



GENERAL TERMS AND CONDITIONS

FOR FOB SALES OF

PETROLEUM

PRODUCTS/FEEDSTOCKS

AND

LIQUEFIED PETROLEUM GAS

TOTAL-PROD-FOB
2007 edition

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These General Terms and Conditions may be referred to as TOTAL-PROD-FOB.

SECTION I - DEFINITIONS

In the Agreement (as hereinafter defined), the following terms shall have, unless the context otherwise requires, the following meanings:

- **Affiliate** : Any company or other legal entity directly or indirectly controlling or controlled by a party to the Agreement or controlled directly or indirectly by any company or other legal entity having direct or indirect control over that party.
- **AFRA** : The Average Freight Rate Assessment or, if applicable, the Average Single Voyage Rate Assessment, as both published by the London Tanker Brokers' Panel Limited; the applicable rate shall be the rate published at the beginning of the month in which the Vessel loads, irrespective of the reference period mentioned in the publication.
- **Agreement** : The Special Terms and Conditions and the General Terms and Conditions together and any agreed amendment(s) thereto, the Special Terms and Conditions being that part of the Agreement other than the General Terms and Conditions, comprising the oral and written communications evidencing an agreement between Seller and Buyer to an FOB or, as applicable, Ex Tank, Into Tank, In Tank or Free into Pipeline contract of sale; and the General Terms and Conditions being these General Terms and Conditions for FOB Sales of Product, reference TOTAL-PROD-FOB, as supplemented and amended: for deliveries on barges within the European Union, by the provisions set out in Appendix 3; for LPG deliveries, by the provisions set out in Appendix 4; and, for Ex Tank, Into Tank, In Tank or FIP deliveries, by the provisions set out in Appendix 5.
- **Barrel** : US Barrel of FORTY-TWO (42) United States standard gallons.
- **FIP** : Free into pipeline.
- **FOB** : As ascribed thereto in Incoterms 2000 (as amended from time to time), except as modified by the Agreement. If there is any inconsistency or conflict between said Incoterms and the Agreement, the Agreement shall prevail.
- **Loading Terminal** : The loading port or ports and/or the delivery facilities at which the Product is loaded or is to be loaded.
- **Loading Terminal Operator** : Any legal entity which at the time of loading is the operator of the delivery facilities at which the Product is loaded or is to be loaded.
- **L.O.I.** : Letter of Indemnity.
- **LPG** : Liquefied Petroleum Gas, which shall be Propane and/or Butane.
- **N.O.R.** : Notice of Readiness.
- **Product** : Such petroleum product(s) and/or feedstock(s) and/or manufactured condensate and/or LPG as more particularly described in the Special Terms and Conditions and sold or nominated to be sold under the Agreement.
- **Seller's Supplier** : Any legal entity supplying or expected by Seller to supply to Seller directly or indirectly the Product or services necessary to deliver the Product to Buyer.
- **Shipment** : Any specific quantity of Product delivered or to be delivered under the Agreement as one full or part cargo lot.

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- **SOLAS** : The International Convention for the Safety of Life at Sea 1974 (as amended).
- **Ton** : Metric ton or tonne. ONE THOUSAND (1,000) kilograms.
- **Vessel** : A tankship or barge or other vessel which is adapted for the carriage of Product.
- **Vessel Presentation Range** : The day or range of days (or part thereof) as specified for delivery in the Special Terms and Conditions or established in accordance with the procedures set out, or referred to, in the Special Terms and Conditions or if not so specified or established, as notified by Seller to Buyer.
- **Working Day** : A day other than a Saturday or Sunday or a bank holiday in London.
- **Worldscale** : The New Worldwide Tanker Nominal Freight Scale as current on the day of commencement of loading the Vessel in question at the Loading Terminal.

SECTION II - DELIVERY TERMS AND PASSING OF RISK AND PROPERTY

- II.1** The Product shall be delivered to Buyer in bulk FOB at the Loading Terminal, onto Vessel(s) to be provided by Buyer.

Notwithstanding any right of Seller to retain the shipping documents until payment, risk and property in the Product and all liabilities with respect thereto shall pass to Buyer when the Product passes the flange connection between the delivery hose and the permanent hose connection of the Vessel at the Loading Terminal.

- II.2** Notwithstanding anything elsewhere in the Agreement to the contrary, if Buyer fails to take delivery of any quantity of Product made available for delivery, such undelivered quantity shall, at Seller's option, cease to be deliverable to Buyer under the Agreement and, in such event, the undelivered quantity shall be deducted from the total quantity of Product to be delivered under the Agreement, without prejudice to any other rights or remedies which Seller may have against Buyer. In such case, Seller shall dispose freely of, and may sell or otherwise dispose of, such undelivered quantity of Product at its sole and absolute discretion. The provisions of this sub-section II.2 shall apply whether Buyer is to receive one, or more than one, Shipment hereunder.

- II.3** If, under the Agreement, Buyer is to receive more than one Shipment, then, unless otherwise provided for in the Agreement:

- (a) each Shipment shall constitute a separate contract; and
- (b) such Shipments shall be evenly spread.

- II.4** No stipulation as to time of delivery, whether specified in the Special Terms and Conditions or determined or established in accordance with the procedures set out, or referred to, in the Special Terms and Conditions, shall form part of the description of the Product deliverable hereunder and any obligation to effect or complete shipment by such time is excluded.

Unless otherwise specifically agreed, any delivery of Product will be in one full or part cargo lot.

- II.5** Without limiting any other provisions of the Agreement, any loss of, or damage to, the Product occurring before, during or after the loading operations, which is caused by the Vessel, the Vessel's Owner, or Buyer or any of their respective contractors, agents or employees, shall be for the account of Buyer.

Any claim made against Seller by Seller's Supplier or by the Loading Terminal Operator in respect of damage to any property of Seller's Supplier or any facilities at the Loading Terminal which are caused by the Vessel, the Vessel's Owner, or Buyer or their respective contractors, agents or employees shall be borne by Buyer.

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- II.6** Should the Loading Terminal Operator or Seller's Supplier notify Seller of any change in the scheduled lifting program as originally notified to Seller, which change would result in a change in the Vessel Presentation Range and/or cargo size in respect of any Shipment, then Seller shall promptly pass on such information to Buyer and the contractual cargo size/Vessel Presentation Range shall be deemed amended accordingly.

SECTION III - QUALITY

THERE ARE NO REPRESENTATIONS, DUTIES (WHETHER IN NEGLIGENCE OR OTHERWISE), CONDITIONS, GUARANTEES, WARRANTIES OR TERMS, EXPRESS OR IMPLIED, WHETHER IMPLIED BY STATUTE OR OTHERWISE, AS TO THE DESCRIPTION OR SATISFACTORY QUALITY, FITNESS OR SUITABILITY OF THE PRODUCT FOR ANY PURPOSE WHATSOEVER, OR OTHERWISE RELATING TO THE QUALITY OF THE PRODUCT, WHICH EXTEND BEYOND THE DESCRIPTION OF THE PRODUCT APPEARING IN THE AGREEMENT.

SECTION IV - INVOICING AND PAYMENT

- IV.1** The price of the Product and the due date for payment shall be as specified in the Special Terms and Conditions.

Payment of the full amount of Seller's invoice shall be made without any discount, deduction, withholding, abatement, set-off or counterclaim in United States Dollars (unless otherwise specified in the Special Terms and Conditions) by wire transfer of immediately available funds ("same day funds") on or before the due date (subject to sub-sections IV.3 and IV.6) to the bank and account designated by Seller, against presentation to Buyer by means of courier, facsimile transmission and/or electronic messaging system, of an invoice and either the original bills of lading and other contractual documents or a letter of indemnity, as provided for in Section X.

- IV.2** Unless otherwise agreed the payment of any other costs, expenses or charges which arise under the terms of the Agreement shall be made against presentation of Seller's invoice and shall be for immediate settlement by Buyer on or by the date advised thereon.

Buyer's obligation to pay shall survive the term of the Agreement and shall not be deemed fulfilled for so long as the price of the Product and any other costs, expenses and charges have not been credited in full into Seller's bank account.

- IV.3** When the due date falls on a Saturday or on a weekday, other than a Monday, which is not a banking day in New York or at such other place as may be designated by Seller for payment, then any such payment shall be made on the nearest preceding banking day. When the due date falls on a Sunday or a Monday which is not a banking day in New York or at such other place so designated, then any such payment shall be made on the next following banking day.

- IV.4** Any delay in effecting any payment by the due date shall entitle Seller to receive payment of interest for each day of delay calculated as per the USD rate for ONE (1) month of BRITISH BANKERS ASSOCIATION LIBOR RATES ("BBALR") as published on the due date (subject to sub-section IV.3) on Reuters page "LIBOR01" and/or on www.bba.org.uk/public/libor (or successor thereto), plus TWO (2) percentage points per annum, such interest being in no circumstances to be construed as an agreement by Seller to provide extended credit, and is in addition to any other rights of Seller arising out of such delay.

In addition to any other rights of Seller, all expenses incurred by Seller, including but not limited to, reasonable legal fees, court costs and collection agency fees, caused by delayed payment or non-payment by Buyer of the full amount of Seller's invoice for each Shipment shall be for the account of Buyer and payable upon demand with supporting documentation.

