



Hydrocarbons # 118

FOB HOUSTON & ROTTERDAM

4 PROCEDURES DIP & PAY, **TTV**, **TTT**, **TTO**

FOB DIP AND PAY PROCEDURE

1. BUYER ISSUES ICPO CONTAINING THE SELLER'S WORKING PROCEDURES WITH BANKING DETAILS AND SCANNED COPY OF BUYER'S PASSPORT ALONG WITH TSA.
2. SELLER ISSUES COMMERCIAL INVOICE OF THE PRODUCT IN TANKS AT THE PORT; BUYER AND BUYER'S LOGISTICS SIGN AND RETURN BACK COMMERCIAL INVOICE TO SELLER.
3. SELLER ISSUES TO BUYER PPOP LISTED BELOW:
 - A. GPS COORDINATES - TANK STORAGE RECEIPT (TSR)
 - B. INJECTION REPORT
 - C. UNCONDITIONAL DIP TEST AUTHORIZATION LETTER (UDTA)
 - D. AUTHORIZATION TO SELL, AND COLLECT (ATSC)
 - E. AUTHORIZATION TO PHYSICALLY VERIFY (ATV)
 - F. FRESH SGS REPORT IN SELLER'S TANK
4. SELLER ISSUES NCNDA / IMFPA FOR THE FOLLOWING DOCUMENT TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND TO BUYER FOR SIGNING.
5. BUYER INSPECTS BY SGS AT BUYER'S EXPENSE AND SENDS TSR.

6. UPON SUCCESSFUL DIP TEST IN TANKS, PRODUCT WILL IMMEDIATELY BE INJECTED INTO BUYER'S TANKS. BUYER MAKES PAYMENT FOR THE PRODUCT VIA MT103 AND SELLER TRANSFERS TITLE OWNERSHIP TO BUYER.
7. SELLER DISTRIBUTES COMMISSIONS WITHIN 72 HOURS AFTER RECEIPT OF BUYER'S PAYMENT.
8. BUYER AND SELLER FINALIZE CONTRACT FOR SUBSEQUENT FUEL DELIVERIES.

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FOB TANK TO VESSEL PROCEDURES

1. BUYER SENDS ICPO WITH ACCEPTANCE LETTER, COMPANY REGISTRATION CERTIFICATE ALONG WITH BUYER'S CHARTER PARTY AGREEMENT (CPA) FROM THEIR LOGISTIC AS PROOF OF STORAGE AVAILABILITY AND READINESS.
2. SELLER ISSUES COMMERCIAL INVOICE FOR THE AVAILABLE QUANTITY IN THE STORAGE TANKS TO BUYER. BUYER SIGNS AND RETURNS CI TO SELLER.
3. UPON SELLER RECEIVING BUYER'S LOGISTIC SIGNED TANK-TO-VESSEL INJECTION AGREEMENT (TTVIA) AND SELLER PROVIDES THE BUYER THE BELOW DOCUMENTS,
 - A) FRESH 48 HR SGS IN BUYER NAME
 - B) LETTER OF GUARANTEE
 - C) PRODUCT PASSPORT
 - D) INJECTION REPORT
 - E) UNCONDITIONAL DTA
 - F) STATEMENT OF PRODUCT AVAILABILITY
4. SELLER ISSUES COMPLETE DTA AND 5-DAY VALID TANK STORAGE RECEIPT TO BUYER; BUYER ORDERS SGS TO CONDUCT DIP TEST OF THE PRODUCT IN THE SELLER'S TANK.
5. UPON THE SUCCESSFUL DIP TEST, SELLER INJECTS THE PRODUCT INTO THE BUYER'S VESSEL AND SELLER SUBMITS THE FULL INJECTION REPORT TO THE BUYER.
6. BUYER MAKES 100% PAYMENT BY MT 103 TT WIRE TRANSFER FOR THE TOTAL PRODUCT TO SELLER BANK ACCOUNT & SELLER PAYS COMMISSION TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION WITHIN 24 HOURS.

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PROCEDURE FOB TANK TO TANK -> Houston

1. BUYER ISSUES IRREVOCABLE CORPORATE PURCHASE ORDER (ICPO) ALONG WITH THEIR TSA.
2. SELLER ISSUES COMMERCIAL INVOICE (CL) FOR THE PRODUCT AVAILABLE IN TANKS AT THE PORT; BUYER SIGNS AND SUBMITS THE COMMERCIAL INVOICE TO THE SELLER.
3. SELLER ISSUES A COPY OF SGS REPORT AND INJECTION REPORT STRICTLY TO THE BUYER'S TANK FARM COMPANY TO VERIFY PRODUCT IN SELLER'S TANK.
4. UPON CONFIRMATION OF SUCCESSFUL VERIFICATION OF SGS AND PRODUCT BY BUYER'S STORAGE COMPANY REPRESENTATIVE.
5. SELLER PAYS FOR 2 DAYS TANK LEASE TO BUYER'S STORAGE COMPANY AND BUYER ALSO PAYS FOR 3 DAYS TANK LEASE TO THEIR STORAGE COMPANY, MAKING IT TOTAL OF 5 DAYS TSR. UPON SELLER RECEIVING THE VALID JOINTLY PAID 5 DAYS TSR, SELLER PROGRAM LIFT IN BUYER'S NAME AND RELEASE THE BELOW DOCUMENTS TO BUYER
 - a) -UNCONDITIONAL DIP TEST AUTHORIZATION (UDTA)
 - b) -FRESH SGS REPORT
 - c) -AUTHORIZATION TO PHYSICALLY VERIFY PRODUCT IN SELLER'S TANK (ATV)
 - d) -Q&Q REPORT - ULLAGE REPORT
 - e) -TANK STORAGE RECEIPT
 - f) -TANK INJECTION REPORT
6. SELLER ISSUES NCNDA/IMFPA TO ALL INTERMEDIARIES INVOLVED IN THE TRANSACTION AND TO SELLER/BUYER. ENDORSED NCNDA/IMFPA.
7. BUYER INSPECTS PRODUCT BY SGS (DIP TEST IN SELLER TANKS)
8. SELLER COMMENCES INJECTION INTO BUYER'S TANK.
9. BUYER CONFIRMS THE INJECTED PRODUCT AND MAKES PAYMENT FOR THE FULL PRODUCT VIA TT/MT103,

