



TO: End Buyer, Buyer Mandate

Our Ref: fgmc/56864-A2418

**We hereby issue this Offer with given terms and conditions as stated in this offer to confirm our readiness to execute a Sales and Purchase Agreement with end buyer, with the ability to supply the following commodity according to the terms and conditions as below.**

Product: Ultra-Low Sulphur Diesel ENS90 (10PPM)  
Origin : Polish or east European  
Intercoms : TTT THROUGH VOPAK  
Quantity: 100,000 Metric Tons (MT) trial  
Monthly: 200,000 MT x 12 months  
Price: Gross USD \$ 585 / \$575 Net  
Commission: Seller side \$5 / Buyer side \$5  
Terms of Trade: Tank-to-Tank (TTT)  
Payment Terms MT103/ TT wire transfer  
Delivery Vopak-to-Vopak Rotterdam, Fujairah, Sharja and Houston  
Inspection SGS or equivalent..

### **Procedure as below..**

#### **FOB TRANSACTION PROCEDURES VOPAK TO VOPAK**

1. Buyer Sends CIS, ICPO and letter of Authorization of their purchasing product to Seller for verification and Processing
2. The seller submits buyer files to Vopak Terminal Manager.
3. Vopak Terminal Manager send Vopak Agreement to buyer through the seller. Buyer within 48 hours sign and return the Vopak Agreement through the seller.
4. Buyer finalizes the Vopak Terminal Protocols cost through the supplier with the Vopak Terminal Manager, and obtain the following and submit the same to the seller as listed below. Vopak Barcode, Vopak Registration information, and Vopak Reference Code

Format of Authorization Form to accompany the information. LETTER OF AUTHORIZATION:  
We, (Buyer Name), with registered Office, at (Address). represented by Mr. (Signatory person), with Passport number XXXXXXXX. Owner of Barcode code at Royal Vopak Rotterdam, with contract reference number XXXXXXXX

NB: Immediately buyer complete the above process and receives Vopak Reference through Vopak

Botlek Europort Terminal Manager, buyer will have access to communicate directly to Vopak Manager with the help of the Reference code assigned.

5. The seller, sends CI for Buyers endorsement. Buyer signs the CI and return back within 24 hours of receiving alongside side with Sign Letter of Authorization.

6. The seller gives Buyer Full POP documents along with fresh SGS (less than 48 hours' one-time official confirmation mail from SGS official).

- Fresh SGS Report or Saybolt (Not later than 24 =72 hours)
- Tank Storage Receipt (TSR) with GPS Coordinates of where the Tanks/Vessel are located.
- Injection Report Agreement
- Authorization to Sell
- Authorization to verify the product in the tank (ATV)
- Country Certificate of Origin
- Approved Dip Test Authorization (DTA)
- Availability of Product,
- Commitment to Supply

7. After verification of full POP by buyer, injection begins.

8. Upon completing the Injection, the seller transfers title to buyer.

9. Buyer makes full payment after via MT103, the seller pay commission to the intermediaries.

Note: This offer is subject to submit the VOPAK account information along with the Required Documentation. Prices are subject to change and negotiation due to market price uncertainties.

## **Specification**

PARAMETER	UNITS	LIMITS	TEST METHOD
Aspect Color		Clear 2.0	ASTM D1500
Cetane Number	n°	51.0min	EN ISO 5165:1998
Cetane Index	Index	48.0 min	EN ISO 4264:1996
Density at 15°C	Kg/m	820 min to 840 max	EN ISO 3675 EN ISO 12185:96 CI:2001
Polycyclic Aromatic Hydrocarbons	% (m / m)	8.0 max	EN 12916:2001
Sulfur Content	mg/kg	10.0 max	EN ISO 20884:2004
Flash Point	°C	55	EN ISO 2719:2002
Carbon Residue (on 10% Dist. Residue)	% (weight)	0.15 max	EN ISO 10370:1995
Ash Content	Mg KOH/g	0.03 max	EN ISO 6245:2002
Water Content	mg/kg	200 max	EN ISO 12937:2000 ASRM 2709
Total Contamination	mg/kg	15 max	EN ISO 12662:2002 ASRM 2709
Copper Strip Corrosion (3 hours at 50°C )	mg/kg	Class 1	EN ISO 2160:1998
Oxidation Stability	g / m	20 min	EN ISO 12205:1996
Lubricity WSD at 60°C	m	+60 max	EN IS 12156-1:2000
Viscosity at 40°C	mm/sec	2.00 min to 4.5 max	EN ISO 3104:1996
Distillation			EN ISO 3405:2000
Vol. Recovered at:			
150°C	% (V/V)	2.0 max	
250°C	% (V/V)	65,0 max	
350°C	% (V/V)	85,0 min	
95% Point	°C	360,0 max	
Fatty Acid Methyl Esters (FAME) content	% (V/V)	5 max	EN 14078
Total Acid Methyl	Mg KOH/ g	0,3 max	ASTM D974
Electrical Conductivity	Ps / m	50 min	ASTM 2624; ISO 6297
Biodiesel Content		0	EN 14078:2003
C.F.P.P. (Summer)	°C	0	EN 116:1997 ASTM 6371 IP 300
C.F.P.P. (Winter)	°C	-12	EN 116:1997 ASTM 6371 IP 300
Cloud Point (Summer)	°C	report	EN 23015:1994 ASTM 2400 ASTM 2771
Cloud Point (Winter)	°C	0	EN 23015:1994 ASTM 2400 ASTM 2771

Pls feel free to contact us for further discussion

Sincerely

Fugo Materials