



For more information, please contact Craig Higdon (seller mandate),  
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**FOB:** Houston, Rotterdam, Fujairah, Jurong, and Ningbo-Zoushan

**Fuel Origins:** Azerbaijan, Kazakhstan

Procedures are non-negotiable. Buyers are expected to be able to DEMONSTRATE STORAGE IN PLACE. Prices and Procedures subject to change without notice. Check prior to submitting an ICPO. Sell side is closed.

Ref: ORNT-8860415/SCO-24

Attn: Buyer Mandate/ Buyers/ End Buyers.

## SOFT CORPORATE OFFER

Dragon Industries stands as a prominent entity, entrusted with the facilitation of various operations. In the interest of our esteemed sellers, bearing complete corporate authority and legal accountability, we solemnly present this soft corporate offer, referred to as "SCO." Our sellers express their preparedness and eagerness to offer and deliver the subsequent products:

EN590 10PPM	
Quantity: (Min) 10,000 - (Max) 300,000 Metric Tons	Price: (Gross) \$410 / (Net) \$400
Commission: \$5 Seller Side / \$5 Buyer Side.	

JET-FUEL A1	
Quantity: (Min) 500,000 - (Max) 2,000,000 Barrels	Price: (Gross) \$77 / (Net) \$75
Commission: \$1 Seller Side / \$1 Buyer Side.	

D6 VIRGIN FUEL	
Quantity: (Min) 10,000,000 - (Max) 300,000,000 Gallons	Price: (Gross) \$0.95 / (Net) \$0.90
Commission: \$0.025 Seller Side / \$0.025 Buyer Side.	

LIQUIDIFIED NATURAL GAS "LNG"	
Quantity: (Min) 10,000 - (Max) 300,000 Metric Tons	Price: (Gross) \$470 / (Net) \$460
Commission: \$5 Seller Side / \$5 Buyer Side.	

D2	
Quantity: (Min) 10,000 - (Max) 300,000 Metric Tons	Price: (Gross) \$470 / (Net) \$460
Commission: \$5 Seller Side / \$5 Buyer Side.	

LIQUIDIFIED PETROLEUM GAS [LPG] GOST: 20448 -90	
Quantity: (Min) 10,000 - (Max) 300,000 Metric Tons	Price: (Gross) \$470 / (Net) \$460
Commission: \$5 Seller Side / \$5 Buyer Side.	

AUTOMOTIVE GAS OIL (AGO)	
Quantity: (Min) 10,000 - (Max) 300,000 Metric Tons	Price: (Gross) \$560 / (Net) \$550
Commission: \$5 Seller Side / \$5 Buyer Side.	

GASOLINE OCTANE (RON 87-95)	
Quantity: (Min) 10,000 - (Max) 300,000 Metric Tons	Price: (Gross) \$670 / (Net) \$660
Commission: \$5 Seller Side / \$5 Buyer Side.	





**FOB PORTS/TERMINALS:** Houston, Rotterdam, Fujairah, Jurong, Nigbo-Zoushan

**(1) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)**

1. Buyer issues an official ICPO with the seller's procedure, passport copy, banking details along with their Tank Storage Agreement "TSA".
2. Seller issues their Commercial Invoice "CI" to the buyer, Buyer signs and returns the commercial invoice to the seller.
3. Seller verifies the buyer's storage facility and their Tank Storage Agreement (TSA) with the port authority. (NB: Seller will issue a Tank-to-Tank Injection Agreement (TTIA) to be signed by all parties only if buyer's TSA is engaged, not active or cannot be verified with the local port authority).
4. Seller issues all POP documents below to the buyer upon a successful verification and approval of the buyer TSA or after receiving the fully signed TTIA.
  - a. Injection Report.
  - b. Product Passport.
  - c. 24 Hours SGS Report.
  - d. Product Certificate of Origin.
  - e. Tank Storage Receipt (TSR).
  - f. Authorization to sell and collect.
  - g. Unconditional Dip-Test Authorization.
  - h. Product Title Holder Transfer Agreement.
  - i. NCNDA/IMFPA.
5. If required buyer may inspect by SGS (Dip Test In Tanks) at buyer's expense.
6. Upon successful verification of POP or Dip Test in the seller's tank, buyer provides Tank Storage Receipt (TSR) to seller in order to issue the scheduled Injection Programming (IP) to be signed by buyer storage facility and then injects the product into buyer's tanks.
7. Buyer makes the payment for the product via MT103, seller transfers the Title Holder & Ownership of the product to the Buyer.
8. After successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
9. Seller pays commissions to all intermediaries involved, for the initial lift and all subsequent lifts according to the signed NCNDA/IMFPA.





