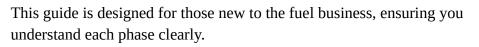
Fuel Purchase Procedures Review

**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.





### **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 :<u>Muhamamdbey@gmx.com</u> or : +1-215-868-9932 to discuss a deal.