

**ORDER  
FULFILLMENT  
HANDBOOK**  
BULK PRODUCTS

**HOLLYFRONTIER  
SPECIALTY PRODUCTS  
TULSA REFINERY**

***HF Sinclair™***

sonneborn™



HF SINCLAIR BRANDS

# INTRODUCTION

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HF Sinclair's Lubricants & Specialty Products segment is one of the largest North American white oil, lubricants, and group III base oil producers. We manufacture products across the U.S., Canada and the Netherlands, and export to more than 80 countries under the brands Sonneborn, Petro-Canada Lubricants, Red Giant Oil and HollyFrontier Specialty Products.

At HF Sinclair, our goal is to exceed customer expectations through world-class solutions. Backed by industry-leading technical services and research & development, we bring a deep understanding of the operational challenges our customers face, with a commitment to proactive improvement and an eye for groundbreaking solutions.

As part of our commitment to continuous improvement, we have updated our Order Fulfillment Handbook. This Handbook details policies around order handling, order adjustments, and transport and delivery, designed to ensure we can continue to provide the consistent, efficient, and high-quality service to all our customers.

We thank you for your continued business with us and look forward to working with you to meet your business needs.

## HF SINCLAIR CORPORATION (NYSE: DINO)

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HF Sinclair Corporation (HF Sinclair) is an evolving energy company with an enduring family of brands. From refining to midstream to marketing, we provide traditional and renewable fuels and lubricants for planes, trains and automobiles – plus other essential products such as asphalt, roofing tar and components for medicines and cosmetics.



Under **HollyFrontier Specialty Products**, we produce specialty fluids and wax solutions such as process oil, base oil, agricultural oil, asphalt modifier or custom wax blends for a variety of industries, working with each customer to deliver purity, uniformity and flexibility that fits the application like a glove.

Learn more at [www.hollyfrontierspecialties.com](http://www.hollyfrontierspecialties.com).



Under **Petro-Canada Lubricants**, we produce engine oils, gear oils, greases and specialty fluids for equipment in heavy-duty fleet, construction, mining, forestry and more, with a track record of engineering that makes our customers' operations more efficient and more profitable.

Learn more at [www.lubricants.petro-canada.com](http://www.lubricants.petro-canada.com).



Under **Sonneborn**, we set the global industry standard for white oils, petrolatum and microcrystalline waxes in the personal care, pharmaceutical, polymers and food processing industries. We are also innovating with SonneNatural, a full line of unique and distinct 100% vegetable-based products. Sonneborn products have been developed in partnership with our industry-leading customers, for unsurpassed purity and performance.

Learn more at [www.sonneborn.com](http://www.sonneborn.com).



Under **Red Giant Oil**, we produce the engine oils of choice for U.S. Class I railroads. For more than 100 years, we have continually evolved to meet the needs of increasingly powerful equipment, improving uptime and decreasing costs and maintenance intervals.

Learn more at [www.redgiantoil.com](http://www.redgiantoil.com).

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# OUR VALUES

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HF Sinclair encompasses five powerful brands with one simple mission: We make the products that make life go.

We're united through our One HF Sinclair Culture, which is built on the core values of Safety, Integrity, Teamwork, Ownership and Inclusion.

These values are the foundation of everything we do, engaging our stakeholders and empowering our people to Step Up and Stand Out.



## SAFETY

Safety is our number one priority and our goal is to make sure everyone returns home safely each day. Safety and reliability are essential components of the successful operation of our business and our commitment to protect the well-being of our workforce, communities and the environment.



## INTEGRITY

Seeking and sustaining a culture of compliance enables us to operate with integrity across the world. At HF Sinclair, we have a long-standing commitment to ethical behaviour and do what is right for our employees, investors, communities and the environment.



## TEAMWORK

We know that the strength of our team lies in our combined expertise and experiences, diversity of skills and our ability to trust each other. This collaborative, supportive way of working extends to our relationships with our customers and the communities within which we operate.



## OWNERSHIP

We hold ourselves accountable for our operations and efforts and we reward our employees for their contributions. We empower employees to take ownership and initiative to bring about positive results for their career and support entrepreneurial spirit.



## INCLUSION

We foster a culture of inclusion by encouraging diversity of experiences, viewpoints and backgrounds. We strive to provide a work environment in which employees feel valued and included in decisions, opportunities and challenges. What makes each of us different, together makes us stronger.

# ORDER HANDLING

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## ORDER PLACEMENT

Orders may be placed with a Customer Service Specialist Monday-Friday by phone or email.

For after-hours emergencies, please contact Customer Service via our toll-free number listed below. Emails are NOT monitored outside of normal business hours.

**Email:** LSP@HFSINCLAIR.COM

**Phone:** 1-800-456-4786

***Please include the following details in a purchase order:***

- Full name, address, and contact information of both the customer, and ordering party
- Issuance date and a unique reference number to identify and track the order
- Detailed list of ordered items, including customer codes, product codes, and material descriptions. Quantity and price expected should be specified
- Information regarding the desired delivery date, delivery location, and any specific unloading instructions if applicable
- Specification on the opening hours of the unloading site or delivery time requested. Provide contact details for unloading site
- If a specific pick-up time is needed, please state the preferred time and your Customer Service Specialist will confirm
- Specification of the desired shipping method and the chosen Incoterm for the shipment

Acknowledgement of orders will be provided upon processing of your order. If there are discrepancies or questions, please contact your Customer Service Specialist.

## LEAD TIMES

Our lead times reflect the time required to process and prepare orders for shipment and help us to ensure product availability and on-time delivery.