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- IV.5** Where the pricing information available to Seller does not allow for the preparation of a final invoice, Seller may issue a provisional invoice, against which Buyer shall make payment. The provisional price shall, unless otherwise agreed between the parties, be based upon the pricing information available to Seller at the time it issues such provisional invoice. Payment of any balance due by either party shall be made immediately upon receipt of Seller's final invoice, which shall be prepared as soon as practicable after all the relevant information becomes available to Seller.
- IV.6** If payment by means of provision of an irrevocable documentary letter of credit is not already provided for in the Special Terms and Conditions, Seller shall be entitled at any time before the due date to demand payment to be effected by means of provision of an irrevocable letter of credit or by payment in advance notwithstanding the method of payment as described in the Special Terms and Conditions. Nothing in this sub-section IV.6 shall relieve Buyer of its obligation to pay the total price of each Shipment as and when due under the Agreement.
- IV.7** When, under the Agreement, or as a consequence of the provisions of sub-section IV.6, payment is to be made by means of an irrevocable letter of credit (referred to herein as "**L/C**"), the following provisions shall apply unless otherwise specified in the Special Terms and Conditions:
- (a) the L/C shall be issued or confirmed by a bank and in a format both of which must be acceptable to Seller, not later than TEN (10) calendar days prior to the first day of the Vessel Presentation Range, or on such other date and at such time as Seller may in writing require;
 - (b) all fees, commissions, costs and expenses incurred with respect to such payment or L/C shall be borne by Buyer;
 - (c) the L/C shall cover the mean value of the Shipment at the contract price (including, if applicable, any Value Added Tax and/or excise duty) plus TEN (10) per cent and shall at all times be valid for shipment THREE (3) days before and SEVEN (7) days after the Vessel Presentation Range;
 - (d) if for any reason the loading will not take place within the period for such loading referred to in the L/C, Buyer shall either obtain an extension of such period or provide a new L/C in terms acceptable to Seller;
 - (e) no term of the L/C (nor any agreed amendment thereto) shall amend, alter, add to, or in any way affect the terms of the Agreement (or any of them) unless Seller and Buyer expressly agree in writing to amend the Agreement accordingly.
- IV.8** It is a condition of the Agreement that Buyer complies with its payment obligations under the Agreement (including any obligation to provide security or a payment undertaking in the form specified by Seller as well as any and all obligations under this Section IV) within the time prescribed by Seller and/or by the Agreement. Any failure either in whole or in part by Buyer to comply with any such obligation shall be a breach of condition.
- On the occurrence of such breach and for so long as such breach is continuing:
- (a) if the Product has been delivered on board Buyer's Vessel, then, at Seller's option exercisable at any time by written notice of Seller to Buyer, title, but not risk, in the Product shall revert to and/or remain with Seller and Buyer undertakes at its own cost to order the discharge of the Vessel exclusively to a party notified to Buyer by Seller; and
 - (b) in all cases, Seller may at any time by notice to Buyer, without prejudice to any other legal remedies Seller may have and without any liability whatsoever for any cost, loss or damage (including liabilities to third parties) incurred by Buyer, forthwith:
 - (i) cancel delivery of all or any Shipments; or
 - (ii) without prejudice to any other rights of Seller, withhold delivery of Product under the Agreement and/or release of shipping documents or letter of indemnity.

Seller may exercise the rights set out above whether or not nominations have been made or accepted and, if Seller exercises any such right, Seller shall be entitled to dispose freely of any resulting quantity of Product and Buyer shall be liable for, and indemnify Seller and/or Seller's Supplier for, any costs, losses and damages incurred by Seller and/or Seller's Supplier as a result of Buyer's breach, including but not limited to, any demurrage payable by Seller and/or Seller's Supplier in respect of the Vessel or other vessels waiting at the Loading Terminal.

SECTION V - DESTINATION

V.1 Buyer undertakes, and it is a condition of the Agreement, that the Product shall not:

- (a) be shipped directly or indirectly through, or
- (b) be disposed of, directly or indirectly and irrespective of means, by way of resale, exchange, loan or other arrangement for the supply of the Product to any buyer and/or receiver in,

any country which is subject to a prohibition by the governmental authorities of the country in which the Product has been produced or loaded.

If Buyer is, or is likely to be, prevented by any law, policy, demand or request to which Buyer is subject or any governmental policy, demand or request by which Buyer is bound, from complying with the above, Seller and Buyer shall meet and discuss the implications for Buyer and Seller and, pending resolution of any difficulty which such event causes or is likely to cause, Seller may at its discretion suspend in whole or in part supplies hereunder.

At any time, Seller may require Buyer to provide any relevant documents for the purpose of verifying the final destination of the Product, and Buyer undertakes to provide such documents upon request.

V.2 Buyer undertakes that the Product deliverable hereunder shall not:

- (a) be exported to any Restricted Jurisdiction (as defined below); or
- (b) be sold or supplied to any natural or legal person in any Restricted Jurisdiction; or
- (c) be sold or supplied to any natural or legal person or entity for the purpose of any commercial activity carried out in or from any such Restricted Jurisdiction.

For the purposes of this sub-section V.2, "**Restricted Jurisdiction**" shall mean any country, state, territory or region against which there are sanctions imposed by the United Nations or any other sanctions specified in the Special Terms and Conditions which prohibit the export of Product thereto.

V.3 Should Buyer be in breach of any provisions of this Section V, Seller may at any time thereafter immediately terminate the Agreement, without being liable for any indemnity to Buyer.

Moreover, Buyer agrees to hold Seller harmless from, and indemnify Seller for, any losses, costs, damages, fines and/or penalties incurred by Seller resulting from any such breach.

SECTION VI - VESSEL

VI.1 Unless otherwise specified in the Special Terms and Conditions, for each Vessel, Buyer shall notify Seller in writing no later than TEN (10) days prior to the first day of the Vessel Presentation Range (or such earlier date as may be prescribed in the procedure in force at the Loading Terminal) of the following (the "**Loading Information**"):

- (a) the expected date of Vessel's arrival at the Loading Terminal;
- (b) the quantity and grade of the Product to be loaded and details of the cargo on board or to be co-loaded if the Vessel is to load a part cargo;

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- (c) the loading temperature of the Vessel's cargo tanks;
- (d) the Vessel's name and pertinent characteristics in compliance with sub-section VI.3 below; when notifying under this sub-section VI.1, Buyer may mention "TBN" in place of the Vessel's name; in such a case, unless otherwise agreed, the Vessel's name and pertinent characteristics shall be given by Buyer to Seller no later than:
 - (i) the date specified in the Special Terms and Conditions; or
 - (ii) FIVE (5) days prior to the first day of the Vessel Presentation Range (or such earlier date as may be prescribed in the procedure in force at the Loading Terminal) ;
 whichever is the earlier;
- (e) the port(s) of discharge and country(ies) of destination;
- (f) the instructions needed by Seller to issue documents in accordance with regulations, including any export regulations in force, including but not limited to, an Accompanying Administrative Document ("AAD") where relevant; and
- (g) the charter party demurrage rate of the performing Vessel, unless the Loading Information mentions "TBN", in which case such rate shall be notified to Seller upon Buyer making the Vessel's nomination.

If Buyer fails to notify the Loading Information in compliance with the notice period as specified above, Seller shall use reasonable efforts to obtain acceptance of such late notification (and of Vessel's nomination referred to in sub-section VI.3 below) by the Loading Terminal or Seller's Supplier. Notwithstanding the above, Buyer shall be liable for all costs resulting from any delays in loading the Product under the Agreement due to failure by Buyer to supply the Loading Information in a timely manner, and any such delays shall not count as used laytime, or if the Vessel is on demurrage, as demurrage.

VI.2 Buyer may, or if necessary to perform its obligations hereunder must, nominate as a substitute for the Vessel previously nominated and/or agreed, another Vessel whose size and capacity are equivalent to those of the Vessel originally nominated or agreed.

The loading quantity and the Vessel Presentation Range in respect of the Vessel originally nominated or agreed shall apply to the substitute Vessel.

VI.3 Each Vessel which is to load Product under the Agreement (including, for the avoidance of doubt, any substituted Vessel) shall be nominated in writing by Buyer to Seller (the "**Vessel's Nomination**"), such nomination to include the Vessel's name and pertinent characteristics, including but not limited to, the Vessel's flag, date built, length overall, beam, draught and summer deadweight. Each Vessel's Nomination shall be subject to Seller's acceptance. Unless otherwise specified in the Special Terms and Conditions, Seller shall notify Buyer no later than TWO (2) Working Days after receipt of the Vessel's Nomination whether Seller accepts or refuses such nomination; Seller's acceptance not to be unreasonably withheld. In case of rejection, Buyer shall promptly nominate to Seller an alternative Vessel for Seller's prompt acceptance or rejection. The acceptance of the Vessel's Nomination shall not entail acceptance of the demurrage rate indicated by Buyer and shall be without prejudice to the provisions of sub-sections VI.4 and VI.5.

Notwithstanding any prior acceptance of the Vessel, Seller shall have the right to reject the Vessel (i) if the Loading Terminal rejects the Vessel; or (ii) on any reasonable ground if the Vessel is involved in any incident or more recent information regarding the Vessel becomes available to Seller at any time after such prior acceptance.

If required, Buyer shall promptly answer or cause the Vessel's owner to answer any questionnaire for the nominated Vessel as submitted by Seller. If any response as provided by, or on behalf of, Buyer proves to be incorrect, Seller shall be entitled at any time to reject forthwith a previously accepted Vessel and Buyer shall indemnify Seller and/or Seller's Supplier against any losses and costs incurred by Seller and/or Seller's Supplier so arising from such rejection, including but not limited to, any demurrage payable in respect of other Vessels waiting at the Loading Terminal.

- VI.4** Buyer confirms that (for each Vessel nominated to load a Shipment) it is familiar with the latest vessel size limitations/restrictions, including but not limited to, deadweight, draught, beam, overall length and any other vessel limitations/restrictions in force at the Loading Terminal at the time of delivery, and Buyer is solely responsible to ensure that the Vessel will not exceed, or otherwise fail to comply with, such limitations/restrictions.
- VI.5** All applicable governmental, local and port authority regulations, Seller's, Seller's Supplier's and/or Loading Terminal Operator's regulations, procedures and any other requirement of any nature whatsoever in force at the Loading Terminal at the time of delivery shall apply to Buyer's Vessel (including for determining at what time and date any N.O.R. tendered by the Master or his representative is effective).
- VI.6** For each Vessel specified in, or nominated under, the Agreement:
- (a) Buyer warrants that the Vessel is owned or demise chartered (throughout the entire period of the voyage to and from the Loading Terminal and up to discharge of the Product at the discharge port(s)) by a member of the International Tanker Owners Pollution Federation Limited (ITOPF).
 - (b) Buyer shall exercise reasonable efforts to ensure that:
 - (i) the Vessel carries on board a valid certificate of insurance as described in the International Convention on Civil Liability for Oil Pollution Damage (CLC), 1969 or, if in force, the 1992 Protocol thereto, as amended;
 - (ii) the Vessel is entered in and shall remain throughout the entire period of the voyage to and from the Loading Terminal and up to discharge of the Product at the discharge port(s), in a P and I Club which is a member of the International Group of P and I Clubs;
 - (iii) the Vessel has in place (throughout the entire period of the voyage to and from the Loading Terminal and up to discharge of the Product at the discharge port(s)) insurance cover for oil pollution in an amount of no less than the highest standard oil pollution cover available under the rules of the International Group of P and I Clubs; and
 - (iv) the Vessel shall comply with the requirements of the International Safety Management ("ISM") Code and has on board a valid ISM Code Safety Management Certificate for the Vessel and a copy of the Vessel Manager's Document of Compliance as required by the ISM Code and SOLAS.
 - (c) Buyer shall procure that:
 - (i) the Vessel shall comply with the requirements of the International Code for the Security of Ships and of Port Facilities and the relevant amendments to chapter XI of SOLAS ("**ISPS Code**") and shall have on board a valid International Ship Security Certificate as well as any other required valid certificates and documents, issued pursuant to the ISPS Code ; and
 - (ii) the Vessel shall when required submit a Declaration of Security to the appropriate authorities prior to arrival at the Loading Terminal.

