Hydrocarbons # 108

PROCEDURE CIF QATAR COMPANY

Special to New Customers

Key Selling Points - CIF Procedure (Total Security)

- **Zero initial risk:** The buyer opens the letter of credit (SBLC/DLC) *only after* reviewing and approving the Partial Proof of Product (PPOP).
- **Higher guarantee:** We issue a **3% Performance Bond (PB)** in favor of the buyer, which exceeds the standard 2% typically found in the market.
- **Payment upon delivery:** 100% of the payment (MT103) is released at destination *only after* an SGS inspection certifies the quality and quantity at the buyer's port.
- **Ultra-fresh SGS:** We provide a fresh inspection report that is less than 48 hours old.
- **Dip Test authorization:** Direct authorization is granted for the buyer to physically inspect the fuel in our tanks before making any payment.
- **Immediate injection:** The transfer to the buyer's tanks begins immediately after payment is cleared (within a 72-hour window).
- **Competitive pricing:** Highly attractive rates on top-tier products (e.g., EN 590 at $550 FOB / $560 CIF net; Jet Fuel A1 at $96 FOB / $98 CIF net).
- **Stable supply:** Long-term contracts (12 months or more) with highly accessible Minimum Order Quantities (MOQ) for trial purchases.

Your closing pitch: *"You maintain complete control of your money until independent inspectors confirm that the product is certified right before your eyes."*

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1. The buyer issues an Irrevocable Corporate Purchase Order (ICPO) with complete bank details, a Company Profile (CP or CIS), a Commercial Legal Certificate, a copy of the passport of the buyer's authorized signatory, and a document signed by the buyer's bank officers and issued to the seller. This bank letter (RWA) certifies that the buyer has the purchasing capacity, whether through deposited funds or an available credit line with that bank, to open a bank Letter of credit.

2. Upon receipt of the buyer's ICPO + CIS (or CP) and RWA, the seller issues a draft Sales and Purchase Agreement (SPA) (subject to modification) and a copy of the proforma invoice (CI) to the buyer, along with the Non-Circumvention and Non-Disclosure Agreement (NCNDA) and the Irrevocable Master Fee Protection Agreement (IMFPA) for the seller's agent or broker.

3. The buyer returns the signed and stamped pro forma invoice to the seller, along with the Sales and Purchase Agreement (SPA), the commission protection agreement for the seller's agent or brokers (IMFPA), and the Non-Circumvention, Non-Disclosure Agreement (NCNDA) between the Buyer and Seller, all duly completed and signed by the buyer, their facilitating group or representative, and all intermediaries

4. The seller issues the approved, endorsed, and stamped Purchase Agreement (SPA), which now incorporates the NCNDA/IMFPA as an annex. Both the buyer and seller deposit the legalized Purchase Agreements with their respective banks.

5. The seller issues the Partial Proof of Product (PPOP) documents, which shall consist of the following:
    a) Product Analysis.
    b) Authorization for Sale (ATS).
    c) Supply Commitment.
    d) Product Availability Declaration.

6. The buyer verifies the PPOP and, if satisfied with the result, issues a contingent letter of credit (SBLC) or a Documentary letter of credit (DLC), either transferable or non-transferable (at the buyer's option), within ten (10) business days. If the buyer is unable to provide the bank instrument within the established timeframe, the buyer makes a 3% payment as a guarantee of the transaction.

7. The seller issues a 3% performance bond (PB) to the buyer.

8. The seller provides COMPLETE PROOF OF PRODUCT, which shall include:
    a. Copy of the Export License (if applicable)
    b. Copy of the Export Authorization
    c. Copy of the Certificate of Origin
    d. Copy of the Declaration of Availability
    e. Vessel details, IMO Q88
    f. Charter Party Agreement (CPA)
    g. Recent SGS report of the vessel at the port of loading. A new SGS/CIQ inspection will be carried out at the discharge port.
    h. On-Board Immersion Test Authorization (DTAOB)
    i. Shipping Authorization (ATB)
    j. Bill of Lading (B/L) Cargo Manifest
    k. Certificate of Authenticity
    l. Certificate of Quality (issued by the designated Inspection Agency at the port of loading)
    m. Certificate of Quantity (issued by the designated Inspection Agency at the port of loading)
    n. Tanker Space Measurement Receipt

o. Ship's Captain's Receipt for the Sample
p. Ship's Captain's Receipt for the Documents

9. The vessel arrives at its destination. The port and quality (Q&Q) inspection is carried out by a designated inspection agency, such as SGS or an equivalent agency, on the goods and verifies the information using the Bill of Lading (BL) and the commercial invoice. Following a satisfactory inspection report, the buyer makes payment via bank transfer (MT103/TT) to the seller's bank (100% per shipment) within 3 business days.

10. Shipping Documents (to be issued after loading):
    - •One complete set of Bill of Lading (3/3);
    - •SGS Quality Certificate (Q/Q) (2/2) at the port of loading;
    - •Certificate of Origin (1/2);
    - •Signed Commercial Invoice according to the quantity and quality delivered on board;
    - •Cargo Manifest (1 original);
    - •Captain's Receipt of all documentation for the loaded product (1/1).