## (2) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)

1. Buyer issues an official ICPO with the seller's procedure, passport copy, banking details along with their Tank Storage Agreement "TSA".
2. Seller issues a Commercial Invoice "CI" to the buyer, Buyer signs and returns the commercial invoice to the seller.
3. Seller issue (Product Passport, Certification of Origin, and Tank-to-Tank Injection Agreement (TTTIA)).  
NOTE: TTTIA to be signed only by Buyer's Tank Storage Facility and Seller's Tank Storage Facility
4. Upon receiving TTTIA, Seller issues (24 Hours SGS Analysis Report, Injection Report, Tank Storage Receipt (TSR) and Unconditional Dip-Test Authorization to the buyer).
5. Buyer may inspect product in tanks with their SGS Inspectors/representative (Unconditional Dip Test In Tanks).
6. Buyer issues their Tank Storage Receipt (TSR) for product injection and Seller issue the scheduled Injection Programming for product injection to begin into buyer's tanks.
7. Upon a successful product injection, Seller issue NCNDA/IMFPA for endorsement and Buyer makes the payment for the product via MT103, seller transfers the Title Holder & Ownership of the product to the Buyer.
8. Seller issues SPA/Contract for 12 months with R&E to Buyer for processing.
9. Seller pays commissions to all intermediaries involved, for the initial lift and all subsequent lifts according to the signed NCNDA/IMFPA.





### (3) FREE ON-BOARD TRANSACTION PROCEDURE - (TANK TO TANK)

1. Buyer issues an official ICPO containing the seller's procedure, a copy of their passport, banking information, and their Tank Storage Agreement "TSA."
2. Seller issues a Commercial Invoice "CI" to the buyer, buyer signs and returns the commercial invoice to the seller.
3. Seller receives the countersigned commercial invoice and issue the NCNDA/IMFPA to be signed by all parties engaged with commission structures and also issue the Buyer's allotted Product Transfer Agreement (PTA) for endorsement by all parties after verifying and approving the buyer Tank Storage Agreement (TSA) with the port authorities. The seller provides the buyer with all product documents (POP) below after obtaining the fully endorsed PTA.
  - a. Injection Report.
  - b. Product Passport.
  - c. 24 Hours SGS Report.
  - d. Tank Storage Receipt (TSR).
  - e. Product Certificate of Origin.
  - f. Unconditional Dip-Test Authorization
4. Buyer's SGS team may choose to re-conduct inspection of the product in the seller's shore tank.
5. Upon successful verification of the POP or Dip-Test in the seller's tank, buyer provides their Tank Storage Receipt "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 receives and counter sign NCNDA/IMFPA. 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.





