



FOB PROCEDURES

1. Seller issue Soft Corporate Offer
2. Buyer Issues ICPO to the Seller
3. Seller issues Commercial Invoice (CI) Statement of Availability of Product, Act of Transfer and Commitment to Inject to Buyer Lease Tank.
4. Buyer and Seller sign Tank Storage Agreement (TSA) with our Rotterdam Tank Farm Owner (Vopak Terminal Botlek Noord B.V - Service Terminal Rotterdam (STR) - Odfjell Terminals Rotterdam) and send to Refinery Tank Storage Receipt (TSR) to inject the product to the Tank
5. Seller injects product to Tank and send to Buyer below POP.
 - **Full Dip Test Authorization (DTA)**
 - **Authorization to Verify (ATV)**
 - **Tank Storage Receipt (TSR)**
 - **Injection report (IR)**
 - **SGS Test Report. (SGS)**
6. Buyer Conducts Dip Test, Confirm Product quality and quantity injected in the Tank and release full payment to Seller Fiduciary Bank account by TT MT103.
7. Seller hand over the below document to buyer.
8. Certificate of Ownership (C of O)
9. Authorization to Sell (ATS)
10. Seller release Commissions and payment to all Brokers' according to Master Fee Protection Agreement NCNDA/IMFPA