VI.7 Notwithstanding any prior acceptance of the Vessel by Seller and notwithstanding anything to the contrary express or implied in this Section VI or in Sections VII and VIII, if at any time the Vessel fails to comply with any of the requirements set out in sub-sections VI.5 and VI.6 above, then: (i) Seller or Seller's Supplier may at any time refuse to berth or load or continue to load the Vessel and all time lost or spent as a result thereof shall not count as used laytime, or if the Vessel is on demurrage, as demurrage; (ii) Buyer shall be deemed not to have complied with sub-section VII.2 below; and (iii) Buyer shall be obliged to substitute the Vessel with a Vessel whose size and capacity are equivalent to those of the Vessel originally nominated and complying with such requirements. Any resulting delay or expenses shall be for Buyer's account (including but not limited to, any time lost or demurrage incurred in respect of Buyer's Vessel and any demurrage incurred by Seller or Seller's Supplier in respect of other Vessels waiting at the Loading Terminal).

VI.8 Seller shall procure that the Loading Terminal shall comply with the requirements of the ISPS Code.

Any costs or expenses in respect of the Vessel including demurrage or any additional charge, fee or duty levied on the Vessel at the Loading Terminal and actually incurred by Buyer resulting directly from the failure of the Loading Terminal to comply with the ISPS Code shall be for the account of Seller, including but not limited to, the time required or costs incurred by the Vessel in taking any action or any special or additional security measures required by the ISPS Code.

Save where the Vessel has failed to comply with the requirements of the ISPS Code, Seller shall be responsible for any demurrage actually incurred by Buyer arising from delay to the Vessel at the Loading Terminal resulting directly from the Vessel being required by the Loading Terminal Operator, the port authority or any relevant authority to take any action or any special or additional security measures or undergo additional inspections by virtue of the Vessel's previous ports of call.

Seller's liability to Buyer under the Agreement for any costs, losses or expenses incurred by the Vessel, the charterers or the Vessel owners resulting from the failure of the Loading Terminal to comply with the ISPS Code shall be limited to the payment of demurrage and costs actually incurred by Buyer in accordance with the provisions of this sub-section VI.8.

VI.9 If the date of the Agreement is later than any of the dates for notification specified in the Special Terms and Conditions or this Section VI, then both parties shall make best efforts to complete within ONE (1) Working Day of the date of the Agreement all procedures which would have preceded the date of the Agreement aforesaid.

SECTION VII - ARRIVAL AND LOADING OF VESSEL AT THE LOADING TERMINAL

VII.1 Buyer shall cause the Loading Terminal Operator (with a copy to Seller) to be advised of the estimated date and time of arrival ("ETA") of the Vessel at the Loading Terminal at least SEVENTY-TWO (72), FORTY-EIGHT (48), and TWENTY-FOUR (24) hours before arrival, or as otherwise required by the rules and regulations applicable at the Loading Terminal.

Failure to give each or any one of the above ETAs shall increase the laytime allowed to Seller under the Agreement by the number of hours by which the actual notice is less than the required notice, but the total increase in laytime shall not exceed TWENTY-FOUR (24) hours.

VII.2 Buyer shall ensure that the Vessel shall, within the Vessel Presentation Range and within any time limit prescribed in the regulations, procedures and requirements referred to in sub-section VI.5 above: (i) arrive at the Loading Terminal, complete formalities and in all respects be ready to load the Shipment and (ii) tender an effective N.O.R.

VII.3 Subject to compliance by Buyer and its nominated Vessel with all requirements (including but not limited to characteristics, dimensions and draught) of the Loading Terminal at the time in question, the loading berth indicated by Seller or its representative shall enable that Vessel to proceed thereto, lie thereat, load the Product and depart therefrom, always safely afloat.

Seller may require the Vessel to shift berth, in which case the costs of shifting berth shall be for the account of Seller and the shifting time shall be counted as used laytime or as demurrage if the Vessel is on demurrage. Otherwise, any shifting costs and/or time shall be for the account of Buyer.

VII.4 All taxes, duties, imposts, fees, charges (including, without limitation, pilotage, mooring and towage expenses) and dues (including, without limitation, quay dues) in respect of the Vessel incurred at the Loading Terminal shall be for the account of Buyer.

Buyer shall likewise assume and be responsible for payment of any taxes, duties, imposts, fees, charges and dues of every description imposed or levied by any governmental, local or port authority on, or applicable, attributable or related to, the Product or its export, delivery, transportation, ownership, sale or use, in respect of any stage after the risk in such Product has passed to Buyer and the amount of the same shall be for the account of Buyer.

VII.5 Subject to Buyer complying with the provisions of sub-section VII.2 above, Seller, having regard to the regulations, procedures and requirements referred to in sub-section VI.5 above and the time when Buyer complied with the provisions of sub-sections VII.1 and VII.2 above, shall commence loading as soon as reasonably practicable, even if this means that loading is effected or completed outside the Vessel Presentation Range or outside any other period specified in the Special Terms & Conditions.

VII.6 Notwithstanding anything elsewhere in the Agreement to the contrary and in addition to any other rights of Seller, in the event of:

- (a) any breach by Buyer of the obligations set out in sub-section VII.2 above ; or
- (b) any withdrawal of a Vessel already scheduled and accepted; or
- (c) Seller's availability of the Product being lost or curtailed due to any breach of Buyer's contractual obligations;

then Seller shall be indemnified by Buyer for all costs, losses, damages and/or expenses (including those to be paid by Seller to Seller's Supplier and Loading Terminal Operator) incurred by Seller and/or Seller's Supplier as a result thereof and Seller shall be under no obligation to supply any undelivered quantity of Product. Upon Seller's option, the undelivered quantity of Product shall be deducted from the total quantity of Product deliverable under the Agreement.

SECTION VIII - LAYTIME AND DEMURRAGE

VIII.1 Seller shall be allowed as laytime at each Loading Terminal THIRTY-SIX (36) running hours Sundays, holidays and nights included, unless loading on Sundays, holidays or during the night is prohibited by the laws, regulations or procedures in force at the Loading Terminal.

Allowed laytime shall be increased:

- (a) in accordance with the provisions of sub-section VII.1; and
- (b) by an additional FOUR (4) hours for each additional grade of Product loaded by Seller on the Vessel at the same berth, subject to other conditions in force at the Loading Terminal.

VIII.2 Subject to the regulations, procedures and requirements referred to in sub-section VI.5 above and strict compliance by Buyer and Vessel with all provisions of the Agreement, laytime shall start running:

- (a) If the N.O.R. is tendered within the Vessel Presentation Range:
 - (i) SIX (6) hours after N.O.R. is tendered; or
 - (ii) upon commencement of loading, if loading has commenced before the expiration of the SIX (6) hour period.

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- (b) If the N.O.R. is tendered before the beginning of the Vessel Presentation Range:
- (i) at 6:00 a.m. local time on the first day of the Vessel Presentation Range; or
 - (ii) upon commencement of loading;
- whichever occurs first.

Without prejudice to any other rights of Seller under the Agreement, if the N.O.R. is tendered or is effective (by application of the regulations, procedures and requirements referred to in sub-section VI.5 above) after the last day of the Vessel Presentation Range, then Seller shall be under no obligation to supply the Product which would have been loaded on Buyer's Vessel unless Seller specifically agrees to do so, in which case laytime shall begin upon commencement of loading.

VIII.3 Laytime or time on demurrage shall end on disconnection of loading hoses after completion of loading.

The Vessel shall vacate her loading berth as soon as loading hoses have been disconnected after completion of loading. In the event of failure to do so, Buyer shall pay Seller for any resultant demurrage, losses, damages, costs and/or expenses which Seller may incur including, without limitation, any demurrage as may be incurred by Seller or Seller's Supplier due to resulting delay to other Vessels awaiting their turn to load.

VIII.4 Any time spent and/or lost due to any of the following events shall not count as used laytime or, if on demurrage, as demurrage:

- (a) the inward passage to the loading berth;
- (b) any delay in the Vessel reaching or clearing her berth which is caused by reasons beyond Seller's control;
- (c) awaiting tide, tugboats, pilot or daylight;
- (d) delay caused by the Vessel, including without limitation, delay due to the inability of the Vessel to load the Shipment within the time allowed;
- (e) Buyer, owner, charterer or Master of the Vessel or any government, local or port authorities at the Loading Terminal prohibiting loading at any time;
- (f) delay on account of weather or sea conditions or strike;
- (g) discharging of ballast or slops or bunkering if not carried out concurrently with loading operations;
- (h) awaiting customs, immigration clearance, pratique or other local administrative requirements;
- (i) cleaning, inerting or inspecting the Vessel's cargo tanks, pumps or pipelines;
- (j) delay due to the priority given to another Vessel loading at the Loading Terminal for local market requirements.

VIII.5 Seller shall pay to Buyer demurrage per running hour and prorata for a part thereof for all time used in excess of the allowed laytime as provided for in the Agreement.

Unless a demurrage rate is specified in the Special Terms and Conditions, the applicable demurrage rate shall be determined as follows:

- (a) Where the Shipment actually loaded on board the Vessel constitutes a full cargo for the loading Vessel, demurrage shall be calculated at the lesser of:
 - (i) the demurrage rate per day provided for in the charter party entered into for the loading Vessel; or
 - (ii) the demurrage rate per day, as published in Worldscale and corrected by AFRA, which applies for a Vessel of the same type, size and capacity.

The demurrage rate referred to in the above paragraph (ii) of this sub-section VIII.5(a) shall be used when the Vessel is owned, demise chartered or time chartered by Buyer.

- (b) Where the Shipment actually loaded on board the Vessel does not constitute a full cargo for the loading Vessel, demurrage shall be calculated at the lesser of:
 - (i) the demurrage rate per day provided for in the charter party entered into for the loading Vessel; or
 - (ii) the demurrage rate per day, as published in Worldscale and corrected by AFRA, which applies for a Vessel of the same type with a size and capacity equivalent to a summer deadweight equal to the weight of the Shipment plus FIVE (5) per cent.