#### (4) PROCEDURE - (TANK TAKE OVER)

1. Buyer accepts seller's working procedure and issues Irrevocable corporate purchase order (ICPO) with their banking details and signatory Passport copy.
2. The Seller issues Commercial invoice of the product, Buyer countersigns and returns to the seller.
3. Upon receiving the countered signs CI, Seller opens communication with the Tank Farm Management and Seller issues the below PPOP documents:
  - a. Authorization to Sell and Collect
  - b. Product Passport/Analysis.
  - c. Product Certificate of Origin.
4. Buyer continue communication with the storage facility for confirmation of seller product allocation in the storage tanks. Upon a successful confirmation of the Product Allocation, Buyer pays for Tank extension (5days) to conduct a dip-test of the product for tank take over and change of title holder.
5. After buyer have completed the tank extension payment with the storage facility for a copy of their TSR, seller present the following POP to the Buyer.
  - a. Injection Report
  - b. 24 Hours SGS Report.
  - c. Unconditional Dip-Test Authorization.
6. Buyer confirms receipt of the above-issued documents and conducts inspection and Dip-Test with their SGS team. Upon successful verification of POP and Dip Test in the seller's tank, Buyer makes the payment for the total amount of the product via MT103. Seller confirms Buyer payment and transfers title ownership of the product to the buyer. Buyer completely takes over Seller's storage tanks.
7. 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.





### **(5) PROCEDURE - (TANK TO VESSEL)**

1. The Buyer issues ICPO with banking details, buyer's passport and Charter Party Agreement (CPA).
2. The Seller issues Commercial invoice of the product, Buyer countersigns and returns to the seller.
3. Upon receiving the counter-signed CI, Seller opens communication with the Tank Farm Management and Seller issues the below PPOP documents:
  - a. Authorization to sell and collect.
  - b. Product Passport/Analysis.
  - c. Product Certificate of Origin.
4. Buyer continues communication with the storage facility for confirmation of seller product allocation in the storage tanks. Upon a successful confirmation of the Product Allocation, buyer extends the Storage Tanks (5Days) for the Dip-Test, Transfer & Injection of the product into the buyer vessel.
5. After Buyer has extended the Seller's storage tank lease for the Product Dip-Test, Transfer & Injection, Seller issues the below POP to the buyer.
  - a. Injection Report.
  - b. 24 Hours SGS Report.
  - c. Unconditional Dip-Test Authorization.
6. Buyer proceeds with their SGS team to re-conduct inspection of the product in Seller's shore tanks.
7. Upon buyer successful verification of POP and Product Dip-Test in the seller's tank, Seller issues the Tank to Vessel Injection Agreement (TVIA) and Tanker Injection Programming (TIP) to be signed by all parties.
8. Seller receives the fully signed TVIA & TIP and begin the product injection into the buyer vessel. (Buyer may completely take over seller tanks for further product storage).
9. After product Transfer & Injection into the buyer 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 successful Trial Lift (First Lift), Seller issues SPA/Contract for 12 months with R&E to 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.





## (6) PROCEDURE - (TANKER TAKE OVER)

1. Buyer issues ICPO, passport copy to seller with full banking details for seller bank probe.
2. Seller issues MOU to buyer, Buyer sign and return the MOU to seller along with an Acceptance Letter of the trading procedure.
3. Upon Seller receipt of the signed MOU from the buyer, Seller issues copies of the following POP to the buyer.
  - a. Bill Of Lading.
  - b. Q88.
  - c. Product Passport.
  - d. Certificate of Origin.
  - e. Cargo Manifest.
  - f. Authorization to Sell & Collect (ATSC).
  - g. Ullage Report.
  - h. E.T.A (Estimate time of Arrival) of Vessel.
  - i. Proforma Invoice.
4. Buyer deposits 2% of the cargo value to the Shipping Company by T/T Wire Transfer within 3 banking days.
5. Shipping company confirms 2% buyer payment and then shipment commences to buyer 's designated port. Upon the arrival of the cargo to buyer's discharge port, the buyer conducts its Dip-Test. After a successful SGS/CIQ inspection report, Buyer pays 98% balance payment to seller bank within 3 banking days via MT103/TT Wire Transfer. (In case of failure during inspection of product specification, Q&Q, the Seller shall refund the 2% deposit to the Buyer within 3 banking days).
6. Seller confirms 98% balance payment from the buyer within 3 banking days after successful SGS/CIQ inspection.
7. NCNDA/IMFPA will be signed by all involved parties, seller release payments commission to intermediaries involve as signed in the NCND/IMPFA.
8. After successful closing of the first trial shipments, 1-year long contract will be approved and issued for subsequent shipment. Then the buyer will issue the BCL/POF each month for monthly payment for guarantee. Then the seller commences to deliver a monthly shipment. After the commodity arrives at the destination port, conducts an SGS/CIQ report, the buyer settles the payment by T/T.





