

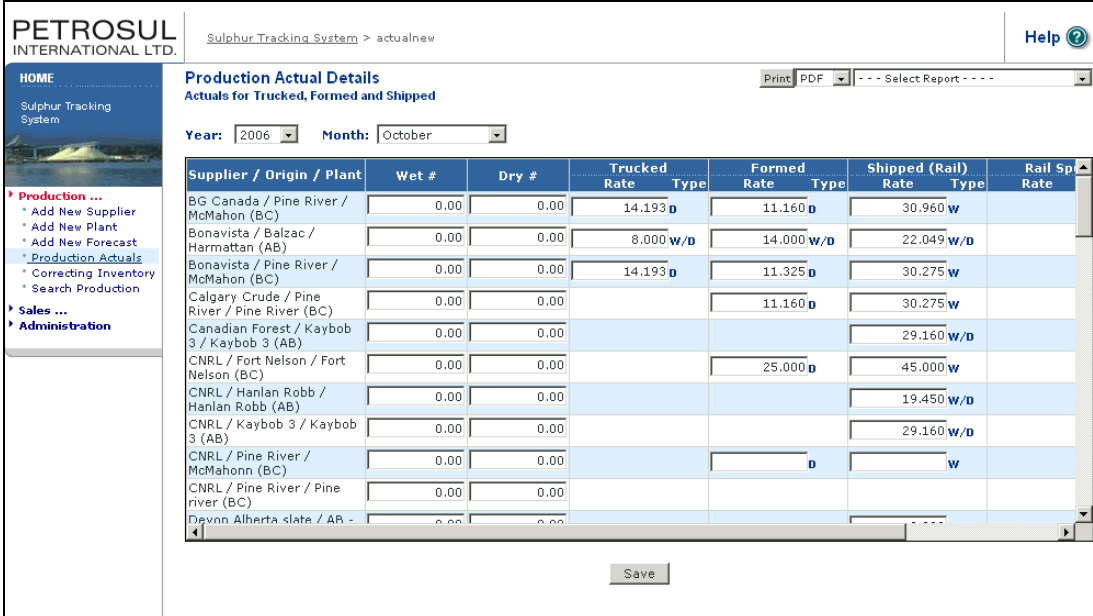
Petrosul Sulphur Tracking System

This complex application was developed for Petrosul, a sulphur trading and marketing company.

Sulphur is produced as byproduct of the natural gas extraction process in British Columbia and Alberta. The sulphur is separated from the natural gas and then shipped by rail and truck to port facilities in Vancouver for export to customers in Africa, South America and Asia. There are some 35 oil and gas companies that ship sulphur through Petrosul at the Port of Vancouver. Although the sulphur is kept in co-mingled piles at the port facility and in the ship's hold when it is exported to clients worldwide, records of the proportional ownership of the sulphur must be maintained by the trading and marketing company. The oil and gas companies are paid, by Petrosul, the difference between the selling price and the cost of processing, transportation, handling, loading and shipping of the sulfur.

Spot Solutions built a custom system to track these costs, the proportionate ownership of the sulphur and the selling price. The application allows for the entry of input costs, adjusts for different moisture contents of constituent sulphur in co-mingled piles and different moisture contents once loaded in the ship. The system produces monthly invoices and statements for some 39 sulfur producers and 67 origins (i.e. wellheads and oilfields) in addition to management reports.

Mr. Morton and Ms Boyles worked on the initial requirements and design of the system. Mr. Naumenko was responsible for the development of the system. The application was developed by Spot Solution's development team.



The screenshot shows the 'Production Actual Details' screen for October 2006. The table lists various suppliers and origins with their respective production and shipping data.

