

Fuel Purchase Procedures Review

Introduction: Today, we'll break down the process of selling jet fuel, EN590, or other fuels. We'll cover the key steps from qualification to delivery. These procedures are structured around the Sellers I work with how have the ability to move and sell product from all over the World.

This guide is designed for those new to the fuel business, ensuring you understand each phase clearly.



Step 1: Compliance Review

1. **Information Collection:** Gather buyer details and tank information.
2. **Initial Review:** Conduct a compliance review to ensure all requirements are met.

Step 2: Meeting of the Minds

1. **Coordination Call:** Arrange a call with the buyer and refinery manager to align on expectations and details.
2. **Agreement:** Ensure all parties are on the same page before proceeding.

Step 3: ICPO Acceptance and Order Placement

1. **Issue ICPO:** Once agreed, issue the Irrevocable Corporate Purchase Order (ICPO).
2. **Order Submission:** Submit the order through the compliance desk.

Step 4: Refinery Assignment

1. **Refinery Allocation:** The trade desk assigns one of five joint venture refineries.
2. **Tank GPS:** The refinery provides GPS coordinates of the tank where the fuel is stored.

Step 5: Documentation and Verification

1. **Receive CI:** The Commercial Invoice (CI) is issued, confirming fuel allocation.
2. **ATV Issuance:** The Acceptance Testing and Verification (ATV) document is issued, including details like passport and supply commitment.
3. **Endorsement:** Verify and endorse the Delivery Tank Authorization (DTA).

Step 6: Fresh SGS and Dip Scheduling

1. **SGS Certification:** The refinery issues a fresh SGS certificate.
2. **Dip Scheduling:** Schedule the dip test and share results with all parties.

Step 7: Quality Confirmation and Injection

1. **Quality Check:** After all parties sign off on quality, inject the fuel into the buyer's tank.
2. **Payment:** The buyer pays via MT-103, and the contract is finalized.

Step 8: Continuous Lifting

1. **Regular Lifts:** For continuous supply, schedule and execute regular lifts based on contract terms.

Additional Notes:

- **Swap System:** Refineries use a swap system for quick fuel allocation from domestic sources.
- **Qualification:** Ensure all qualifications and compliance documents are in order before proceeding.
- **Partnerships:** Work with trusted partners and manage relationships effectively to ensure smooth operations.

Conclusion: Understanding these steps will help you navigate the fuel business efficiently. From initial compliance to final delivery, each phase is crucial for a successful transaction. Thank you for your attention. Contact Muhammad Bey at :Muhamambey@gmx.com or : +1-215-868-9932 to discuss a deal.