### **(7) PROCEDURE - (TANKER TAKE OVER)**

1. Purchaser issues Irrevocable Corporate Purchase Order with banking details of the buyer.
2. Supplier issues MOU agreement of the loaded cargo to Purchaser.
3. Purchaser signs MOU agreement and returns to the Supplier.
4. Supplier endorses MOU agreement & returns a copy to Purchaser with the following proof of product (POP) documents.
  - a. Certificate of Product Origin.
  - b. Product Passport.
  - c. Bill of Lading.
  - d. Tanker Vessel Q88 Document.
  - e. E.T.A. (Estimated Time of Arrival) Of Vessel.
  - f. Ullage Report.
  - g. Freight/Cargo Manifest.
  - h. Proforma Invoice.
5. Upon the Verification of the above documents by Purchaser, Purchaser pays the Pro Forma Invoice via MT103 to the supplier nominated account for Title Ownership from the previous purchaser to the new purchaser name as the consignee of the cargo.
6. Simultaneously, Supplier confirm Purchaser Title Ownership payment, the supplier will instruct the shipping company to re-route the cargo to new Purchaser destination and re-issue all shipping documents to new purchaser name.
7. Upon arrival of the cargo at the discharge port and confirmation of dip test result by Purchaser SGS surveyor, Purchaser immediately releases payment for the commodity via MT103 to supplier nominated account.
8. Supplier pays commission to all intermediaries involved as per NCNDA IMFPA within 72 hours upon receipt payment of commodity from the purchaser.
9. Supplier & Purchaser agrees on monthly shipment and sign 12 months contract annual. If needed.







## UNDERSTANDING PROCEDURES

Potential Buyers of fuels from manufacturers need to understand what these Sellers are looking for from a Buyer BEFORE engaging in any transaction. This will ensure a successful lift and minimize the possibility of failure.

1. Pricing is “refinery direct” and is not connected to Platts, which is based upon “traders” prices.
2. These refineries have been in business for years (one since 1949) and have delivered fuels of all types for decades, successfully.
3. Manufacturers have a massive investment in their fuels through refining, transporting, and storing them at the major ports around the world, so they expect Buyers to make a similar investment prior to transferring fuel to them.
4. Thus, manufacturers do **NOT PROVIDE PROOF OF PRODUCT (POP) FOR FREE**. Buyers must demonstrate an INVESTMENT in the ability to RECEIVE fuel prior to receiving POP in a transaction, REGARDLESS OF PROCEDURE.
5. These investments are generally paid to 3<sup>rd</sup> party logistics providers and NOT to the manufacturers themselves, unless the procedure calls for a Tank Extension. Manufacturers generally take no fees and only make money by SELLING FUEL.
6. This policy favors Buyers with **currently rented tanks**, which is a de facto demonstration of an investment in the ability to receive fuel once POP is approved.
7. Manufacturers’ Procedures CANNOT be changed in any way. **DO NOT ATTEMPT to negotiate the Procedure once a transaction starts**. This will ONLY lead to cancellation.
8. If you EXPECT problems during a transaction, you will certainly find one. This will terminate an otherwise good transaction. Do your DD BEFOREHAND.

Procedures are like train tracks. If you stay on the rails, you get to your destination. If you go OFF them, you become a Train Wreck. **Don’t be a Train Wreck!**

***Finally: An ICPO is an ORDER. It is NOT an opportunity to NEGOTIATE the Procedure. Do not substitute Logistics Companies in the middle of a transaction, this is a RED FLAG. It is assumed that you have done your Due Diligence on the manufacturer and that you are ready to TRANSACT. MAKE SURE you UNDERSTAND what is required of you in any given Procedure and you will receive Proof of Product at the appropriate point IN the Procedure and NOT beforehand.***