The demurrage rate referred to in the above paragraph (ii) of this sub-section VIII.5(b) shall be used when the Vessel is owned, demise chartered or time chartered by Buyer.

If the Shipment is co-loaded with product being delivered to Buyer by another supplier at the same berth or berths, Seller shall only be liable for that proportion of the demurrage equal to the ratio of the volume delivered by Seller to the total volume loaded onto the Vessel at the concerned berth(s).

- VIII.6** (a) The right of Buyer to demurrage in accordance with the provisions of the Agreement shall constitute Buyer's sole remedy in respect of any failure of Seller to provide a berth, as provided for under the Agreement, and/or complete the loading within the allowed laytime, and Seller shall not be liable for any other direct or indirect costs, damages and/or losses whatsoever.

Notwithstanding any other provision of this Section VIII, time shall not count as used laytime, or if the Vessel is on demurrage, as demurrage, in the following events:

- (i) if Seller is prevented from, or delayed in delivering all or part of the Product by any reason as provided for in Section XII;
 - (ii) if delay in loading is occasioned by Buyer's failure to timely comply with the provisions of Section IV and all other requirements regarding payment under the Agreement;
 - (iii) if Seller has the right or option under any other provisions of the Agreement not to load or to cease or suspend loading the Vessel.
- (b) Any demurrage claim must be notified to Seller in writing within FORTY-FIVE (45) days (or such shorter period as specified in the Special Terms and Conditions) from the date of the bill of lading, with full supporting documentation (including, but not exclusively, invoice and time computation, N.O.R., Vessel's port log, statement of facts, evidence of nomination and charter party rate), together with any other documentation that Seller may reasonably require. Any such documentation not then available shall be provided to Seller within NINETY (90) days (or such shorter period as specified in the Special Terms and Conditions) from the bill of lading date. Should Buyer fail to give such notice or provide such documentation within the above respective time limits, then Buyer's claim shall be deemed to have been waived and any liability of Seller for demurrage shall be extinguished.
 - (c) Buyer shall not be entitled to recover demurrage from Seller except to the extent that Seller is able to recover, and does recover, such demurrage from Seller's Supplier, and Seller shall not be obligated to pay any amount in excess thereof. Seller shall use reasonable endeavours to recover demurrage from Seller's Supplier for which Buyer has presented a claim in accordance with the Agreement.
 - (d) In no event shall Seller pay any amount in respect of demurrage in excess of that amount actually paid by Buyer in respect of the Vessel's voyage and which relates to the Product delivered by Seller.

SECTION IX - QUANTITY AND QUALITY DETERMINATION

- IX.1** The quantity and quality of the Product delivered under the Agreement shall be determined for each Shipment in accordance with the standard practice in use at the Loading Terminal at the time of loading save if otherwise provided for specifically in the Special Terms and Conditions.
- IX.2** The quantity of Product determined pursuant to sub-section IX.1 above (or, where applicable, the Special Terms and Conditions) shall be inserted in the certificate of quantity and bill of lading for the cargo as per the standard practice in use at the Loading Terminal at the time of loading and that quantity shall be used to calculate Seller's invoice.
- IX.3** Where the Special Terms and Conditions provide for the appointment of an independent inspector at the Loading Terminal, the quantity and/or the quality of the Product as ascertained or witnessed by such independent inspector shall, except in case of fraud or manifest error, be final and binding on both parties. Unless otherwise provided for in the Special Terms and Conditions, the cost of services of the inspector shall be borne equally by both parties.
- IX.4** In no event shall Seller be liable (i) for the first ZERO point FIVE (0.5) per cent short delivery of the invoice quantity and/or (ii) for any claim regarding the quantity and/or quality of any Shipment, unless such claim has been submitted by Buyer to Seller in writing, with full details of the specific facts on which the claim is based and supporting documentation, within SIXTY (60) days of the date of the relevant bill of lading or such lesser number of days as imposed by Seller's Supplier.

Should Buyer fail to submit such claim or provide such details and/or any supporting documentation within the above time limit, then such claim shall be deemed to have been waived and any liability on the part of Seller shall be extinguished.

Whenever Buyer is entitled to recover quantity and/or quality costs, losses or damages from Seller, Buyer shall only be entitled to recover such costs, losses or damages from Seller to the extent that Seller is able to recover, and does recover, such costs, losses or damages from Seller's Supplier, and Seller shall not be obliged to pay any amount to Buyer in excess thereof. Seller shall however use reasonable endeavours to recover from Seller's Supplier such costs, losses or damages for which Buyer has presented a claim in accordance herewith.

SECTION X - DOCUMENTS

Seller shall deliver to Buyer original bills of lading and certificates of quantity, quality, origin as well as any relevant tax document(s) and an invoice, which may be by means of courier, facsimile transmission and/or electronic messaging system. In the event that the original bills of lading or other contractual shipping documents are not delivered to Buyer on or before the due date for payment, Buyer undertakes to pay Seller upon presentation, by means of courier, facsimile transmission or electronic messaging system, of an invoice and of Seller's letter of indemnity ("L.O.I.") substantially in the form set out in Appendix 1.

SECTION XI - VALUE ADDED TAX AND EXCISE DUTY, EU DOCUMENTATION

XI.1 Value Added Tax

- (a) Where Value Added Tax or similar tax ("VAT") becomes payable under the rules applicable at the Loading Terminal, Seller shall issue an invoice setting out such VAT and the date for its payment. Payment of such VAT shall be made by Buyer to Seller in addition to the contractual price of the Product. Seller's invoice can be presented either in the invoicing currency of the Product, converted at the exchange rate prevailing on the date of the tax point under the relevant tax rules or, in Seller's option, in the local currency of the country in which said VAT is payable. Any invoiced VAT amount shall be paid by Buyer to Seller's designated account in full on the date specified by Seller without any discount, deduction, withholding, abatement, set-off or counterclaim.

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- (b) The provisions of this sub-section XI.1(b) shall apply where the Loading Terminal is located within the European Union (EU).
- (i) Where the rules applicable at the Loading Terminal allow it, the sale of the relevant Product may be zero rated provided that:
1. if the destination of the Product is within the EU,
 - 1.1 Buyer provides to Seller, prior to commencement of loading/transfer, evidence satisfactory to VAT authorities at the Loading Terminal that Buyer is entitled to zero rating for the Product, including but not limited to a written declaration stating:
 - 1.1.1 a valid VAT registration number of Buyer in an EU member state other than the EU member state in which the Loading Terminal is located; and
 - 1.1.2 that an Intra Community Acquisition of the Product will be reported in the country of destination; and
 - 1.1.3 that the Product delivered under the Agreement will be transported from the Loading Terminal to the country of destination by the transporter on behalf of Buyer, or the nominated delivery has already been on-sold to a third party to whom the Product must be supplied in another EU member state and that accordingly, the obligation to transport the Product to another EU member state has been transferred to such third party (as applicable); and
 - 1.2 Buyer provides to Seller, upon demand, evidence satisfactory to the relevant authorities in the EU member states in which the Loading Terminal and discharge port are located that the transportation arrangements for the Product qualify for zero rating; and
 - 1.3 Buyer provides to Seller, within THIRTY (30) days of loading the Shipment, satisfactory evidence to the relevant authorities of the EU member state in which the Loading Terminal is located (“**Loadport Authorities**”) that the Product has been received by Buyer, or some other party acting on Buyer’s behalf, within another EU member state, or such other evidence as is satisfactory to the Loadport Authorities to allow zero rating of the sale of the Product;
- or
2. if the destination of the Product is outside the EU, Buyer provides to Seller, within THIRTY (30) days of loading the Shipment, satisfactory evidence to the Loadport Authorities that the Product has been received by Buyer, or some other person on Buyer’s behalf, at a destination outside the EU.
- (ii) Where Seller has issued a ZERO (0) rated invoice in respect of the Product, if Buyer fails to comply with the above provisions, Seller shall be entitled to issue a further invoice for the amount of any VAT payable together with interest either in the invoicing currency of the Product, converted at the exchange rate prevailing on the date of the tax point under the relevant tax rules or, in Seller’s option, in the local currency of the country in which said VAT is payable. Such further invoice shall be paid by Buyer to Seller’s designated account in full within TWO (2) banking days of presentation of such invoice, without any discount, deduction, withholding, abatement, set-off or counterclaim. For the purposes of the above, “banking day” shall mean a banking day in the country where Seller’s designated account is located.

- (c) Buyer shall indemnify Seller in respect of any costs or penalties incurred by Seller as a result of Buyer's failure to pay any VAT in accordance with the Agreement.
- (d) If Seller is subsequently able to obtain a credit or repayment from the authorities for any such VAT which has been paid by Buyer, Seller shall within FIVE (5) Working Days reimburse Buyer with the net amount so credited or repaid less any costs, penalties and interest, and Seller shall use all reasonable efforts to obtain such credit or repayment, it being understood that any costs incurred by Seller in doing so shall be borne by Buyer.

XI.2 Excise duty

Buyer shall indemnify Seller and hold Seller harmless from any and all liability in respect of excise duty or similar tax incurred by Seller, Seller's Supplier or the owner of the bonded premises from which the Product is dispatched, including any interest, penalties or costs arising on such excise duty or similar tax, where the Product is delivered from any bonded premises in the EU, unless, before the FIFTEENTH (15th) day of the month following the month of dispatch of the Product from bonded premises:

- (a) Buyer provides to Seller a properly completed Copy 3 of the AAD together with proof of discharge of the Product; or
- (b) Buyer provides to Seller satisfactory evidence to the EU member state where the Product was taken out of bonded premises, that the Product was delivered to a non EU member state; or
- (c) Buyer provides to Seller satisfactory evidence to the EU member state from which the Product was taken out from bonded premises without an AAD, that the Product was delivered into bonded premises within the EU in circumstances where such delivery allows for suspension of the excise duty or similar tax.

XI.3 Notwithstanding the above, Buyer shall indemnify Seller and hold Seller harmless from any and all liability for any excise duty or similar tax claimed by a relevant EU member state in respect of discrepancies between the loaded and discharged quantities.

Where VAT and/or excise duty is payable, Seller reserves the right to request, and Buyer undertakes to immediately issue upon such a request, a letter of guarantee from a bank acceptable to Seller to cover the full estimated amount of such VAT and/or excise duty, such letter of guarantee to be in a format acceptable to Seller.