Order lead time is defined as the time between the date the order is placed in our system and the requested shipping date.

Lead times are expressed in business days (Monday-Friday, during business hours and excluding Holidays), and do not include transit time to the destination. Other factors that may affect lead times include local Holiday schedules (may vary), credit approvals, special equipment, new products, new customers, and orders outside of forecasted demand. For additional information, please contact your Customer Service Specialist.

### Standard lead times

Location	Bulk trucks	Rail <sup>1</sup>	ISO & Flexibag
Tulsa	3 business days	5 business days	3 business days
Third Party Terminals	2 business days 3 business days <sup>2</sup>	N/A	N/A

1: For Railcars - If customers are using their own railcars, orders will be placed for loading when the railcar is made available to the shipping location. Specifics, such as size configuration and railcar number must be provided at the time of order placement.

2: For shipments into Canada lead times from Third Party Terminals increases to 3 days

For orders outside of standard lead times, please refer to the Emergency / Rush Orders section under Order Adjustments.

## MINIMUM ORDER QUANTITIES

Certain limitations exist in manufacturing, blending, transportation, and handling which require minimum quantities to be set per order item. Orders for less than the quantities specified below may be subject to minimum order quantity (MOQ) fees.

For details regarding MOQ fees and how to meet MOQ requirements based on your business needs, please reach out to your Customer Service Specialist.

### Minimum order quantities

Bulk trucks (Tulsa) <sup>1</sup>	Railcars (Tulsa) <sup>2</sup>	Bulk trucks (third-party terminals)
<b>Per Product<sup>3</sup>:</b> 2,500USG	Order quantity must equate to approx. <b>98%</b> of the car's shell capacity. The <b>maximum</b> weight is <b>263,000Lbs.</b>	<b>Stocked:</b> 1,500USG per product
<b>Full tank truck<sup>4</sup>:</b> 6,000USG		<b>Full tank truck<sup>4</sup>:</b> 6,000USG
<b>Aromatic oils<sup>4</sup>:</b> 5,500USG		<b>Aromatic oils<sup>4</sup>:</b> 5,500USG

1: For multi-compartment trucks containing one paraffinic and one aromatic oil, the truck must have segregated loading/unloading systems.

2: Orders are invoiced with the price effective on the date of shipment. The standard is to load/deliver within a +/- 1% tolerance. Quantity discrepancies can be addressed with Customer Service. All products are loaded at the specific temperature appropriate for each product and delivery temperatures are not guaranteed.

3: Approval required for exceptions

4: Maximum 2 products per truck

# ORDER ADJUSTMENTS

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Order adjustments include emergency / rush orders, order changes and order cancellations. For details regarding fees associated with any of the order adjustments, please ask your Customer Service Specialist for the latest Fee Schedule.

## **EMERGENCY / RUSH ORDERS**

Business needs can change and may require emergency or rush orders. These requests will be accommodated whenever possible subject to product availability and our commitment to serving all customers within standard order fulfillment timelines.

Please note that order requests outside of the standard lead times may be subject to emergency / rush order and carrier fees.

## **ORDER CHANGES**

Orders for in stock products may be changed up to the day before scheduled shipment. Submitting changes within this window allows us to process your request, ensure product availability, and avoid delays in delivery. Order changes outside of this window will be accommodated if possible and subject to order change and carrier fees. Please note that order changes may result in a new scheduled shipment time.

## **ORDER CANCELLATIONS**

Orders may be cancelled up to the day before scheduled shipment. Cancellations outside of this window will be subject to order cancellation and carrier fees associated with unloading, unpacking, warehousing, and re-stocking of products.

## **RETURNS**

Returns are not accepted on bulk orders unless there is a validated quality issue.

Any returns must be authorized in advance with Customer Service and may be subject to demurrage and carrier / freight fees. Please contact your Customer Service Specialist for additional requirements.



# TRANSPORT AND DELIVERY

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## **CUSTOMER PICK-UPS**

All customer pick-up orders must be placed within the appropriate lead times as noted above. Please note, not all locations permit customer pick-ups. Customer service to confirm approval for pick-up with the warehouse and transportation team. Upon approval, Customer Service will provide an order confirmation, load time, pick up number and will communicate any specific pick-up requirements.

Customer arranged carrier must be from approved carrier list and carrier must arrive within +/- 15 minutes of appointment time (where applicable).

Carriers arriving without an appointment time may not be loaded and will be handled on a per order basis.

Pick up requests shorter than the standard lead-time or outside normal business hours require approval. Such requests will be considered a rush and may be subject to additional fees.

## **NO-SHOWS**

Customer-arranged carriers arriving outside of their designated appointment time or outside of loading hours will be loaded at the next available time or may be asked to return another day. Carriers rejected for any reason may be subject to no-show fees. Late arrivals may be subject to no-show fees.

Failure to pick up on scheduled day will be subject to no-show fees.

HF Sinclair will not be responsible for any costs incurred by the customer or carriers associated with these delays.

## **DEMURRAGE**

Demurrage and accessorial charges accrued at the customer site for any shipment will be passed on to the ordering party for payment. For details regarding current demurrage and accessorial rates, kindly consult with our customer service specialists.

# ADDITIONAL INFORMATION

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For additional information and specifications on the below requirements, please contact your Customer Service Specialist:

- Carrier demurrage fees
- Acceptable bulk storage
- Safety
- Personal protective equipment (PPE)
- Vehicles
- SDS
- Special documentation for customs clearance
- Terminal Access agreements