

**NAFTZ - Zone Calculation Workshop  
Relative Value Example  
September 22, 2009**

API Gravity (PF Crude)

34.0

Duty Rate

0.1050

**SCENARIO #1 - EXPORT FINAL PRODUCT PRICE GREATER THAN IMPORT FINAL PRODUCT PRICE**

Ship Type	Category	Attrib BBL	Pounds	\$/MLB	Ext Value	RV Factor	Potential Duty	RV Duty Spread	Actual Duty
Export 1a	4	92,000.00	27,508,091.13	\$ 95.00	2,613,268.66	1.0702112	9,660.00	10,338.24	-
Export 2a	4	27,000.00	8,073,026.74	\$ 95.00	766,937.54	1.0702112	2,835.00	3,034.05	-
		<u>119,000.00</u>	<u>35,581,117.87</u>		<u>3,380,206.20</u>		<u>12,495.00</u>	<u>13,372.29</u>	<u>-</u>
Entry 1b	1	74,000.00	22,126,073.30	\$ 83.00	1,836,464.08	0.9350266	7,770.00	7,265.16	7,265.16
Entry 2b	1	33,000.00	9,867,032.69	\$ 83.00	818,963.71	0.9350266	3,465.00	3,239.87	3,239.87
Entry 1c	5	45,000.00	13,455,044.57	\$ 86.00	1,157,133.83	0.9688227	4,725.00	4,577.69	4,577.69
		<u>152,000.00</u>	<u>45,448,150.56</u>		<u>3,812,561.63</u>		<u>15,960.00</u>	<u>15,082.71</u>	<u>15,082.71</u>
		<u>271,000.00</u>	<u>81,029,268.43</u>	\$ 88.77	<u>7,192,767.83</u>		<u>28,455.00</u>	<u>28,455.00</u>	<u>15,082.71</u>

**Entry Duty Savings (Loss) \$ 877.29  
Total Duty Savings (Loss) \$ 13,372.29**

**SCENARIO #2 - EXPORT FINAL PRODUCT PRICE LESS THAN IMPORT FINAL PRODUCT PRICE**

Ship Type	Category	Attrib BBL	Pounds	\$/MLB	Ext Value	RV Factor	Potential Duty	RV Duty Spread	Actual Duty
Export 1a	6	92,000.00	27,508,091.13		\$ -		\$ -	\$ -	\$ -
Export 2a	6	27,000.00	8,073,026.74		\$ -		\$ -	\$ -	\$ -
		<u>119,000.00</u>	<u>35,581,117.87</u>		<u>\$ -</u>		<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
Entry 1b	1	74,000.00	22,126,073.30		\$ -		\$ -	\$ -	\$ -
Entry 2b	1	33,000.00	9,867,032.69		\$ -		\$ -	\$ -	\$ -
Entry 1c	5	45,000.00	13,455,044.57		\$ -		\$ -	\$ -	\$ -
		<u>152,000.00</u>	<u>45,448,150.56</u>		<u>\$ -</u>		<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>
		<u>271,000.00</u>	<u>81,029,268.43</u>	\$ -	<u>\$ -</u>		<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

**Entry Duty Savings (Loss) \$ -  
Total Duty Savings (Loss) \$ -**