

## **PROCEDURES 6**

### **MAZUT M100-10585-75**

PRICE CIF ASWP: GROSS \$230/NET \$220

PRICE FOB ASWP: GROSS \$220/ NET \$210

### **D2 DIESEL GAS OIL L-0.2-62 GOST 305-82**

PRICE CIF ASWP: GROSS \$340/NET \$330

PRICE FOB ASWP: GROSS \$330/ NET \$320

### **JET FUEL JP54**

PRICE CIF ASWP: GROSS \$55/NET \$53

PRICE FOB ASWP: GROSS \$53/ NET \$51

### **JET FUEL JPA1 95/95**

PRICE CIF ASWP: GROSS \$57/NET \$55

PRICE FOB ASWP: GROSS \$55/ NET \$53.

### **LPG (LIQUEFEID PETROLEUM GAS)**

PRICE CIF ASWP: GROSS \$260/NET \$250

PRICE FOB ASWP: GROSS \$250/ NET \$240.

### **LNG (LIQUEFEID NATURAL GAS)**

PRICE CIF ASWP: GROSS \$240/NET 230

PRICE FOB ASWP: GROSS \$230/\$220

### **ESPO**

PRICE CIF ASWP: GROSS \$310/NET \$300

PRICE FOB ASWP: GROSS \$300/NET \$290.

### **REBCO GOST 9965/76**

PRICE CIF ASWP: GROSS \$48/NET \$46

PRICE FOB ASWP: GROSS \$46/NET\$44

### **EN590 DIESEL**

PRICE CIF ASWP: GROSS \$330/NET \$320

PRICE FOB ASWP: GROSS \$320/NET \$310

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

PRICE CIF ASWP: GROSS \$0.83/NET \$ 0.80

PRICE FOB ASWP: GROSS \$0.80/NET \$ 0.77

## **FOB TRANSACTION PROCEDURE**

1. Buyer sends ICPO on receipt of sellers soft corporate offer
2. Seller issues CI for Available quantity in the Storage Tank to Buyer, Buyer signs and return to Seller with NCNDA/IMFPA signed by all Groups with Commission Structures.
3. Buyer register and legalize the commercial invoice through seller attorney general to make sure buyer face the law if buyer fail to accomplish the transaction since seller is ready to allow buyer conduct the dip test in their storage tank before tank extension or injection of the product in buyer storage tank.
4. Upon receipt of the legalized and registered commercial invoice from seller attorney, seller issue unconditional DTA to buyer for immediate dip test of the product in seller storage tank where the product is stored.
5. Buyer confirms dip test result and Makes 100% Payment by MT103 TT wire Transfer within 24hours. After confirmation of Buyers' payment, seller out pays facilitators involved in the transaction. Buyer will extend seller storage tank or immediately inject the product into their own rented storage tanks.
6. Seller issues Final Agreement to Buyer Company to review Contract on R/E Monthly Deliveries.
7. Buyer review and approves Contract and Issues SBLC/IRDLIC Irrevocable, nontransferable, auto Revolving for 12 months Shipment Value, Documentary Letter Of Credit for Length of Contract and for each lifting as schedule.
8. Buyer pays after successful Dip Test by MT103 Wire Transfer on each Monthly delivery.
9. The Subsequent delivery shall commence according to the terms and conditions of the Contract and Seller pays commissions to Seller side and to Buyer side intermediaries via MT103 according to Monthly Delivery

## **TRANSACTION CIF PROCEDURE**

- A. Buyer issues irrevocable corporate purchase order (ICPO) and prove of fund (POF) with seller procedure inserted in the ICPO.
- B. Seller issues sales and purchase agreement (SPA) to buyer, buyer countersigns and sends back to Seller.
- C. Seller signs and seal the draft contract and send back to Buyer along with verbiage of SBLC MT 760, Commercial Invoice and letter of commitment to supply.
- D. Upon seller bank receipt of the SBLC MT760, Seller finalize with shipping company for delivery of the product to buyer destination port (CHARTER PARTY AGREEMENT), shipping cost will be paid 100% by seller.
- E. Shipping Company confirms seller payment and seller's bank 2% performance bond guarantee.
- F. Seller effect allocation title transfer and obtain certificate on seller expense, shipping company approve dip test and buyer conduct dip test for immediate lift.
- G. Shipping of the product will commence as agreed by buyer and Seller.
- H. within 5 banking days of vessel arrival at buyer discharge port, buyer release the full payment of Product seller's bank release the commissions to the intermediaries.