

PROCEDURES FOR THE NEGOTIATION:

- 1. BUYER send ICPO + BCL or Information of account of bank with an authorization the soft probe of funds. + NCNDA + IMFPA signed and sealed by the Buyer and the intermediaries there are if them.**
- 2. Seller issues FCO with the decided price, the mode of payment and the procedures.**
- 3. Buyer signs and seals the FCO, accepting the price, the mode of payment and procedures of Seller and return to Seller.**
- 4. Seller issues draft contract sends and it for the company/signature and seal of the Buyer.**
- 5. Buyer signs and seals draft contract (s) and return.**
- 6. Seller issues Hard Copies of the contract to sees exchanged by facsimile or by email.**
- 7. Buyer sends Swift of L/C or SBLC in Sellers favor, this is the POF.**
- 8. Seller issues 2% PB, in the form of Standby Letter of Credit, to activate the nonoperative L/C. This can take from 5-7 working days. And send the POP to Buyer.**
- 9. First shipment commences opening to buyer' financial s instrument. Additional any shipments to take pleases regular AT intervals ace Rep contract schedule.**