Supplier / Origin / Plant	Wet #	Dry #	Trucked Rate	Type	Formed Rate	Type	Shipped (Rail) Rate	Type	Rail Sp. Rate
BG Canada / Pine River / McMahon (BC)	0.00	0.00	14.193	D	11.160	D	30.960	W	
Bonavista / Balzac / Harmattan (AB)	0.00	0.00	8.000	W/D	14.000	W/D	22.049	W/D	
Bonavista / Pine River / McMahon (BC)	0.00	0.00	14.193	D	11.325	D	30.275	W	
Calgary Crude / Pine River / Pine River (BC)	0.00	0.00			11.160	D	30.275	W	
Canadian Forest / Kaybob 3 / Kaybob 3 (AB)	0.00	0.00					29.160	W/D	
CNRL / Fort Nelson / Fort Nelson (BC)	0.00	0.00			25.000	D	45.000	W	
CNRL / Hanlan Robb / Hanlan Robb (AB)	0.00	0.00					19.450	W/D	
CNRL / Kaybob 3 / Kaybob 3 (AB)	0.00	0.00					29.160	W/D	
CNRL / Pine River / McMahon (BC)	0.00	0.00				D		W	
CNRL / Pine River / Pine river (BC)	0.00	0.00							
Devon Alberta slate / AB -	0.00	0.00							

This screen allows users to enter details of production, along with shipping rates. The information is used by the system to construct a cost base for the shipped sulphur.

PETROSUL INTERNATIONAL LTD. Sulphur Tracking System > Shipment Help ?

HOME
Sulphur Tracking System
Production ...
Sales ...
Administration

Shipment Details
File Number: 6
Shipment Date: 2/12/2006
Vessel Name: M.V. IKAN BAYAN

Delete This Record
Print PDF --- Select Report ---

Shipment Info Bills of Lading Parcels Allocation Costs

Supplier / Origin / Plant	Allocation Amount (Wet Weight)	Old YTD WASP (Excl. Current)	New YTD WASP (Incl. Current)	Projected Yr-End WASP (Excl. Current)	Dry Inventory (All Locations)	Wet Inventory (All Locations)
Shipment Total	24,248.00				40,516.00	39,573.00
Advantage / Pine River / McMahon	200.00	61.38	61.92	61.92	21.00	0.00
Avenir / Edson / Edson	100.00	61.38	61.98	61.98	-6.00	-100.00
BG Canada / Pine River / McMahon	2,600.00	61.38	61.46	61.46	81.00	34.00
Bonavista / Balzac / Harmattan	1,000.00	61.38	61.38	61.38	21.00	0.00
Bonavista / Pine River / McMahon	1,100.00	61.38	61.38	61.38	3.00	0.00
Calgary Crude / Pine River / Pine River	1,000.00	61.38	61.38	61.38	1.00	0.00
Canadian Forest / Kaybob 3 / Kaybob 3	1,000.00	61.38	61.38	61.38	21.00	0.00
CNRL / Fort Nelson / Fort Nelson	0.00			0.00	970.00	1,000.00
CNRL / Hanlan Robb / Hanlan Robb	2,000.00	61.38	61.38	61.38	43.00	0.00
CNRL / Kaybob 3 / Kaybob 3	3,556.00	61.38	61.38	61.38	1,520.00	1,444.00
CNRL / Pine River / McMahon	0.00			0.00	0.00	0.00
CNRL / Pine River / Pine river	0.00			0.00	0.00	0.00
Devon Alberta slate / AB -Slate / Alberta	0.00			0.00	20,000.00	20,000.00
Devon B.C. / Fort Nelson / Fort Nelson	0.00			0.00	0.00	0.00
Devon B.C. / Pine River / McMahon	0.00			0.00	980.00	1,000.00
Devon B.C. / Pine River / Pine River	0.00			0.00	0.00	0.00
Duke (Gas Supply) / Balzac / Nevis	0.00			0.00	0.00	0.00
Enco / Fort Nelson / Fort Nelson	2,500.00	61.38	61.38	61.38	19.00	0.00

Calculation Method: From Database Recalculate Clear Allocation
Supplier Supplier/Origin/Plant

Save

This screen allows the user to view pre-calculated allocations of sulphur in a shipment and make any adjustments that are necessary.

