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BARRELBRIDGE
ENERGY BROKERAGE

DEAL SCREENING POLICY

How We Screen Every Deal

Oil and gas brokerage is a high-value, high-fraud market. BarrelBridge applies a mandatory screening process to every inbound deal — before any buyer is introduced, before any document is signed, and before any party's time is wasted.

🔍

Verify First

Proof of product before any introduction

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Document Trail

Full corporate offer with traceable mandate

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No Open Chains

Commission protected in writing before intro

OUR PROCESS

BARRELBRIDGE

The Deal Screening Sequence

1

Initial Inquiry — Identity & Authorization

We require: full legal company name, country of incorporation, contact name, trade reference, and confirmation of mandate (own product, or documented authorization to offer on behalf of the seller). We do not sign any contract or MOU before this step is complete.

2

Product Verification — Soft Probe

Seller or mandate holder provides a Soft Corporate Offer (SCO) including: commodity, grade, quantity (MT and bbl), loading port, BL date, price (FOB/CIF basis), and destination options. AIS verification is run on any named vessel. We do not request — or pay — any tank storage, inspection, or release fees at this stage.

3

Commission Agreement — In Writing, Before Intro

Before any buyer is introduced, commission structure is confirmed and protected in a signed NCND/IMFPA or equivalent. We do not operate on handshake deals, and we do not work in open chains where our position can be bypassed.

4

Buyer Introduction — Matched to Mandate

Once product is verified and commission is protected, we introduce the deal to the relevant buyer mandate. Buyers are pre-qualified by commodity, volume, price range, and delivery basis. Timeline from verified SCO to buyer response: typically 24–48 hours.

5

Contract & Closure — ICPO → FCO → SPA

Standard transaction sequence: Buyer issues ICPO → Seller responds with Full Corporate Offer (FCO) → Parties negotiate and execute Sales & Purchase Agreement (SPA) → Payment instrument issued per agreed terms (LC/DLC/MT103/MT700). SGS/Q&Q inspection at load port. BarrelBridge remains engaged through to commission settlement.

WHAT WE REJECT

Automatic Disqualifiers

The following patterns result in immediate termination of the deal discussion. No exceptions. We log all flagged contacts for internal reference and network warnings.

⚠️ MOU/NCND Before Documentation

Requesting signature before providing proof of product or authorization. Classic trap — we never sign first.

⚠️ Advance Fees of Any Kind

Storage fees, tank release fees, inspection prepayments, or "good faith deposits" requested before delivery. Always fraudulent.

⚠️ Unverifiable Mandate Chain

Broker presenting "on behalf of" another broker presenting "on behalf of" the seller — with no traceable authorization to the actual product owner.

⚠️ Pricing Below Market

Offers priced significantly below spot — especially "urgent" allocations requiring fast signatures — are bait. Real sellers price at market.

⚠️ No Registration / No Reference

Company cannot provide a registration number, jurisdiction of incorporation, or a verifiable trade reference. Anonymous counterparties are rejected.

⚠️ Pressure to Bypass Process

"The buyer is ready now," "we can skip the FCO," "just sign and we'll send docs" — urgency to compress the sequence is itself a red flag.

Ready to Submit a Verified Deal?

Use our structured intake process — provide docs, get a response within 48 hours.

www.petrobarrelbridge.com/deal-intake

Or contact us directly via the site