



## Hydrocarbons # 114+

### PRODUCTS & PRICES (FOB) **VTT – TTT – TTV**

### JURONG – ROTTERDAM – HOUSTON

#### PROCEDURE A: FOB - VESSEL TO TANK

1. Upon acceptance of seller's procedure by mail, buyer issues ICPO and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice to be signed.
3. Buyer signs CI and returns to seller, seller issues POP Documents: Bill of Lading, Cargo Manifest, Export License and Customs Affidavit.
4. Seller makes available Fresh SGS report from loading port to buyer's tank farm company for verification of the product on the arriving vessel + non-disclosure of SGS report to third party.
5. Upon verification of SGS report by buyer's tank farm on arriving vessel, buyer provides within 72h: - TANK RECEIPT valid for 7 days (Min) - Notice of Readiness - AUTHORITY LETTER TO VERIFY INJECT
6. Upon vessel arrival at Buyer's port, Vessel Captain shall Berth at Buyer Tank Terminal for Injection, trans loading/injection commences and upon completion SGS inspectors will do DIP TEST Q&Q.
7. Upon successful Q&Q Dip Test, BUYER pays by Wire Transfer / Swift MT-103 into Seller's account.
8. Seller transfers Ownership and hands over all documents, including the Certificate

of Origin.

9. Seller Pays commissions to all intermediaries; Both Parties sign 12 Months FOB contract (SBLC + MT103).

## **PROCEDURE B: FOB - ~~TANK TO TANK / TANK TO VESSEL~~ SOLD.**

1. Buyer issues a formal ICPO addressed to the Seller.
2. Seller issues the Commercial Invoice (CI) for the total quantity.
3. Buyer signs and sends CI back to the seller via email.
4. Seller issues a fresh SGS Report to the Buyer.
5. Upon confirmation of receipt, Buyer extends Seller's Tanks for only 24 hours.
6. Seller issues Tank Visit Authorization Letter alongside DTA and NCNDA/IMFPA.
7. Buyer performs a dip test in Seller's Tanks and makes payment after the dip test.
8. Seller transfers Title Deed and Ownership to Buyer's Company.
9. Seller commences injection/loading into Buyer's allocated leased tank or vessel.
10. Seller pays all intermediaries within 24 hours.

## **PROCEDURE C: TTO (Transfer-Operate)**

**It operates primarily in Southeast Asian ports (near China)  
and also near Houston, USA.**

1. Buyer confirms Soft Offer and issues an official ICPO.
2. Seller issues Draft contract to buyer, Buyer returns countersigned contract to Seller with a letter of acceptance.
3. Seller reviews signed contract and send a copy of the signed and sealed contract in PDF to buyer, both parties lodge with their respective banks.
4. Seller releases to Buyer the below listed Partial POP Documents in their (Buyer's) name, which may include:
  - (a) Refinery Commitment to Supply

- (b) Authorization to Sell and Collect
- (c) Statement of availability of product 1
- (d) Product quality passport (Analysis test Report)
- (e) Cargo Manifest
- (f) Bill of Lading
- (g) Vessel Tanker Q88
- (h) Certificate of Origin

5. Upon receiving the POP documents, Seller instructs his shipping company to inform the vessel Captain to issue the NOR/ETA to Buyer's designated shipping agent, and Seller delivers the Entrustment Letter issued by the shipping company to Buyer's designated shipping agent. The buyer's designated shipping agent must sign the Entrustment Letter back to act as the seller's entrusted shipping agent within 24 hours. The seller instructs the vessel captain to issue the NOR/ETA.
6. Buyer makes a 1% deposit by TT wire as a guaranteed deposit to Seller, which would be deducted from the full total product cost.
7. Seller instructs his shipping company to inform the vessel captain to redirect the route of the vessel Tanker to Buyer's destination port.
8. Upon arrival of the vessel at Buyer's designated port, the seller's entrusted shipping agent and the buyer's designated cargo agent must complete the customs declaration and the marine time declaration to guide the vessel captain to berth and unload the product allocation.
9. Upon successful CIQ/SGS, Buyer completes the balance payment via MT103, and all intermediaries are paid accordingly within 72 hours in accordance with the Signed NCNDA.
10. The next shipment commences; Both Parties proceed with the signing of a 12-month CIF ASWP contract upon completion of the first trial order.
11. Buyer issues DLC/SBLC to Seller for the subsequent 12 Month delivery and 2% Performance Bond to Buyer for the subsequent 12 Month delivery, after the first trial order.
12. Monthly shipment commences as per contract schedule to the Buyer-designated discharge port as stipulated in the contract.

(\*) The subsequent deliveries shall commence in accordance with the terms and conditions of the contract.

## **PROCEDURE D: TTO (Title Transfer Takeover).**

**Avoid paying for vessel diversion by simply proving funds.**

**The seller covers the cost for you once funds are proven via MT 199. Start the process right now.**

1. Buyer issues an Irrevocable Corporate Purchase Order (ICPO) with seller procedures.
2. Seller issues a Memorandum of Understanding (MOU) for Title Takeover. Buyer countersigns the Memorandum of Understanding (MOU) and returns it to the seller.
3. Seller issues Proof of Product and Shipping documents as listed below:
  - a. Product Passport (Quality and Quantity Dip Test Analysis Report)
  - b. Statement of Product Availability
  - c. Bill of Lading
  - d. Cargo Manifest
  - e. Ullage Report.
  - f. Vessel Tanker Details.
  - g. Invoice for Title Transfer Takeover.
4. Upon receipt of the above documents by the buyer, the buyer makes payment for the Title Transfer Takeover of the vessel via T/T Wire Transfer / MT103 (\$95,600). The Title Transfer Takeover will be deducted from the total shipment value.
5. Upon receipt of the above payment of the vessel Title Transfer, the Buyer's appointed

forwarding agent for maritime report submission will contact the seller's vessel master to enable the seller to approve Buyer/Inspector Agents ATB to confirm product availability, and the Certificate of Ownership will be issued, and the remaining Proof of Product and shipping documents will be sent to the buyer alongside the SGS Report, while the course of the vessel will be re-routed to the current buyer's discharge port.

6. Upon arrival of the vessel at the Discharge Port, the vessel captain will hand over all the original POP documents to the buyer's representative, while the buyer pays for the total contract after SGS, CIQ or equivalent inspection at the discharge port via T/T Wire transfer, and the re-routing fee will be deducted, while offloading will commence immediately.

7. Seller pays the intermediaries involved within 72 hours after receipt of payment of the product from the buyer.

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Origin: Kazakhstan / Inspection: SGS/ BV /Intertek | Payment: MT103/TT/SBLC  
Quantity: Trial >> 50,000MT / 1M BBLS | Long-term: 12 Months

Commission **Buyer Side**: \$10 (EN590) \$2 (JETA1) \$0.02 (D6) – 50%

## **PRICES FOB**

### **1. EN590 10PPM**

Gross \$590/Net \$570 per MT

### **2. D6 VIRGIN FUEL OIL**

Gross \$0.84 / Net \$0.80 per Gallon

### **3. JET A1 FUEL**

Gross \$90 / Net \$86 per Barrel

**Seller from HONG KONG.**