

Europe NAO/PAO Supply Chain Policy – update December 7, 2017

Rail Tank Cars	SELLER rail tank cars CPT/DAP/DDP	<ul style="list-style-type: none"> - Lead-time requirement of minimum 3 (three) working days from order receipt until date of loading*. - In case of new rail tank car business, sufficient time should be allowed for finding appropriate rail tank cars. - BUYER is allowed 7 (seven) days free-time allowed after arrival at their premises, after which detention fees will be charged at €30 per day as from the 8th day**. - BUYER to provide the requested delivery dates. - BUYER is not permitted to put any other product or substance into any rail tank car or to utilize any rail tank car for any other purpose, except as permitted herein, without SELLER's express written approval and authorization.
	BUYER supplied rail tank cars FCA	<ul style="list-style-type: none"> - Lead-time required of minimum 3 (three) working days after order receipt. - Equipment must be clean, dry and odor free and BUYER must execute waiver releasing SELLER from liability for loading over previous contents of the rail tank car. - BUYER to adhere to instructions for FCA at the designated loading terminal.
Road Tank Trucks and Portable Tanks	SELLER arranged CPT/DAP/DDP	<ul style="list-style-type: none"> - Lead-time requirement of minimum 3 (three) working days from order receipt until date of loading*. - BUYER to provide the requested delivery dates. - BUYER is allowed 3 (three) hours free time for unloading, after which demurrage will be charged at €50 per hour from the 4th hour. - OR BUYER will be assessed €500 per working day for immobilization of the truck driver and equipment, €625 for Saturdays and €750 for Sundays. - OR BUYER will be assessed €100 per calendar day for any equipment held over or not used. Additionally the cost for picking up the equipment at another moment will be based on the freight rate that BUYER has paid to the carrier.
	BUYER pick-up FCA	<ul style="list-style-type: none"> - Lead-time required of minimum 3 (three) working days after order receipt*. - SELLER is allowed 3 (three) hours free time for loading, after which demurrage may be charged at maximum €50 per hour from the 4th hour. - Equipment must be clean, dry and odor free and BUYER must execute waiver releasing SELLER from liability for loading over previous contents of the road tank trucks. - BUYER to adhere to instructions for FCA at the designated loading terminal.
Drums, IBCs and Pastilles (C30+ only)	SELLER Full Truck Load, Less than Truck Load, Full Container load, and Less than Container Load CPT/DAP/DDP	<ul style="list-style-type: none"> - Lead-time requirement of minimum 10 (ten) working days from order receipt until date of loading*. - SELLER will supply the drums on CP 9 HT pallets with 2 vertical straps including the pallet and 1 horizontal strap and 2 supporting edge profiles. 4 drums will be placed on each pallet. - BUYER to order in equivalents of 4 (four) drums to optimize the use of the pallets. - BUYER to provide the requested delivery dates.
	BUYER Full Truck Load, Less than Truck Load, Full Container load, and Less than Container Load FCA	<ul style="list-style-type: none"> - Lead-time requirement of minimum 10 (ten) working days from order receipt*. - SELLER will supply the drums on CP 9 HT pallets with 2 vertical straps including the pallet and 1 horizontal strap and 2 supporting edge profiles. 4 drums will be placed on each pallet. - BUYER to order in equivalents of 4 (four) drums to optimize the use of the pallets. - BUYER to ensure that the carrier makes available to the driver enough material for lashing and securing. - BUYER to adhere to instructions for FCA at the designated loading terminal.
Bulk vessels	SELLER chartered CPT/CIP/DAP	<ul style="list-style-type: none"> - Lead-time requirement of minimum 40 (forty) calendar days from order receipt until first day of the lay-can*. - Tentative nominations due 30 (thirty) calendar days prior to first day of lay-can. - Firm nominations due 25 (twenty-five) calendar days prior to first day of lay-can which not to be unreasonably withheld by BUYER. - Product cancellations of ship after the firm nomination will result in dead freight charges.
	BUYER chartered FCA	<ul style="list-style-type: none"> - Lead-time requirement of minimum 40 (forty) calendar days from order receipt until date of loading and subject to availability of a ship*. - BUYER to provide vessel nomination minimum 25 (twenty-five) calendar days prior to the first day of the lay-can. - Vessel acceptance by SELLER is subject to approval by SELLER's vetting organization. - BUYER to adhere to instructions for FCA at the designated loading terminal.
Barge	SELLER chartered CPT/CIP/DAP	<ul style="list-style-type: none"> - Lead-time requirement of minimum 15 (fifteen) working days from order acknowledgement until date of loading, excluding delivery time. - Product cancellations of barge after the firm nomination may result in dead freight charges.
	BUYER chartered FCA	<ul style="list-style-type: none"> - Lead-time requirement of minimum 15 (fifteen) working days from order acknowledgement until date of loading, excluding delivery time. - BUYER to provide vessel nomination minimum 3 (three) working days prior to the loading date. - Vessel acceptance by SELLER is subject to approval by SELLER's vetting organization. - BUYER to adhere to instructions for FCA at the designated loading terminal.

* Assuming unrestricted product and logistics availability

** Detention of rail tank cars can have negative impact on lead times of future orders.

- Remarks:**
1. Lead times are best estimates only and shall not be of essence. Lead times shall always be subject to product availability and acceptance of the order by Seller.
 2. "Lead Time" is defined as the time from receipt of BUYER's order to BUYER's requested shipment date.
 3. The day the order is placed is Day 1 of Lead Time calculation.
 4. Transit time must be added to all Lead Times.
 5. BUYER's orders which are non-compliant with the lead-time policy will be considered as rush orders and are subject to an expediting fee of €250 per shipment.
 6. Order changes or cancellations after the lead time cutoff result in a fee of €250 per order change/cancellation.