SELLER RELEASES ALL RELEVANT DOCUMENTS OF PRODUCT TO BUYER AND ALSO TRANSFERS TITLE OWNERSHIP TO BUYER AND SIGN YEARLY CONTRACT DELIVERY.
10. SELLER PAYS COMMISSION TO THE INTERMEDIARIES INVOLVED, ACCORDING TO SIGNED NCNDA/IMFPA

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STANDARD PROCEDURE TANK TAKE OVER (TTO)

1. BUYER ISSUES OFFICIAL ICPO
2. SELLER ISSUES MOU
3. BOTH PARTIES SIGN MOU, COMMERCIAL INVOICE AND MARKET RIGHTS PROTECTION AGREEMENT.
4. UPON THE RECEIPT OF THE COUNTERSIGNED MOU FROM THE BUYER, SELLER EMAILS TO THE BUYER THE LISTED DOCUMENTS
 - A) CERTIFICATE OF ORIGIN) PRODUCT PASSPORT (QUANTITY AND QUALITY DIP TEST ANALYSIS REPORT)
 - C) BILL OF LADING
 - D) VESSEL QUESTIONNAIRE 88
 - E) CARGO MANIFEST) E.T.A (ESTIMATED TIME OF ARRIVAL) OF VESSEL
 - G) VESSEL (N.O.R) NOTICE OF READINESS) INVOICE FOR 5% PAYMENT
5. BUYER CONDUCTS DUE DILIGENCE ON THE AVAILABILITY OF THE PRODUCT INSIDE THE VESSEL AND MAKES PAYMENT OF 5% OF THE MASTER INVOICE VALUE TO THE SELLER FIDUCIARY ACCOUNT VIA MT103 T/T WIRE TRANSFER WITHIN 48 HOURS FOR THE CHANGE OF THE CONSIGNMENT RIGHTS AND TRANSFER OF TITLE OF OWNERSHIP TO BUYER'S NAME.
6. UPON SELLER RECEIPT OF THE PAYMENT OF 5%, SELLER SHALL TRANSFER PRODUCT TITLE TO BUYER'S COMPANY NAME, REISSUE ALL OTHER OUTSTANDING DOCUMENTS TO THE BUYER'S NAME AND SEND VIA SWIFT FROM SELLER'S BANK TO BUYER'S BANK FULL PROOF OF PRODUCT.
7. BUYER CONTACTS THE SHIPPING COMPANY TO REDIRECT THE ROUTE OF THE VESSEL TANKER TO BUYER'S DESTINATION PORT. UPON ARRIVAL OF THE VESSEL AT BUYER'S DISCHARGE PORT,

SELLER ISSUES AN AUTHORIZATION FOR THE BUYER'S REPRESENTATIVES AND INSPECTION TEAM TO BOARD THE VESSEL AND CONDUCT Q&Q INSPECTION.
8. UPON THE SUCCESSFUL INSPECTION, BUYER MAKES PAYMENT FOR THE PRODUCT VIA TT WIRE OR MT103 TO THE SELLER AND TAKES OVER THE VESSEL TANKER.
9. SELLER AND BUYER SIGN CONTRACT FOR 12-MONTH SHIPMENT.

10. BUYER ISSUES THEIR BANK GUARANTEE SBLC MT760/DLC MT700 TO SELLER'S BANK TO GUARANTEE THE MONTHLY SHIPMENTS; SELLER ISSUES 2% PERFORMANCE BOND WITHIN 3 DAYS FOR THE MONTHLY CONTRACT SHIPMENTS.

11. MONTHLY SHIPMENT COMMENCES TO THE BUYER'S DISCHARGE PORT AS STIPULATED IN THE CONTRACT. NOTE: THE TITLE TAKEOVER PAYMENT WILL BE DEDUCTED WHEN THE BUYER IS PAYING FOR THE FULL PRODUCT.

ULTRA LOW SULFUR DIESEL FUEL (EN590) 10PPM / 50PPM (confirmed)

Minimum Quantity: 50,000 Metric Tons @ Trial lift

Maximum Quantity: 500,000 Metric Tons @ Monthly Supply

Price: **Gross \$600.00 USD / \$580.00 USD Net on FOB**

Price: **Gross \$640.00 USD / \$620 .00 USD Net on CIF**

Commission: Buyer's Side \$10.00 USD open / Seller's Side \$10.00 USD closed.

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VIRGIN OIL D6

Minimum Quantity: 50,000,000 Gallons @ Trial lift Maximum Quantity: 400,000,000 Gallons @ Monthly Supply

Price: **Gross \$0.80 USD / \$0.75 USD Net on FOB**

Price: **Gross \$0.85 USD / \$0.80 USD Net on CIF**

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Origin: Imported from non-sanctioned country