Platts
2. Refinery sale in "small quantities" from 10,000 MT or 500,000 BBL.
3. Refinery's procedures are not negotiable; do not attempt to negotiate the Procedure once a transaction starts.
4. Do not substitute Logistics Companies in the middle of a transaction; **this is a red flag.**
5. Please make sure the Buyer understands what is required in any given Procedure, and he will receive POP at the appropriate point in the Procedure and not beforehand.
6. Buyers are expected to be able to demonstrate storage in place.
7. Prices and Procedures are subject to change without notice.

PRICES:

ORIGIN: AZERBAIJAN or KAZAKHSTAN >> Direct Refinery							
# 96	PRODUCT	Measure	FINAL COST GROSS	Commissions	NET	MOQ	MAX QUANTITY
FOB	EN 590 10 ppm	MT	\$480.00	\$10.00	\$470.00	10,000	300,000
FOB	JET Fuel A 1	BBL	\$ 75.00	\$ 2.00	\$ 73.00	500,000	2,000,000
FOB	Diesel D6	Gall	\$ 0.95	\$ 0.05	\$ 0.90	10,000,000	300,000,000
FOB	D2 Oil Gost 305-82	MT	\$490.00	\$10.00	\$480.00	10,000	300,000
FOB	LPG gost 20448-90	MT	\$420.00	\$10.00	\$410.00	10,000	300,000
FOB	LNG	MT	\$420.00	\$10.00	\$410.00	10,000	300,000
FOB	(AGO) Autom Gas Oil	MT	\$490.00	\$10.00	\$480.00	10,000	300,000
FOB	Gasoline 87 > 95 Octa.	MT	\$400.00	\$10.00	\$390.00	10,000	300,000
FOB	MT103 /	Rotterdam, Houston. Fujairah, Jurong, Ningbo-Zhoushan					
TERM	12 Months or more						