Any delay in effecting any payment by the due date under this Section XI shall entitle Seller to receive payment of interest for each day of delay calculated as per the invoiced currency rate for ONE (1) month of BBALR (or successor thereto or equivalent published rate for the currency concerned), plus TWO (2) percentage points per annum. Such interest shall in no circumstances be construed as an agreement by Seller to provide extended credit, and is in addition to any other rights of Seller arising out of Buyer's delay in effecting payment.

XI.4 EU Documentation

Where the Loading Terminal is located outside the European Union (EU) and the Special Terms and Conditions provide that the Product shall be EU qualified, or where the Loading Terminal is located inside the EU and the Loading Information provides that the discharge port(s) are located inside the EU, the provisions of Appendix 2 shall apply.

SECTION XII - EXCEPTIONS - FORCE MAJEURE

XII.1 Neither party shall be deemed in breach of the Agreement as a result of, or be liable to the other for, any failure, omission or delay in its performance in whole or in part of any of the terms or conditions of the Agreement (except in relation to obligations to make payments or provide security for payment under the Agreement) if such failure, omission or delay arises or results from any cause reasonably beyond, or to be treated as reasonably beyond, the control of that party (any such event being hereinafter referred to as "**Force Majeure**").

XII.2 For the purposes of this Section XII, and without limitation to the generality of sub-section XII.1, a cause shall be treated as being reasonably beyond the control of Seller if it arises or results from, or in connection with:

- (a) compliance, voluntary or involuntary, with a direction or request of any international, national, port, transportation, local government or other authority or person purporting to act with such authority; or
- (b) any natural calamity, earthquake, storm, flood, fire, explosion or other Act of God; or
- (c) any war, hostilities declared or undeclared, embargo, blockade, riots, terrorism, civil unrest and any consequence thereof; or
- (d) any strike, lockout, stoppage, restraint of work or other labour difficulty from whatever cause arising, even in the event that the same could be settled by acceding to the demands of a labour group; or
- (e) any curtailment of, hindrance to, interference with, or delay to the availability, delivery or transportation of:
 - (i) the Product or the grade of petroleum product deliverable under the Agreement; or
 - (ii) any crude oil or petroleum product, whether or not of the grade to be delivered under the Agreement, if this results in insufficient petroleum product being available to Seller on a regular and reliable basis to enable it, or renders it clearly uneconomic for Seller, to supply its Affiliates with both their reasonable and notified requirements for petroleum product and to supply fully its other purchasers of petroleum product; or
 - (iii) any petroleum product, whether or not of the grade to be delivered under the Agreement, as a result of Seller's actions based on, or arising in connection with, compliance with a request to, or requirement of, a relevant government, made by, or through, the International Energy Agency;

from any one or part of Seller's sources or its anticipated sources of supply in whatever country situated (whether or not such source is a source or anticipated source for the purposes of the Agreement or such country is referred to in the Agreement).

For the purposes of this sub-section XII.2, the availability to Seller on the spot market of any quantity of crude oil or petroleum product, whether or not of the grade deliverable under the Agreement, shall not be taken into account in determining whether or not a Force Majeure event has occurred.

XII.3 If any Force Majeure event occurs, then at any time thereafter and for so long as the effect of that event continues, Seller shall be entitled to withhold, suspend, reduce or cancel delivery hereunder to such extent as Seller shall in its absolute discretion determine. For the avoidance of doubt, in a Force Majeure event, Seller has absolute discretion to determine which of the demands for crude oil or petroleum product on Seller, including from its Affiliates, it meets first, and the extent to which it meets each such demand.

In such event, Seller shall not be bound to acquire by purchase or otherwise additional quantities of petroleum product from any sources or anticipated sources of supply or other suppliers to satisfy Buyer's requirements hereunder. However, should Seller purchase or otherwise acquire additional petroleum product, Seller shall not be required to allocate any to Buyer.

- XII.4** Prompt written notice of any event of Force Majeure and, so far as possible, of its extent and anticipated duration shall be given by the party so affected. That party shall also give prompt written notice when the effects of the Force Majeure event come to an end.
- XII.5** If any failure, omission or delay in performance of the Agreement under this Section XII continues for more than THIRTY (30) consecutive days after the day the notice of Force Majeure has been sent, then either party shall be entitled after said duration to cancel delivery of the Shipment(s) affected by the event of Force Majeure by written notice to the other party, without any liability on either side save that such cancellation shall be without prejudice to any other accrued rights and (if applicable) to other deliveries under the Agreement. Performance under the Agreement shall resume to the extent made possible by the end of the effects of the Force Majeure event pursuant to this Section XII.
- XII.6** Where, under the Agreement, Buyer is to receive more than one Shipment:
- (a) no withholding, suspension, delay, reduction or cancellation of delivery shall operate to extend the duration of the Agreement; and
 - (b) any quantities of Product deliverable under the Agreement that would, but for any reduction or cancellation pursuant to this Section XII, have been delivered during the period of the Agreement shall cease to be deliverable by Seller.

SECTION XIII - TERMINATION

- XIII.1** Notwithstanding anything elsewhere in the Agreement to the contrary, Seller (without prejudice to any other rights or remedies available to Seller) shall have the right, without being liable for any indemnity to Buyer, to suspend deliveries under the Agreement or to terminate the Agreement immediately upon written notice to Buyer in the event that:
- (a) Buyer does not perform any material provision of the Agreement, including but not limited to:
 - (i) the failure by Buyer to pay any amounts owing in full when due or the breach by Buyer of any of its obligations under Section IV; and
 - (ii) the failure by Buyer to take receipt, during a period or at an agreed date, of any quantity of Product as provided for in the Agreement; or
 - (b) Buyer or any Affiliate of Buyer is generally not paying its debts as they become due, files or consents by answer or otherwise to the filing against it of any petition or case seeking relief under any bankruptcy, liquidation, insolvency or similar law (collectively "**Insolvency Laws**"), becomes bankrupt or insolvent, has any petition or proceedings under Insolvency Laws commenced against it which are not dismissed within THIRTY (30) days after the commencement thereof, makes a general assignment for the benefit of its creditors, applies for, or consents to, the appointment of a custodian, receiver, trustee, conservator or other officer(s) with similar powers over it or over any substantial part of its property; or
 - (c) Buyer is merged with or becomes the subsidiary of a third party other than its existing parent company or ultimate parent company (if any) or Buyer sells, leases or otherwise disposes of all or any substantial portion of its assets, or there is a change of control of Buyer (it being understood that the term "change of control" means, for the purposes of this sub-section XIII.1, the acquisition (in aggregate) by any individual or entity of beneficial ownership of TEN (10) per cent or more of the outstanding voting shares of Buyer (or the equivalent thereof if Buyer is a non-corporate entity)).

Buyer shall immediately provide written notice to Seller of the occurrence or expected occurrence of any of such events as per sub-section XIII.1(b) and (c). If Seller exercises its right to terminate the Agreement, Buyer shall immediately pay Seller any and all amounts (whether or not then due) owing under the Agreement.

XIII.2 If any event described in sub-section XIII.1(a), (b) or (c) occurs in respect of Buyer, then notwithstanding any other provision of the Agreement to the contrary, including any provision of Section XIV below, Seller shall be free to assign to any third party any and all of Seller's rights under the Agreement, whether present or future, actual or contingent, including, without limitation:

- (a) any and all rights to require the due and punctual observance, discharge and performance by Buyer of all its obligations and liabilities under the Agreement;
- (b) all rights to moneys received or receivable by Seller from Buyer under the Agreement, whether as a payment, compensation, damages or an indemnity;
- (c) the right to claim for any sums payable or which become payable under the Agreement.

XIII.3 Notwithstanding anything elsewhere in the Agreement or in any other agreement to the contrary, if any event described in sub-section XIII.1(a), (b) or (c) above occurs in respect of Buyer, then Seller shall have the right, exercisable in its sole discretion and at any time, to set off any or all amounts which Buyer owes to Seller (whether under the Agreement or otherwise and whether or not then due) against any or all amounts which Seller or any Affiliate of Seller owes to Buyer (whether under the Agreement or otherwise and whether or not then due), provided that any amount not then due which is included in such set-off shall be discounted to present value as at the time of set-off (to take account of the period between the date of set-off and the date on which such amount would have otherwise been due). For this purpose, any amounts may be converted by Seller into the currency in which the other is denominated at the rate of exchange at which Seller would be able, acting in a reasonable manner and in good faith, to purchase the relevant amount of such currency. If an obligation is unascertained, Seller may, in good faith, estimate that obligation and set off in respect of the estimate, subject to the relevant party accounting to the other when the obligation is ascertained.

Seller's rights under this sub-section XIII.3 are in addition to, and not in limitation or exclusion of, any other rights which Seller may have (whether by agreement, operation of law, in equity or otherwise).

Nothing in this sub-section XIII.3 shall be effective to create a charge or other security interest.

SECTION XIV - ASSIGNMENT

Neither party shall assign its rights and obligations under the Agreement, in whole or in part, without the prior written consent of the other party provided, however, that Seller shall be free to assign its rights and obligations under the Agreement to any of its Affiliates.

If such written consent is given and wherever the assignment is made, the assigning party shall remain jointly and severally liable with the assignee for the full performance of its obligations under the Agreement.

SECTION XV - WAIVER

No delay or omission by either party to exercise any right or privilege herein conferred or to enforce any of the terms and conditions of the Agreement shall be construed as a waiver of any such right, privilege, terms or conditions.

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No waiver or omission by either party to require performance by the other party of any of the terms and conditions of the Agreement and no forbearance or indulgence granted or shown by either party to the other shall release, discharge or in any manner affect or prejudice the right of a party at any time to require strict and full performance by the other of any or all of the terms and conditions of the Agreement to be performed subsequent to any such waiver, omission, forbearance or indulgence.

