



FOB FREE ON BOARD

1. Upon acceptance of seller's Offer, buyer issues Purchase Order (ICPO) and Tank Storage Agreement.
2. Upon acceptance of buyer ICPO/TSA, Seller issues Commercial Invoice/ICC Warning Letter for buyer's review and signing.
3. Buyer signs the commercial invoice and returns to seller, the signed CI/ICC Warning Letter, seller issues the POP Documents as shown below:
 - **Q&Q Report**
 - **Ullage Report**
 - **Clean-on-board Ocean Bill of Ladin/Q88**
 - **Export License issued by the Ministry of Energy**
 - **Cargo Manifest**
 - **Certificate of Origin GOST,**
 - **Allocation Product License issued by Ministry of Economic Development and Trade**
4. Buyer conducts due diligence on the arriving loaded vessel and upon satisfaction buyer/Or its assignee provides its storage tank facility details within 72hours (Maximum) NOTE: Storage tanks details which must include the following below; to enable the Vessel Captain to communicate with the tank farm operator prior vessel's arrival to access buyers tank terminal for injection.
 - **A VALID TANK RECEIPT**
 - **Notice of Readiness issued by Storage Tank Company**
 - **AUTHORITY LETTER TO VERIFY / INJECT**
5. Upon vessel arrival at Buyer's nominated port, Vessel Captain shall issue ATB to buyer's supper cargo and inspectors inviting them to board the loaded vessel for Q and Q. * NCNDA/IMFPA is signed by the involved parties.
6. Upon successful Q and Q including Dip Test, BUYER pays for product by Wire Transfer / Swift MT-103 into the Seller's account.
7. Seller releases original POP documents in buyer's name and Trans-loading commences.
8. Seller pays commissions to all intermediaries, Both Parties proceed with the signing for a 12 Months CIF AWSP contract upon completion of the first trial order.