EN590 10 PPM / BUYER'S ROADMAP

From documents to the first cargo.

100,000+ MT / month • 12-month programme • CIF / FOB by agreement

Summary of six supplied files. Confirm the applicable FCO and signed agreements.

THE SEQUENCE	BUYER'S ACTION & CHECKPOINT
01 QUALIFY **Submit LOI, CIS & BCL**	Prepare intent, company details and available-funds evidence. October requirements: all three documents. S1 p.3 · S2 pp.1–3 · S3 step 1
02 QUALIFY **Receive the FCO**	After the security check, review the seller's Full Corporate Offer: price, route, trial size and payment terms. S1 p.3 · S3 step 2
03 AGREE **Accept & arrange logistics**	Submit ICPO. CIF: provide destination TSA. FOB: provide the nominated vessel's Q88. Confirm the receiving port. S3 step 3 · S5 pp.1–3
04 AGREE **Sign the contract package**	The overview describes three agreements. Confirm their scope and how they relate to the SPA in the CIF file. S3 step 4 · S4 p.1 · S5 pp.1–2
05 SECURE **Arrange financial cover**	Agree SBLC or direct payment under the contracts. The initial BCL is separate from this banking/payment stage. S3 step 5 · S4 p.1
06 SECURE **Confirm CI & trial schedule**	Review the Commercial Invoice and first shipment schedule after financial confirmation. Confirm 50k/100k trial size. S3 steps 6–7 · S4 pp.1–4
07 DELIVER **Inspect & settle the trial**	Use the agreed inspection/payment route. Standard CIF settles at discharge; the alternative moves a payment to loading. S3 step 7 · S4 p.4 · S5 pp.1–2
08 DELIVER **Move to monthly supply**	After successful completion of the trial, follow the agreed shipment and payment schedule for regular monthly deliveries. S3 step 8 · S4 p.5

PAYMENT ROUTES — KEEP THEM SEPARATE

Standard CIF

MT799 → MT760 SBLC → loading → inspection and TT/MT103 at discharge. Conditional 2% payment if SBLC is not issued on time.

Loading-port alternative

Contract 2: MT103 after SGS loading confirmation. Contract 3 unchanged. Title follows confirmation of both payments.

Intermediary option: one full payment to the intermediary; timing and obligations to agree (S5 p.2).

CONFIRM BEFORE SIGNING

Price: Platts −15% in S1 / −10% in S3. Trial: 100,000 MT / 50,000 MT by agreement. BCL: US$140m per 100,000 MT in S2, not the quoted cargo price. Align contracts, beneficiaries, payment triggers, title and schedule.

Sources: S1 Offer (7 Oct 2026) · S2 Instructions (7 Oct 2026) · S3 EN590 delivery overview
S4 CIF.pdf · S5 Alternative pathways · S6 BCL example. See the landing page for route details and source differences.
Claims about representation, origin, pricing and availability have not been independently verified.