SECTION XVI - NOTICES

XVI.1 Any notice or other communication or document in respect of the Agreement may be given in any manner set forth below (except for the N.O.R. in respect of any Vessel) to the address details provided in the Special Terms and Conditions or otherwise previously communicated by the other party and will be deemed effective as indicated below:

- (a) if in writing and delivered in person or by courier, on the date it is delivered and, if a particular department or officer is specified as part of its address details, if addressed to that department or officer;
- (b) if sent by telex or other messaging system where an answerback is provided and can be certified (including its timing) on demand by an independent third party, when the recipient's answerback is received and, if a particular department or officer is specified as part of its address details, if addressed to that department or officer;
- (c) if sent by facsimile transmission, on the date that transmission is received by the recipient in legible form (it being agreed that the burden of proving receipt will be on the sender) and, if a particular department or officer is specified as part of its address details, if addressed to that department or officer;
- (d) if sent by electronic messaging system, on the date that transmission is received by the recipient in legible form (it being agreed that the burden of proving receipt will be on the sender) at the electronic address specified by the recipient and, if a particular department or officer is specified as part of its address details, if addressed to that department or officer;
- (e) if sent by certified or registered mail (airmail, if overseas) or the equivalent (return receipt requested), on the date that mail is delivered or its delivery is attempted and, if a particular department or officer is specified as part of its address details, if addressed to that department or officer.

XVI.2 Either party, by giving not less than FIFTEEN (15) days' notice as per the provisions of this Section XVI to the other party, may from time to time change its address.

SECTION XVII – HEALTH, SAFETY AND ENVIRONMENTAL INFORMATION

Health, safety and environmental information on petroleum products issued by TOTAL Group Companies is available on www.quickfds.com (or such other website as notified by Seller from time to time). Should Buyer experience any difficulties in retrieving such information from the website, please contact Seller's usual operational contact.

It is strongly recommended that Buyer passes on to its employees, agents, contractors, customers and other persons to whom it supplies the Product delivered hereunder substantially the same information.

Nothing herein nor contained on the above website shall relieve Buyer of its duties in relation to the safe and proper evaluation, storage, use, transportation and disposal of the Product sold under the Agreement.

SECTION XVIII - APPLICABLE LAW AND JURISDICTION

XVIII.1 The Agreement (and Seller's offer) is made under, and shall be governed by, and be construed in all respects in accordance with, the laws of England but without reference to any conflict of law rules.

Moreover, the parties hereto expressly agree that the application of the "United Nations Convention on Contracts for the International Sale of Goods 1980" is hereby excluded pursuant to article 6 of the Convention.

XVIII.2 The parties expressly agree that all disputes and claims arising out of or relating to the Agreement or the alleged breach thereof shall be submitted to the exclusive jurisdiction of the High Court sitting in London and to service of process by registered mail.

However, any decision of the High Court may be enforced in the courts of any country and furthermore, neither party shall be precluded from pursuing arrest, attachment and/or other conservatory actions in the courts of any other country, or exercising any contractual rights in relation to the Vessel or the Product as provided for elsewhere in the Agreement.

XVIII.3 Each party undertakes to appoint an agent for service of process in London promptly upon request of the other party.

XVIII.4 Each party hereby warrants that it has entered into the Agreement in a commercial capacity and each party hereby warrants that it is, in all respects relevant to the Agreement, subject to civil and commercial law. Each party hereby irrevocably waives any immunity from suit, execution, attachment in respect of itself or its assets to the fullest extent permitted by law.

SECTION XIX - GENERAL

XIX.1 Buyer undertakes to comply with all applicable laws and regulations insofar as these affect the implementation of the Agreement.

However, neither Buyer nor Seller shall be required, as a result of the Agreement, to participate in, or co-operate with, any boycott, or to take any related action which would violate the provisions of any applicable law or result in penalties of any kind under such law.

Buyer represents and warrants that as of the date of the Agreement, there is no prohibition on purchasing the Product pursuant to the terms of the Agreement in the laws and regulations applicable to Buyer.

XIX.2 Buyer shall be responsible for obtaining all consents, authorisations, approvals and assurances of whatsoever nature to give effect to the provisions of the Agreement.

XIX.3 Except as expressly provided for in the Agreement, neither Seller nor Buyer shall in any event, including but not limited to, any negligent act or omission on its part, be liable in contract, tort, breach of statutory duty or otherwise, in respect of any consequential, indirect or special losses, expenses or damages of any kind, arising out of, or in any way connected with, the conclusion, the performance, the failure to perform or the termination of the Agreement. In addition, Seller shall in no circumstances be liable for more than the difference between the market price and the contract price with respect to the relevant quantity of Product, nor be liable for any loss of profit or anticipated profit, use, goodwill, business receipts, contracts or commercial opportunities, market reputation, cost of overheads thrown away or loss resulting from shut-down of any plant of Buyer or of the receiver of the Product, whether or not foreseeable.

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Without prejudice to the provisions of sub-sections VIII.6 and IX.4, any claim of Buyer shall be deemed to be waived and any liability of Seller shall be extinguished unless a claim accompanied with evidence fully supporting the claim is received by Seller within ONE (1) year after the date of the occurrence giving rise to the claim.

- XIX.4** Buyer agrees to indemnify, defend and hold Seller and its Affiliates harmless from liability for any and all demands or claims arising from injuries sustained or damages suffered following the passage of risk and property in the Product as hereinabove provided, and which may arise in connection with the transportation, use or handling of any Product or admixture thereof, whether delivery is made to Buyer, its assigns, or nominees.
- XIX.5** For the avoidance of doubt, any repetition in the Special Terms and Conditions of any section or sub-section of the General Terms and Conditions or any part of the same shall be for emphasis only and shall not, by reason of such repetition, exclude any other provision of these General Terms and Conditions.
- XIX.6** The Special Terms and Conditions and the General Terms and Conditions together form the entire agreement between the parties, and no additional terms, conditions, representations or warranties shall be incorporated in the Agreement in the absence of express written consent of each party.
- XIX.7** Where not used to identify the provisions applicable to each type of delivery (e.g. FOB, Ex Tank, etc.), the section headings are for convenience only and shall not be interpreted in any way to limit or change the subject matter of the Agreement.
- XIX.8** The General Terms and Conditions shall apply from the date of Seller's offer.
- XIX.9** Each party consents to the monitoring or recording, at any time and from time to time, by the other party of any and all communications between officers or employees of the parties, waives any further notice of such monitoring or recording, and agrees to notify its officers and employees of such monitoring or recording.
- XIX.10** Nothing in the Agreement shall be considered or construed as conferring any right or benefit on a person not a party to the Agreement and the parties do not intend that any term of the Agreement should be enforceable by virtue of the Contracts (Rights of Third Parties) Act 1999, by any person who is not a party to the Agreement.

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APPENDIX 1

Letter of Indemnity

From: (Seller)
To: (Consignee or Buyer of Shipment)

We refer to our contract dated in respect of our sale to (Buyer) of a Shipment of net US barrels/metric tons/cubic metres of (grade) shipped on board the Vessel at the port of with bills of lading dated

To date we are unable to provide you with the requisite shipping documents in relation to the said sale, which consist of:

In consideration of your making payment of the full invoiced price of USD for the Shipment at the due date for payment under the terms of the above contract without having been provided with the above documents, we hereby expressly warrant that at the time property passed under the above contract we had marketable title to such Shipment, free and clear of any lien or encumbrance, and that we had full right and authority to transfer such title to you, and that we are entitled to receive these documents from our supplier and transfer them to you.

We further agree to protect, indemnify and save you harmless from and against any and all damages, costs and expenses (including reasonable legal fees) which you may suffer or incur by reason of the original bills of lading and other documents remaining outstanding or breach of warranties given above including, but without prejudice to the generality of the foregoing, any claims and demands which may be made by a holder or transferee of the original bills of lading, or by any third party claiming an interest in or lien on the Shipment or the proceeds thereof.

This Letter of Indemnity shall be governed by and be construed in all respects in accordance with the laws of England, but without reference to any conflict of law rules. Each party expressly submits to the exclusive jurisdiction of the High Court sitting in London and to service of process by registered mail.

The validity of this Letter of Indemnity shall expire upon our presentation to you of the aforesaid shipping documents.

For and on behalf of (Seller)

Name
Title
Authorised signature

APPENDIX 2

EU Documentation

A - IMPORTS INTO THE EU FROM NON-EU MEMBER STATES

The following provisions apply where the Loading Terminal or, where the Product has been declared under the External Community Transit Procedure (T1) or similar procedure in the EU member state where the Loading Terminal is located, the country of origin of the Product, is located outside the European Union (EU) and the Special Terms and Conditions provide that the Product shall be EU qualified.

- A1** - If the Loading Terminal (or, if applicable, the country of origin of the Product) is located in a country with which the EU has a Preferential Agreement whereby the Product enjoys a Generalised Tariff Preference, Seller shall provide to Buyer the relevant original qualifying document (e.g. GSP Form A, EUR 1) allowing Buyer to benefit from such Tariff Preference.
- A2** - Buyer shall be responsible for providing such original qualifying document to the relevant local customs authorities, at disport.
- A3** - If Seller is unable to provide the relevant original qualifying document and in consequence Buyer is compelled by the relevant customs authorities to make payment of the corresponding duty, Seller shall reimburse such duty to Buyer against supporting documents, but as soon as the relevant qualifying document is subsequently delivered to Buyer, Buyer shall exercise all reasonable efforts to have it accepted by the relevant customs authorities, whereupon Buyer shall promptly pay to Seller the amount previously paid by Seller in respect of the duty.

B - MOVEMENTS BETWEEN EU MEMBER STATES

The following provisions apply where the Loading Terminal is located inside the EU (except where the Product has been declared under the External Community Transit Procedure (T1) or similar procedure in the EU member state where the Loading Terminal is located) and the Loading Information provides that the discharge port(s) are located inside the EU.

- B1** - Seller shall provide to Buyer the relevant original document (e.g. an INF3 or an AAD) showing that the Product is EU qualified and therefore in free circulation within the EU and import duty is therefore not payable with respect to such Product.
- B2** - Buyer shall be responsible for providing such original qualifying document to the relevant local customs authorities, at disport.
- B3** - If Seller is unable to provide the relevant original qualifying document and in consequence Buyer is compelled by the relevant customs authorities to make payment of the corresponding duty, Seller shall reimburse such duty to Buyer against supporting documents, but as soon as the relevant qualifying document is subsequently delivered to Buyer, Buyer shall exercise all reasonable efforts to have it accepted by the relevant customs authorities, whereupon Buyer shall promptly pay to Seller the amount previously paid by Seller in respect of the duty.

C – PRODUCT IN TRANSIT UNDER THE EXTERNAL COMMUNITY TRANSIT PROCEDURE (T1)

The following provisions apply where the Loading Terminal is located in an EU member state where the Product has been declared under the External Community Transit Procedure (T1) or similar procedure and the Loading Information provides that the discharge port(s) are located inside the EU.