PETROSUL INTERNATIONAL LTD.

TONNAGE SPLITS ON SULPHUR SALES

Net B/L Date: 2/12/2006
Final Vessel: M.V. IKAN BAYAN to South Africa
Physical/Accounting Buyer: Bunge

Actual = 61.38159990

Supplier - Origin	WET WEIGHT	MOIST %	MOISTURE WEIGHT	TRUE DRY WEIGHT	0.60% ADJ.	AVG. ADJ.	INVOICE WEIGHT	TONNAGE PRICE	INV. VALUE US \$	EXCHANGE RATE	EXCHANGE AMOUNT	INV. VALUE CDNS
Avenir - Edson	100.00	3.00%	3.00	97.00	0.50	0.00	97.50	61.38	5,984.71	1.1541	922.24	6,906.95
Bonavista - Harmattan	1,000.00	3.00%	30.00	970.00	5.00	0.05	975.05	61.38	59,850.13	1.1541	9,222.91	69,073.04
Canadian Forest - Kaybob 3	1,000.00	3.00%	30.00	970.00	5.00	0.05	975.05	61.38	59,850.13	1.1541	9,222.91	69,073.04
CNRL - Hanlan Robb	2,000.00	3.00%	60.00	1,940.00	10.00	0.09	1,950.09	61.38	119,699.64	1.1541	18,445.71	138,145.35
CNRL - Kaybob 3	3,556.00	3.00%	106.68	3,449.32	17.78	0.16	3,467.26	61.38	212,825.97	1.1541	32,796.48	245,622.45
Hunt - Shantz	8,492.00	0.77%	65.39	8,426.61	42.46	0.40	8,469.47	61.38	519,869.61	1.1541	80,111.89	599,981.50
Suncor - Alberta slate	700.00	0.77%	5.39	694.61	3.50	0.03	698.14	61.38	42,852.95	1.1541	6,603.64	49,456.59
SUBTOTAL	16,848.00		300.46	16,547.54	84.24	0.78	16,632.56		1,020,933.14		157,325.78	1,178,258.92
Advantage - McMahon	200.00	3.00%	6.00	194.00	1.00	0.01	195.01	61.38	11,970.03	1.1541	1,844.58	13,814.61
BG Canada - McMahon	2,600.00	3.00%	78.00	2,522.00	13.00	0.12	2,535.12	61.38	155,609.72	1.1541	23,979.46	179,589.18
Bonavista - McMahon	1,100.00	3.00%	33.00	1,067.00	5.50	0.05	1,072.55	61.38	65,834.83	1.1541	10,145.15	75,979.98
Calgary Crude - Pine River	1,000.00	3.00%	30.00	970.00	5.00	0.05	975.05	61.38	59,850.13	1.1541	9,222.91	69,073.04
Enco - Fort Nelson	2,500.00	3.00%	75.00	2,425.00	12.50	0.12	2,437.62	61.38	149,625.02	1.1541	23,057.22	172,682.24
SUBTOTAL	7,400.00		222.00	7,178.00	37.00	0.35	7,215.35		442,889.73		68,249.32	511,139.05
TOTALS	24,248.00		522.46	23,725.54	121.24	1.13	23,847.91		1,463,822.87		225,575.10	1,689,397.97

Loaded From: EX HUNT SHANTZ @ PCT 8492.00 MT
EX SUNCOR ALBERTA SLATE @ PCT 700.00 MT
EX WCSSA @ VW 15056.00 MT

ADD: DEMDES 38,596.46
OCEAN FREIGHT 0.00
OTHER COSTS 0.00

GROSS INVOICE VALUE \$1,502,418.33

The Tonnage Splits report shows the allocation of revenue across suppliers for a shipment.