



Hoekstra Trading LLC  
October 31, 2020

---

# *Hoekstra Research Report 10*

**Rins and sulfur credit pricing and economics  
Offer letter**

## Offer

Hoekstra Trading LLC is pleased to offer Hoekstra Research Report 10 to refiners under 0.5 million barrel/day for a price of \$20,000.

The report includes:

1. Hoekstra Research Report 10 - RINs and sulfur credit pricing and economics
2. Hoekstra **Attractor** spreadsheet model
3. Attachments which are published reports and product literature on RIN basics, history, and economics

The report will be delivered immediately upon receipt of a purchase order. Your purchase will include a client presentation to be delivered in a face-to-face meeting at a location of your choice. The presentation includes more detailed data and analysis of the environmental credit markets and opportunity for discussion of your credit strategy.

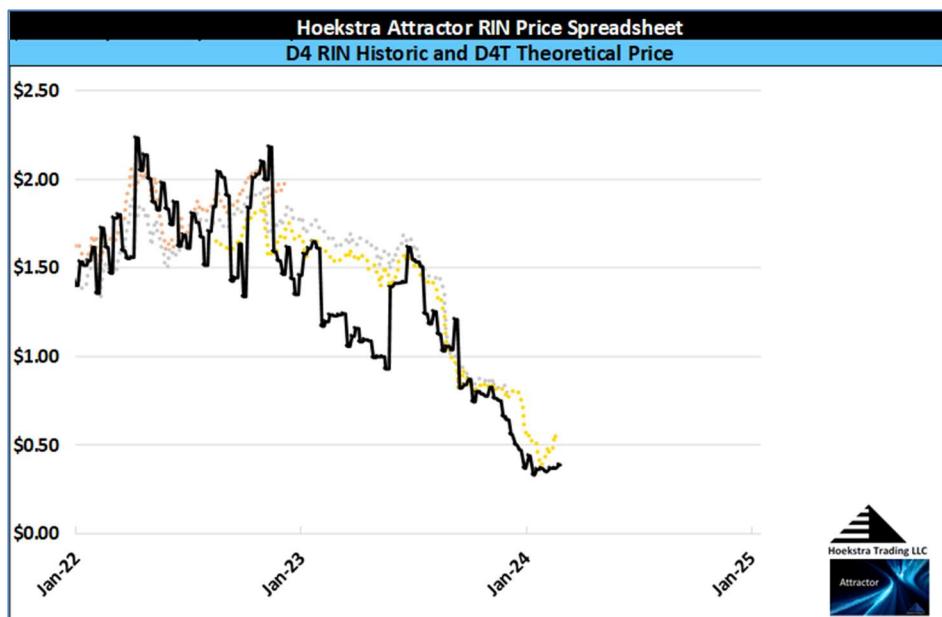
**Your purchase will also include 6 months of unlimited consultation** by phone and E-mail on matters related to environmental credits.

Attached is the Table of Contents and a sample invoice with the information needed to prepare a purchase order.

There will be no restrictions on how you may use or distribute the information received through purchase of this report.

This offer is valid until June 30, 2024.

George Hoekstra  
Phone: +1 630 330 8159  
E-mail: [george.hoekstra@hoekstratrading.com](mailto:george.hoekstra@hoekstratrading.com)





# SAMPLE INVOICE

**Hoekstra Trading LLC**

DATE: SAMPLE  
INVOICE NUMBER: SAMPLE

Hoekstra Trading LLC  
421 Janes Ave. Unit 102 Bolingbrook, IL. 60440  
Phone +1 630 330 8159  
[George.hoekstra@hoekstratrading.com](mailto:George.hoekstra@hoekstratrading.com)  
PNC Bank of Ohio ABA number 071921891 account number 4712186382

swift code pnccus33  
EIN 26-3221486

TO SAMPLE INVOICE

PAYMENT TERMS	DUE DATE
30 days from invoice	30 days from invoice

quantity	description	unit price USD	line total USD
<u>Reference PO Number</u>			
1	Report, Hoekstra Research Report 10 including: 1. Report on RIN and sulfur credit pricing and economics 2. Hoekstra ATTRACTOR spreadsheet model 3. Attachments	\$20,000	\$20,000
1	Client presentation delivered in on-site client meeting.	No charge	No charge
1	Unlimited phone and E-mail consultation for 6 months on matters related to RINs and sulfur credits	No charge	No charge
Total			\$20,000



Hoekstra Trading LLC  
October 31, 2020

---

# *Hoekstra Research Report 10*

*RINs and sulfur credit pricing and economics*

## **1 CONTENTS**

---

2	RIN CREDIT BASICS .....	3
2.1	D6 RINs.....	3
2.2	RIN trading .....	4
2.3	RIN vintage .....	4
2.4	RIN quality.....	6
3	THE 2013 D6 RIN BOIL OVER .....	8
3.1	Breaching the blend wall.....	9
3.2	Possible solutions .....	9
3.3	The biodiesel solution .....	10
3.4	Biodiesel economics.....	11
4	RINS IN 2014-2015 – UNCERTAINTY REIGNS.....	13
4.1	Regulatory, political, and legal uncertainty .....	13
4.2	Leaks, late rulings, and retroactive mandates .....	14

<b>4.3</b>	<b>Diesel and soybean price swings.....</b>	<b>15</b>
5	SUMMARY OF EVENTS IN RIN HISTORY THROUGH 2020.....	18
6	RIN PRICE MODELING.....	20
<b>6.1</b>	<b>Irwin, McCormack, Stock (IMS) RIN pricing model.....</b>	<b>20</b>
7	HOEKSTRA RIN PRICING SPREADSHEET.....	21
8	IMPACT OF RIN COSTS ON INDUSTRY PROFITABILITY.....	23
<b>8.1</b>	<b>Refiners.....</b>	<b>23</b>
<b>8.2</b>	<b>Renewable Energy Group (REGI).....</b>	<b>23</b>
<b>8.3</b>	<b>Casey's General Stores (CASY) .....</b>	<b>24</b>
9	THE PASS THROUGH AND RECAPTURE OF RIN COSTS .....	26
<b>9.1</b>	<b>Two equations .....</b>	<b>26</b>
<b>9.2</b>	<b>Derivation.....</b>	<b>27</b>
<b>9.3</b>	<b>rin price passthrough spreadsheet.....</b>	<b>30</b>
10	TIER 3 GASOLINE AND SULFUR CREDITS .....	30
<b>10.1</b>	<b>A level playing field.....</b>	<b>30</b>
<b>10.2</b>	<b>Anticipating Tier 3.....</b>	<b>30</b>
11	ATTACHMENTS .....	32