- C1** - Seller shall provide to Buyer an original copy of the transit declaration (T1).
- C2** - Buyer shall be responsible for providing such original declaration to the relevant local customs authorities, at disport.

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C3 - Buyer shall ensure that a copy of the transit declaration, receipt of which is officially acknowledged, is timely returned by the customs authorities in the member state where the discharge port is located to the customs authorities in the country of the Loading Terminal in a form acceptable to the latter, failing which Buyer shall indemnify Seller and hold Seller harmless from any and all liability in respect of any customs duty, excise duty, VAT or other tax or duty incurred by Seller, Seller's Supplier or the owner of the premises from which the Product is dispatched, including any interest, penalties or costs arising on such duties or taxes.

APPENDIX 3

Supplement in respect of Deliveries on Barges within the European Union

Where the Agreement is to sell and deliver Product on FOB terms on board a barge or barges within the European Union, the provisions of the General Terms and Conditions shall apply, subject to the additions and amendments set out below.

All references to Vessel or Vessels shall mean any seagoing or inland barge or barges (each a "**Barge**") and all references to "**Vessel Presentation Range**" shall mean the day (or part thereof) for the presentation of the Barge for loading at the Loading Terminal, as specified in the Special Terms and Conditions. All references to tendering or receiving N.O.R shall mean making or receiving the Barge Master's announcement of the Barge's arrival at the Loading Terminal when the Barge is at the customary waiting area at the Loading Terminal. All references to "**Local Working Day**" shall mean a day other than a Saturday or Sunday or a public holiday in the jurisdiction of the Loading Terminal.

A - INVOICING AND PAYMENT

Sub-section IV.1 shall be replaced by the wording set out below such that it reads as follows:

“IV.1 The price of the Product and the due date for payment shall be as specified in the Special Terms and Conditions.

Payment of the full amount of Seller's invoice shall be made without any discount, deduction, withholding, abatement, set-off or counterclaim in United States Dollars (unless otherwise specified in the Special Terms and Conditions) by wire transfer of immediately available funds ("same day funds") on or before the due date (subject to sub-sections IV.3 and IV.6) to the bank and account designated by Seller, against presentation to Buyer by means of courier, facsimile transmission and/or electronic messaging system, of an invoice and any supporting documents specified in the Special Terms and Conditions.”

B - BARGE

Section VI shall be replaced by the wording set out below such that it reads as follows:

“SECTION VI - BARGE

VI.1 Unless otherwise agreed, for each Barge, Buyer shall notify Seller in writing at least TWO (2) clear Local Working Days (THREE (3) clear Local Working Days for an MTBE Shipment) in advance of the Vessel Presentation Range (or on such earlier date as may be prescribed in the procedure in force at the Loading Terminal) of the following (the "**Loading Information**"):

- (a) the Agreement reference number of Seller;
- (b) the expected date of Barge's arrival at the Loading Terminal;
- (c) the quantity and grade of the Product to be loaded;
- (d) the Barge's name and registration number and the name of the Barge's owner/operator; TBN nominations and/or nominations for two or more loading days will not be accepted;
- (e) the place of final destination;
- (f) Buyer's VAT number, Product receiver's name and VAT number, Custom Excise number, name of fiscal agent if applicable, and any other information needed by Seller to issue loading documents in accordance with regulations in force;

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- (g) demurrage rate of the performing Barge (which demurrage rate shall be for a Barge of the same type, with a size and capacity equivalent to a deadweight equal to the weight of the Shipment);
- (h) last cargo carried.

The full Loading Information complying with this sub-section VI.1 must be notified to Seller in writing during working hours before 3:00 p.m. local time at the Loading Terminal on Mondays, Tuesdays, Wednesdays, Thursdays and before 2:00 p.m. local time on Fridays or on the day preceding any days which are not Local Working Days. If notified after that time on the day in question, it shall be deemed to have been notified at 9:00 a.m. on the next following Local Working Day.

- VI.2** Each Barge which is to load Product under the Agreement (including, for the avoidance of doubt, any substituted Barge) shall be subject to Seller's and Loading Terminal's acceptance. Unless otherwise specified, Seller shall notify Buyer no later than one Local Working Day after receipt of Buyer's nomination whether Seller accepts or refuses such nomination; Seller's acceptance not to be unreasonably withheld. In case of rejection, Buyer shall promptly nominate to Seller an alternative Barge for Seller's prompt acceptance or rejection. The acceptance of the Barge's nomination shall not entail acceptance of the demurrage rate indicated by Buyer and shall be without prejudice to the provisions of sub-sections VI.4 and VI.5.

Notwithstanding any prior acceptance of such Barge, Seller shall have the right to reject the Barge (i) if the Loading Terminal rejects the Barge; or (ii) on any reasonable ground if such Barge is involved in any incident or more recent information regarding such Barge becomes available to Seller at any time after such prior acceptance.

- VI.3** Buyer may, or if necessary to perform its obligations hereunder must, nominate as a substitute for the Barge previously nominated another Barge whose size and capacity are equivalent to those of the Barge originally nominated.

The loading quantity and the Vessel Presentation Range in respect of the Barge originally nominated shall apply to the substitute Barge.

- VI.4** Buyer confirms that (for each Barge nominated to load a Shipment) it is familiar with the latest Barge size limitations/restrictions, including but not limited to, deadweight, draught, beam, overall length and any other Barge limitations/restrictions in force at the Loading Terminal at the time of delivery, and Buyer is solely responsible to ensure that the Barge will not exceed, or otherwise fail to comply with, such limitations/restrictions.

- VI.5** All applicable governmental, local and port authority regulations, Seller's, Seller's Supplier's and/or Loading Terminal Operator's regulations, procedures and any other requirement of any nature whatsoever in force at the Loading Terminal at the time of delivery shall apply to Buyer's Barge (including for determining at what time and date the Barge Master's announcement of the Barge's arrival at the Loading Terminal is effective for the purposes of the Agreement).

- VI.6** For each Barge specified in, or nominated under, the Agreement, Buyer shall exercise reasonable efforts to ensure that the Barge:

- (a) is entered in and shall remain (throughout the entire period of the voyage to and from the Loading Terminal and up to discharge of the Product) in a P and I Club which is a member of the International Group of P and I Clubs;
- (b) has in place (throughout the entire period of the voyage to and from the Loading Terminal and up to discharge of the Product) insurance cover for oil pollution in an amount of no less than the highest standard oil pollution cover available under the rules of the International Group of P and I Clubs; and
- (c) shall have (where applicable) a valid ADNR (European Agreement Concerning the International Carriage of Dangerous Goods by Inland Waterways – River Rhine) original certificate of approval on board and has in place security procedures on board in compliance with ADNR

article 1.10 and shall be equipped with an operational overflow protection system complying with ADNR regulations.

- VI.7** Notwithstanding any prior acceptance of the Barge by Seller and notwithstanding anything to the contrary express or implied in this Section VI or in Sections VII and VIII, if at any time the Barge fails to comply with any of the requirements set out in sub-sections VI.5 and VI.6 above, Seller or Seller's Supplier or Loading Terminal Operator may at any time refuse to berth or load or continue to load the Barge and all time lost or spent as a result thereof shall not count as used laytime, or if the Barge is on demurrage, as demurrage, and Buyer shall be obliged to substitute the Barge with a Barge whose size and capacity are equivalent to those of the Barge originally nominated and complying with such requirements. Any resulting delay or expenses shall be for Buyer's account (including but not limited to, any time lost or demurrage incurred in respect of Buyer's Barge and any demurrage incurred by Seller or Seller's Supplier in respect of other Barges waiting at the Loading Terminal)."

C - ARRIVAL AND LOADING OF BARGE AT THE LOADING TERMINAL

Sub-section VII.5 shall be completed with the addition of a new paragraph as follows:

"Buyer acknowledges and agrees that loading is to be made on a first to arrive, first loaded basis and that in consequence all Barges arriving prior to Buyer's Barge for loading at the Loading Terminal in the same Vessel Presentation Range shall be loaded prior to Buyer's Barge."

D - LAYTIME AND DEMURRAGE

Section VIII shall be replaced by the wording set out below such that it reads as follows:

"SECTION VIII - LAYTIME AND DEMURRAGE

- VIII.1** (a) Unless otherwise specified in the Special Terms and Conditions, allowed laytime shall be as per the Tankschiff-Transportbedingungen Terms and Conditions (latest edition) or its successor ("**TTB Rules**"). Allowed laytime under separate contracts but in respect of the same voyage of the same Barge shall be taken separately or cumulated and not considered concurrently.
- (b) Notwithstanding the TTB Rules, subject to the regulations, procedures and requirements referred to in sub-section VI.5 above and strict compliance by Buyer and Barge with all provisions of the Agreement, laytime shall start running:
- (i) if the Barge arrives at the Loading Terminal within the agreed Vessel Presentation Range, on the later of:
 1. the time when the Barge arrival at the Loading Terminal is announced by the Barge's Master (provided the Barge is at the customary waiting area at the Loading Terminal); or
 2. TWO (2) clear Local Working Days after the time when the full Loading Information was notified, or deemed to have been notified, to Seller pursuant to sub-section VI.1 above, or upon commencement of loading if loading has commenced before the expiration of the TWO (2) clear Local Working Day period;
 - (ii) if the Barge arrives at the Loading Terminal before the Vessel Presentation Range, on the later of:
 1. at 00:01 a.m. local time on the date of the agreed Vessel Presentation Range; or
 2. TWO (2) clear Local Working Days after the time when the full Loading Information was notified, or deemed to have been notified, to Seller pursuant to sub-section VI.1 above, or upon commencement of loading if loading has commenced before the expiration of the TWO (2) clear Local Working Day period;

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- (iii) if the Barge arrives after the Vessel Presentation Range, then, without prejudice to any other rights of Seller under the Agreement, Seller shall be under no obligation to supply the Product which would have been loaded on the Barge unless Seller specifically agrees to do so, in which case laytime shall begin upon commencement of loading.

VIII.2 Laytime or, if on demurrage, time on demurrage shall end as soon as loading documents have been placed, for and on behalf of Seller, on board the Barge.

The Barge shall vacate her loading berth as soon as loading documents have been placed on board the Barge. In the event of failure to do so, Buyer shall pay Seller for any resultant demurrage, losses, damages, costs and/or expenses which Seller may incur, including, without limitation, any demurrage as may be incurred by Seller or Seller's Supplier due to resulting delay of other Barges or Vessels awaiting their turn to load.

