

January 12<sup>th</sup>, 2021

## **SOFT CORPORATE OFFER**

*This purchase order is valid for two (2) calendar days, from date above, or on a first come first serve.*

**Reference:** Colombian #6 Fuel Oil;

Dear Sir,

We, SD GLOBAL COMMODITIES, LLC, with responsibility and authority in conjunction with our partners under the penalty of perjury, hereby confirm readiness, willingness and ability to sell in accordance to the following terms and conditions.

Sale & Purchase will be conducted based on international procedures.

**PRODUCTS:** Fuel oil No. 6 1.9% Max Sulfur.

**ORIGIN:** Colombia (spot vessel currently at Colon, Panama).

**GRADE & QUALITY:** Export Standard. "Attachment A" – USA Standard Quantity: 1,723,939.74 gallons first lift.

**MONTHLY CONTRACT:** Up to 12 million gallons every 2 weeks – Quantity to be Agreed.

**PRICE:** USD Platt minus \$0.01 (1) U.S. Cents per US Gallons net cargo port: Colon, Panama City - First Lift. For the contract can be FOB Panama or Houston port.

**COMMISSIONS:** Seller agrees to pay, inclusive in the pricing from you on out \$0.01 USD (1 cent) commission per gallon.

**DELIVERY MODE:** Vessel validity of the offers: 48 hours.

**PAYMENT TERMS:** T/T, MT103.

**CONTRACT:** To be agreed (for 52 Weeks, Roll over Contract).

**PLATTS:** USGC Platt code PUAAI00.



**TERMS and PROCEDURES:**

1. Seller issues Soft Corporate Offer for buyer acknowledgement and acceptance of price and terms of sale.
2. After Acceptance of SCO, buyer issues ICPO to seller, seller then issues electronic signed Pro-forma Invoice for Buyer’s counter signature in agreement to terms and transaction procedures.
3. After buyer electronically signs and reverts to Seller in acceptance of Invoice terms and conditions, Seller Issues the following POP documents:
  - a. Full Quality and Quantity Reports (SAYBOLT)
  - b. Authority to Sell & Collect (ATSC) and Authority to Verify (ATV)
  - c. Bill Of Lading from Carrier Entity
  - d. Cargo Manifest from Master Of Vessel
  - e. Q88 Of the vessel
  - f. Representative Agent Information of Vessel owner in Colombia and/or Panama.
  - g. Certificate of Origin
4. After buyer satisfactory verifies all POP documents and Q&Q reports, Buyer conducts Dip Test at their own expense within 48 hours. Buyer then issues the Final Q&Q report to the seller for final invoice.
5. Buyer issues payment for the full amount as represented on final commercial invoice, By MT103 within 8 hours and notifies seller with bank transfer document.
6. Seller issues Endorsed Bill of Lading to buyer and buyer provides their own vessel (TTT) or takes over the vessel (TTO) for further freight cost for deviation to final destination port. Seller issues Title of ownership for the cargo.

**ATTACHMENT “A”**

**COLOMBIAN FUEL OIL NO. 6 1.9% Max Sulfur Guaranteed Specification**

<u>NAME</u>	<u>METHOD</u>	<u>UNIT</u>	<u>SPECS RESULT</u>
API Gravity at 60 °F	ASTM D 1298	°API	14.7
Density at 15 °C	ASTM D 1298	kg/m <sup>3</sup>	967.3
Flash Point (PM) - Procedure B	ASTM D93	°C	132.0
Ash Content	ASTM D 482	mass %	0.060
Pour Point	ASTM D 97	°C	-18
Total Sulfur Content	ASTM D 4294	mass %	1.89
Kinematic Viscosity at 50 °C	ASTM D 445	mm <sup>2</sup> /s	92.52



Water by Distillation	ASTM D 95	vol %	0.45
Accelerated Total Sediment by Hot Filtration - Procedure B	IP 390	mass %	0.04
Micro Carbon Residue	ASTM D 4530	mass %	8.21
Vanadium (V) - Procedure B	ASTM D 5863	mg/kg	125
Aluminum (Al) - Method B	ASTM D 5184	mg/kg	62
Silicon (Si) - Method B	ASTM D 5184	mg/kg	65
Calcium (Ca)	IP 470	mg/kg	<3
Zinc (Zn)	IP 470	mg/kg	1
Phosphorus (P)	IP 500	mg/kg	0.5
Sodium (Na) - Procedure B	ASTM D 5863	mg/kg	20
Total Acid Number - Procedure A	ASTM D 664	mg KOH/g	<0.100

