

SOFT FCO FORM:
(On corporate letterhead)

We, _____, as Agent for Sellers, attest with legal and corporate authority that we are ready, willing and able to Sell (*the commodity*) under the following terms and conditions:

Conditions:

PRODUCT / INTENDED USE: _____
ORIGIN: _____
QUANTITY: _____ (metric tons per month)
SHIPMENT: Within 30 -45 days from L/C confirmation,
DESTINATION: _____
PACKING: Bulk, ship to tank
INSPECTION: By SGS or Equivalent at Sellers cost at loading port for Quality and Quantity. Inspection Report will be binding to both parties and would be considered Final.
PRICE / INCOTERM: _____ (USD/EURO) per metric ton, CIF _____
PAYMENT CURRENCY: _____ USD (United States Dollar) / EURO
PAYMENT TERMS: IRREVOCABLE, CONFIRMED, LETTER OF CREDIT ISSUED AND CONFIRMED BY A SELLER BANK, WITH PAYMENT 100% AT SIGHT AT SELLERS ACCOUNT BANK AGAINST PRESENTATION OF THE SHIPMENT DOCUMENT AS PER CONTRACT. The text of the LC must be pre-approved by the Seller's Bank prior to the activation of the Payment Instrument.
SPECIFICATIONS: Below as Exhibit A
PROCEDURES Below as Exhibit B
Sellers Company Details: To be provided after ICPO or LOI+BCL
Sellers Bank Details: To be provided after ICPO or LOI+BCL
BUYERS COMPANY and BANK INFORMATION : to be provided with the ICPO or LOI+BCL

_____, as Agent for Sellers understands that any and all offers and/or contracts are subject to successful verification of funds, availability of commodity, and other factors.

_____, as Agent for Sellers
by:

Authorized Signature and Seal

(NEW PAGE: on letterhead with signature/seal)

EXHIBIT A - Typical Specifications: FULL + lab report

(NEW PAGE: on letterhead with signature/seal)

EXHIBIT B - PROCEDURES:

ImExGO RECOMMENDED PROCEDURES: SELL

- 1. ImExGO (on behalf of Seller) sends SOFT OFFER to sell or SOFT FCO from Seller**
- 2. Buyer responds with HARD ICPO /LOI+BCL with full Company and Banking disclosures**
- 3. Seller issues DRAFT Contract, and Banks exchange Proof of Product for Proof of Funds**
- 4. Parties exchange hard copies of Final Contract**
- 5. Buyer issues Non-operative L/C, awaiting Seller's issuance of Performance Bond**
- 6. Inspection of product, L/C opens, Funds transfer, Shipment begins as per Final Contract**

PRINCIPLES for FINALIZING BUSINESS with AGENTS:

1. Seller's Agent offers his seller's product or commodity, disclosing all information except Seller's identifying information = **(SOFT FCO)**
2. Buyer's Agent brings his ready, willing and financially able, **pre - qualified** Buyer in the background to the deal with necessary financial capability disclosed = **(HARD ICPO or LOI+BCL)**
3. Seller presents a CONTRACT and BUYER signs = DEAL COMPLETE
4. Agents are paid as follows:
 - a. Seller pays Seller's agent for services rendered under their Compensation Agreement.
 - b. Buyer pays Buyer's agent for services rendered under their Compensation Agreement.
 - c. Negotiated CONTRACT price remains unaffected by Agent fees.
 - d. Buyer and Seller have the right to deal face to face at the time of CONTRACT without Agents.