

**A. Seller Representative call with Buyer and Representatives.**

**B. Buyer submits CP/KYC/CIS; Seller reviews.**

**C. Seller and Buyer call to discuss transaction, define first lift and future contract.**

1. Buyer issues ICPO with full banking, large scan Passport copy, scan copy of Company Certificate and full content of this procedure, unchanged. Buyer Company Profile shall be included in separate PDF not inside the ICPO.

2. After review, verification, and approval, Seller issues Sales and Purchase Agreement, hereinafter called SPA. Buyer signs and returns to Seller.

3. Seller issues:

3a. Commitment to Supply.

3b. Statement of Product Availability.

3c. Signed SPA.

4. Buyer issues DLC MT700 within 5 (five) working days in accordance with the instrument and Seller's bank replies with a Performance Bond, hereinafter called PB, in the value of 2% (two percent), after receiving non-operative DLC MT700.

After the duration of 5 (five) working days if Buyer cannot issue DLC MT700, Buyer shall be responsible for immediate payment coverage for the shipment via direct payment transfer by MT103.

5. Upon confirmation of the 2% (two percent) PB, Seller shall commence the loading and shipment of the goods to Buyer's destination port and issues to Buyer the following documents:

5a. Fresh SGS report less than 24 (twenty-four) hours old.

5b. Company Tax Incorporation Certificate.

5c. Charter Party Agreement, hereinafter called CPA.

5d. Certificate of Origin.

5e. Bill of Lading.

5f. Commercial Invoice, hereinafter called CI.

5g. Clean On-board Certificate.

5h. Estimate Time of Arrival to destination port, hereinafter called ETA.

5i. Port Authority Declaration of vessel exit.

5j. Authorization to Board.

5k. Q88 of the loaded vessel.

6. Shipment commences to Buyer's designated port.

7. Upon arrival of the vessel at Buyer's destination port, Buyer shall perform inspection of the goods on-board vessel and within 48 (forty-eight) hours, Buyer shall pay the total cost of the goods by MT103.

**Buyer must integrate the full content of this procedure, unchanged, into ICPO.**

**PRODUCT SPECIFICATION FOR TURBINE JET A1**

<b>1.</b>	<b>Appearance</b>			
1.1	Visual Appearance	Clear & Bright, free from solid matter & undissolved water at ambient temperature		
1.2	Color	Report	ASTM D 156or ASTM D 6054	25
1.3	Particulate Contamination, at point of manufacture, mg/l	1.0 Max	IP 423/ASTM D 5425	0.80
1.4	Particulate, at point of manufacture			
1.4.1	≥ 4µm (c)	Report	IP 564 or IP 565	2500
1.4.2	≥ 6µm (c)	Report		950
1.4.3	≥ 14µm (c)	Report		99
1.4.4	≥ 21µm (c)	Report		22
1.4.5	≥ 25µm (c)	Report		15
1.4.6	≥ 30µm (c)	Report		10
<b>2.</b>	<b>Composition</b>			
2.1	Total Acidity, mg KOH/gm	0.015 Max.	ASTM D 3242	0.009
2.2	Aromatic Hydrocarbon Types			
2.2.1 or	Aromatics % v/v	25 Max.	IP 156/ASTM D 1319	18.5
2.2.2	Total Aromatics % v/v	26.5 Max.	IP 436/ASTM D 6379	18.5
2.3	Sulphur, Total % m/m	0.3 Max.	ASTM D 4294	0.25
	Sulphur Mercaptan % m/m	0.003 Max.	ASTM D 3227	0.0020
2.4 or 2.5				
	Doctor Test	Doctor negative	IP 30	
2.6	Refining Component, at the Point of manufacture			
2.6.1	1. Hydro processed component, % v/v	Report		
2.6.2	2. Severely Hydro processed component, % v/v	Report		
<b>3.</b>	<b>Volatility</b>			
3.1	Distillation - IBP °C,	-	ASTM D 86	115
	Fuel recovered 10% by volume at °C	205 Max.	-	171
	Fuel recovered 50% by volume at °C	Report	-	195
	Fuel recovered 90% by volume at °C	Report	-	195
	Final boiling point °C	300 Max.	-	254
	Residue % volume	1.5 Max.	-	1.0
	Loss % volume	1.5 Max.	-	1.0
3.2	Flash point °C	38 min	IP 170	42
3.3	Density @ 15 °C kg/m3	Min 775.0 Max. 840.0	IP 365/ASTM D 4052	799
<b>4.</b>	<b>Fluidity</b>			
4.1	Freezing point, °C	Minus 47 Max.	IP 16/ASTM D 2386	Minus 52
4.2	Kin. Viscosity at minus 20°C, mm <sup>2</sup> /s.	8.00 Max	IP 71/ASTM D 445	4.10
<b>5.</b>	<b>Combustion</b>			
5.1	Smoke point mm or	25 Min	ASTM D 1322/IP 57	24
	Smoke point	19 Min	ASTM D 1322/IP 57	
	And Naphthalene, % vol.	3 Max.	ASTM 1840	2.3
5.2	Specific Energy MJ/kg, Min	42.8	Annex C	43.27
<b>6.</b>	<b>Corrosion</b>			
6.1	Cu strip for 2hours @100 °C	Not worse than No.1	ASTM D 130	No.1
<b>7.</b>	<b>Thermal Stability, JFTOT</b>			
7.1	Thermal Stability, JFTOT		IP 16/ASTM D 2386	
	Test Temperature, °C	Min 260		
7.2	Tube rating, visual	Less than 3 (no peacock) or abnormal colour		Zero, no peacock