11. Upon confirmation of payment, the seller will instruct the ship's captain to unload the goods.

12. The seller will send the title documents to the buyer.
    The seller will pay the commissions of all intermediaries, in accordance with the International Master Fee Protection Agreement (IMFPA), within 24 hours of receiving payment from the buyer for the shipment.

FOB TANK-TO-TANK PROCEDURE
QATAR COMPANY
Rotterdam – Houston - Fujairah

1. The buyer presents an ICPO, POF Certificate of Good Standing, along with TSA for verification and registration of the seller with

the port authorities.

2. The seller issues a draft Commercial Invoice (CI) to the buyer.

3. The buyer signs and returns the CI to the seller.

4. The seller provides the following Partial Test of Product (PPOP) documents to the buyer via email or fax:
   A. Authorization/Authorization to Sell (ATS)
   B. Product Quality Passport (product immersion test result)
   C. Supply Commitment Letter
   D. Product Availability Statement.
      Within 3 days of receiving and verifying the above PPOP documents, the buyer provides a verifiable Tank Storage Receipt (TSR).

6. All parties sign NCNDA/IMFPA.

7 The seller issues a recent SGS report, no older than 48 hours, (DTA) Immersion Test Authorization for Q&Q, along with the complete fuel injection report from the pipeline/transportation company.

8 (Optional for the buyer) The buyer conducts an immersion test for Q&Q in the seller's tanks. Once the Q&Q inspection/immersion test is satisfactory, conducted by SGS or a similar inspection agency, the buyer releases the total cost of the product via MT103 TT bank transfer to the seller's designated account within 72 hours and begins injection into the buyer's tanks.

9 The seller issues the Product Title of Transfer of Ownership/Certificate of Ownership to the buyer's company along with all necessary Export Documents.

10. The seller pays all intermediaries involved in the transaction according to IMFPA/NCNDA.

Arabian International Petroleum Company QATAR

#108	PRODUCT	Measure	FINAL COST GROSS	Commissions to all	NET	MOQ	MAX QUANTITY
FOB	EN 590 10 ppm	MT	$560.00	$ 10.00	$ 550.00	20,000	500,000
CIF	EN 590 10 ppm	MT	$570.00	$ 10.00	$ 560.00	50,000	500,000
FOB	JET Fuel A 1 / or 54	BBL	$ 98.00	$ 2.00	$ 96.00	500,000	5,000,000
CIF	JET Fuel A 1 / or 54	BBL	$100.00	$ 2.00	$ 98.00	2,000,000	6,000,000
FOB	Diesel D6	Gall	$ 0.86	$ 0.02	$ 0.94	200,000,000	800,000,000
CIF	Diesel D6	Gall	$ 0.88	$ 0.02	$ 0.86	100,000,000	800,000,000
CIF	Gasoline 87 Octanes	MT	$370.00	$ 10.00	$ 360.00	50,000	100,000
CIF	Gasoline 89 Octanes	MT	$380.00	$ 10.00	$ 370.00	50,000	100,000
CIF	Gasoline 95 Octanes	MT	$390.00	$ 10.00	$ 380.00	50,000	100,000
CIF	Gasoline 98 Octanes	MT	$400.00	$ 10.00	$ 390.00	50,000	100,000
FOB	Diesel Gas D2 Oil	MT	$525.00	$ 10.00	$ 515.00	10,000	500,000
CIF	Diesel Gas D2 Oil	MT	$535.00	$ 10.00	$ 525.00	50,000	500,000
FOB	LPG	MT	$440.00	$ 10.00	$ 430.00	10,000	1,000,000
CIF	LPG	MT	$450.00	$ 10.00	$ 440.00	50,000	1,000,000
FOB	LNG	MT	$630.00	$ 10.00	$ 620.00	100,000	400,000
CIF	LNG	MT	$640.00	$ 10.00	$ 630.00	100,000	400,000
FOB	MAZUT M100	MT	$290.00	$ 10.00	$ 280.00	10,000	500,000
CIF	MAZUT M101	MT	$300.00	$ 10.00	$ 290.00	50,000	500,000
FOB	Auto Gas Oil (AGO)	MT	$350.00	$ 10.00	$ 340.00	50,000	500,000
CIF	Auto Gas Oil (AGO)	MT	$365.00	$ 10.00	$ 355.00	50,000	500,000
CIF	PET COKE	MT	$280.00	$ 10.00	$ 270.00	50,000	400,000
CIF	BITUMEN	MT	$345.00	$ 10.00	$ 335.00	50,000	400,000
CIF	UREA 46%	MT	$380.00	$ 10.00	$ 340.00	50,000	300,000
CIF	SULFUR	MT	$350.00	$ 10.00	$ 340.00	50,000	300,000
FOB	MT103		Rotterdam, Houston. Fujairah				
CIF	SBLC / DLC / & MT 103. Seller Issues 3% PB After Warranty, CIF PROCEDURE						
TERM	12 Months or more						