VIII.3 Seller shall pay to Buyer demurrage per running hour and prorata for a part thereof for all time used in excess of the allowed laytime as provided for in the Agreement. Where not inconsistent with the Agreement, the provisions applicable to the calculation of demurrage shall be as per the TTB Rules.

Unless a demurrage rate is specified in the Special Terms and Conditions, the applicable demurrage rate shall be the rate set out in the Barge's transportation agreement.

VIII.4 (a) The right of Buyer to demurrage in accordance with the provisions of the Agreement shall constitute Buyer's sole remedy in respect of any failure of Seller to provide a berth, as provided for under the Agreement, and/or complete the loading within the allowed laytime, and Seller shall not be liable for any other direct or indirect costs, damages and/or losses whatsoever.

Notwithstanding any other provision of this Section VIII, time shall not count as used laytime, or if the Vessel is on demurrage, as demurrage, in the following events:

- (i) if Seller is prevented from, or delayed in delivering all or part of the Product by any reason as provided for in Section XII;
 - (ii) if delay in loading is occasioned by Buyer's failure to timely comply with the provisions of Section IV and all other requirements regarding payment under the Agreement;
 - (iii) if Seller has the right or option under any other provisions of the Agreement not to load or to cease or suspend loading the Vessel;
 - (iv) any time lost on account of incomplete or irregular Loading Information.
- (b) Any demurrage claim must be notified to Seller in writing within THIRTY (30) days (or such shorter period as specified in the Special Terms and Conditions) from completion of loading, with full supporting documentation, including but not limited to, demurrage invoice and evidence of time-computation, time sheet, copy of the Barge owner/operator's invoice and time-computation, evidence of nomination, copy of the transportation agreement; as well as any other documentation that Seller may reasonably require. Should Buyer fail to give such notice or provide such documentation within the above time limit, then Buyer's claim shall be deemed to be waived and any liability of Seller for demurrage shall be extinguished.
- (c) Buyer shall not be entitled to recover demurrage from Seller except to the extent that Seller is able to recover, and does recover, such demurrage from Seller's Supplier, and Seller shall not be obligated to pay any amount in excess thereof. Seller shall use reasonable endeavours to recover demurrage from Seller's Supplier for which Buyer has presented a claim in accordance with the Agreement.
- (d) In no event shall Seller pay any amount in respect of demurrage in excess of that amount actually paid by Buyer in respect of the Barge's call at the Loading Terminal and which relates to the Product delivered by Seller or Seller's Supplier, and demurrage calculation shall always be based on reversible laytime principle."

E – MISCELLANEOUS

E.1 - Section X is not applicable.

E.2 - In the second paragraph of sub-section XIX.3, “VIII.6” shall be replaced by “VIII.4”.

APPENDIX 4**Supplement in respect of Liquefied Petroleum Gas Deliveries**

Where the Agreement is to sell and deliver LPG on FOB terms, the provisions of the General Terms and Conditions shall apply, subject to the additions and amendments set out below.

A - VESSEL

A1 - Sub-section VI.1 shall be completed with the addition of a new paragraph (h) as follows:

"(h) the Vessel's three previous cargoes, unless the Loading Information mentions "TBN", in which case such information shall be notified to Seller upon Buyer making the Vessel's nomination."

A2 - Sub-section VI.6(b)(i) is not applicable.

B – ARRIVAL AND LOADING OF VESSEL AT THE LOADING TERMINAL

Sub-Section VII.2 shall be replaced by the wording set out below such that it reads as follows:

"VII.2 Buyer shall ensure that the Vessel shall, within the Vessel Presentation Range and within any time limit prescribed in the regulations, procedures and requirements referred to in sub-section VI.5 above:
(i) arrive at the Loading Terminal, complete formalities, be adequately purged and cooled and be in all respects be ready to load the Shipment and (ii) tender an effective N.O.R."

C - LAYTIME AND DEMURRAGE

C1 - The first paragraph of sub-section VIII.1 shall be replaced by the wording set out below such that it reads as follows:

"Unless otherwise specified in the Special Terms and Conditions, allowed laytime shall be as per the Loading Terminal regulations or procedures as current on the day on which Buyer's Vessel tenders N.O.R., or in the absence of such provisions, Seller shall be allowed as laytime at each Loading Terminal TWENTY-FOUR (24) running hours Sundays, holidays and nights included, unless loading on Sundays, holidays or during the night is prohibited by the laws, regulations or procedures in force at the Loading Terminal."

C2 - Sub-section VIII.4 shall be completed with the addition of a new paragraph (k) as follows:

"(k) delay caused by Vessel cooling and/or purging if the same is not completed prior to arrival of the Vessel at the Loading Terminal."

C3 - Sub-section VIII.5 shall be replaced by the wording set out below such that it reads as follows:

"VIII.5 Seller shall pay to Buyer demurrage in US dollars per running hour and prorata for a part thereof for all time used in excess of the allowed laytime as provided for in the Agreement.

The applicable demurrage rate shall be:

- (a) the demurrage rate specified in the Special Terms and Conditions; or, in the absence of such rate,
- (b) the demurrage rate specified in the Loading Terminal regulations or procedures as current on the day on which Buyer's Vessel tenders N.O.R.; or, in the absence of such rate,
- (c) the demurrage rate per day prorata based on the Braefoot Bay assessment, or, if unavailable, then Sullom Voe assessment shall apply."

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APPENDIX 5

Supplement in respect of deliveries Ex Tank, Into Tank, In Tank and Free Into Pipeline

Where the Agreement is to sell and deliver Product on Ex Tank, Into Tank, In Tank or FIP terms, the provisions of the General Terms and Conditions shall apply, subject to the additions and amendments set out below.

A - DELIVERY TERMS AND PASSING OF RISK AND PROPERTY

A1 - Sub-section II.1 shall be replaced by the wording set out below such that it reads as follows:

“II.1 (a) In the case of Ex Tank deliveries:

The Product shall be delivered to Buyer in bulk at the storage tank designated by Seller.

Risk and property in the Product and all liabilities with respect thereto shall pass to Buyer when the Product passes the outlet flange of the above storage tank.

(b) In the case of Into Tank deliveries:

The Product shall be delivered to Buyer in bulk at the storage tank designated by Buyer.

Risk and property in the Product and all liabilities with respect thereto shall pass to Buyer when the Product passes the inlet flange of the above storage tank.

(c) In the case of In Tank deliveries:

The Product shall be delivered to Buyer in bulk by way of stock transfer at the storage tank(s) specified in the Special Terms and Conditions.

Risk and property in the Product and all liabilities with respect thereto shall pass to Buyer in the above tank(s) at such time and day as shall be specified in the Special Terms and Conditions.

(d) In the case of FIP deliveries:

The Product shall be delivered to Buyer in bulk at the place specified in the Special Terms and Conditions.

Risk and property in the Product and all liabilities with respect thereto shall pass to Buyer when the Product passes the inlet flange of the receiving pipeline at the above place.”

A2 - The second sentence of sub-section II.4 shall be replaced by the wording set out below such that it reads as follows:

“Unless otherwise specifically agreed, any delivery of Product will be in one lot.”

B - INVOICING AND PAYMENT

Sub-section IV.1 shall be replaced by the wording set out below such that it reads as follows:

“IV.1 The price of the Product and the due date for payment shall be as specified in the Special Terms and Conditions.

Payment of the full amount of Seller’s invoice shall be made without any discount, deduction, withholding, abatement, set-off or counterclaim in United States Dollars (unless otherwise specified in the Special Terms and Conditions) by wire transfer of immediately available funds ("same day funds") on or before the due date (subject to sub-sections IV.3 and IV.6) to the bank and account designated by Seller, against presentation to Buyer by means of courier, facsimile transmission and/or electronic messaging system, of an invoice and any supporting documents specified in the Special Terms and Conditions.”

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C - NOMINATIONS

Section VI shall be replaced by the wording set out below such that it reads as follows:

“SECTION VI - NOMINATIONS

- VI.1** In respect of deliveries Ex Tank, Into Tank or In Tank, nominations shall be made pursuant to the standard operating procedures of the relevant storage company, in use at the time of delivery.
- VI.2** In respect of FIP deliveries, nominations shall be made pursuant to the standard operating procedures of the relevant pipeline operating company, in use at the time and point of delivery.”

D - QUANTITY AND QUALITY DETERMINATION

Section IX shall be replaced by the wording set out below such that it reads as follows:

“SECTION IX - QUANTITY AND QUALITY DETERMINATION

- IX.1** The quantity and quality of the Product delivered under the Agreement shall be determined for each lot in accordance with the standard practice in use at the relevant storage company (for deliveries Ex Tank, Into Tank or In Tank) or the relevant pipeline operating company (for FIP deliveries) at the time and point of delivery, save if otherwise provided for specifically in the Special Terms and Conditions.
- IX.2** The quantity of Product determined pursuant to sub-section IX.1 above (or, where applicable, the Special Terms and Conditions) shall be used to calculate Seller’s invoice.
- IX.3** Where the Special Terms and Conditions provide for the appointment of an independent inspector, the cost of services of the inspector shall be borne equally by both parties (unless otherwise provided for in the Special Terms and Conditions).
- IX.4** In no event shall Seller be liable for any claim regarding the quantity and/or quality of any lot unless such claim has been submitted by Buyer to Seller in writing, with full details of the specific facts on which the claim is based and supporting documentation, within FORTY-FIVE (45) days of the date of the relevant delivery or within such lesser number of days as imposed by Seller’s Supplier.

Should Buyer fail to submit such claim or provide such details and/or any supporting documentation within the above time limit, then such claim shall be deemed to have been waived and any liability on the part of Seller shall be extinguished.

Buyer shall only be entitled to recover quantity and/or quality costs, losses or damages from Seller to the extent that Seller is able to recover, and does recover, such costs, losses or damages from Seller’s Supplier, and Seller shall not be obliged to pay any amount to Buyer in excess thereof. Seller shall however use reasonable endeavours to recover from Seller’s Supplier such costs, losses or damages for which Buyer has presented a claim in accordance herewith.”

E - VALUE ADDED TAX AND EXCISE DUTY, EU DOCUMENTATION

In sub-section XI.1(a) the words “Loading Terminal” shall be replaced by the words “place of delivery”.

F – MISCELLANEOUS

- F1** - Sub-sections II.5 and II.6 and Sections VII, VIII and X are not applicable.
- F2** - “**Shipment**” shall mean the quantity of Product agreed to be delivered as one lot.

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