**PRODUCT SPECIFICATION FOR DIESEL FUEL EN590 10PPM**

PRODUCT: DIESEL OIL EN 590 10 PPM      SIGLA: GO-2010      N°C.A.S.: 88334-30-5				
COMPONENT	METHOD OF ANALYSIS	UNIT	RESULT	
			Min.	Max
Aspect Color	Visual Inspection ASTM D 1500		Clear 2,0	
Density @ 15°C	EN ISO 3675:98 /EN ISO 12185:96/ C1:2001	Kg/m³	820,0	845,0
Flash Point	EN ISO 2719:2002	°C	55 <sub>m</sub>	
Distillation: covered @ 150 °C covered @ 250 °C covered @ 350 °C covered at 95%	EN ISO 3405:2000	% vol % vol % vol °C	85,0 <sub>m</sub>	2,0 65,0 <sub>m</sub> 360,0
C.F.P.P. (summer) <sub>m</sub> C.F.P.P. (winter) <sub>m</sub>	EN 116:1997	°C °C	50,0	-2 -12
CLOUD Point (summer) CLOUD Point (winter)	EN 23015: 1994	°C °C	REPORT 0	
Cetane number Cetane index	EN ISO 5165:1998 EN ISO 4264:1996	n° Index	51,0 46,0	
Viscosity @ 40 °C	EN ISO 3104:1996	mm²/s	2,00	4,500
Water content Total contamination	EN ISO 12937: 2000 EN ISO 12662:2002	mg/kg mg/kg		200 15
Sulfur content	EN ISO 20884:2004	mg/kg		10,0
Copper strip corrosion (3 hr. at 50 °C)	EN ISO 2160: 1998	Indices		1- Class
Carbon residue (on 10% distillation residue)	EN ISO 10370: 1995	% Weight		0,15
Total acidity Ash content Lubricity, correct wear scar Oxidation stability	ASTM D 974:2002 EN ISO 6245:2002 EN ISO 12156-1:2000 EN ISO 12205:1996	mgKOH/g % Weight um g/m³	20	0,3 0,01 460
Electrical conductivity <sub>m</sub>	IP 274; ASTM 2624; ISO 297	pS/m	50	
Polycyclic aromatic hydrocarbons	EN 12916:2001	% m/m		11,0 <sub>m</sub>
Biodiesel content <sub>m</sub>	EN 14078:2003	% vol	4,5	7,5

**PRODUCT SPECIFICATION FOR DIESEL FUEL D6**

Method Units	Test	Result	Unit
ASTM D5002	Density and Relative Density of Crude Oils Average API Gravity	29.7 (29.7) (Min)	API
ASTM D1298-99	Density @15 Deg C	0.87 (0.8775) (Max)	Kg/t
ASTM D97	Pour Point of Petroleum Products Pour Point Pour Point	< -33 (-36) (BELOW ZERO) < -27.4 (-32.8) (BELOW ZERO)	°C °F
ASTM D93-IP34	Pensky-Martens Closed Cup Flash Point Corrected Flash Point	117 (137) (MIN)	°F
ASTM D4294	Sulfur Content in Petroleum Products by EDXRF Sulfur Content	0.38 (0.358) (MAX)	Wt%
ASTM D445	Kinematic/Dynamic Viscosity Kinematic Viscosity @ 122°F / 50°C	17.83 (18.12) (MAX)	Mm2/s
ASTM D6304	Water Content by Coulometric Karl Fisher Titration Water Content	0.20 (0.7) (MAX)	Wt%
ASTM D482	Ash from Petroleum Products Average Ash	0.279 (1.007) (MAX)	Wt%
ASTM D2161	Conversion of Kinematic Viscosity To SUS/SFS 1Saybolt furoi viscosity 122°F	10.9SFS	(MAX)
ASTM D5184	Aluminum and Silicon in Fuel Oils by ICP-AES or AAS Aluminum Content Silicon Content	102 (MAX) 93 (MAX)	Mg/kg Mg/kg
ASTM D95	Water by Distillation, Vol%	0.70 (MAX)	Vol%
ASTM D4530.06	Carbon Residue	1.11 (MAX)	Wt%
<b>Method Test Result Units</b>			
IP 143 Asphaltene Heptane Insolubles			
	Asphaltene Content	0.08	Wt%
IP 501 Determination of AL,Si,V,Ni,Fe,Na,Ca,Zn,P in Fuel Oil-ICPES			
	Aluminium	372	mg/kg
	Silicon	187	mg/kg
	Sodium	117	mg/kg
	Vanadium	1	mg/kg
	Calcium	779	mg/kg
	Zinc	298	mg/kg
	Phosphorus	4176	mg/kg
	Iron	545	mg/kg