

THE LOI / ICPO MUST MEET ALL THE SEVEN (7) POINTS OF THIS LETTER OF CRITERIA IN ORDER TO BE ACCEPTED.

- 1- **The LOI/ICPO MUST** be addressed to: "END SELLER", please do not address to my company or my name, just "END SELLER".
- 2- **The LOI/ICPO MUST** be freshly dated and signed.
- 3- **The LOI/ICPO MUST** has printed on the seller's procedures and terms as follows:

PAYMENT TERMS AND PROCEDURES

- By Irrevocable, **SBLC equal to the value of 1 month** shipments, payable at sight valid for the period of 12 months and one (1) day from the date of issue. Payment for each shipment shall be effected by Telex Transfer (TT) at sight upon presentation by the Seller of all agreed documents required for payment.

- **ALL RDLC MUST BE SEND WITH 1 MONTH BG/SLC**

\$10.00 less for using a BG or SLC (1 MONTH) payment.

- **An ARDLC (Automatic Revolving Documentary Letter of Credit- Transferable) can be use with no BG.**

- **BUYER ISSUES LOI or ICPO + BCL from top 25 Bank.**
- SELLER ISSUES FCO / DRAFT CONTRACT.
- BUYER SENDS DRAFT CONTRACT SIGNED SELLER SENDS FINAL CONTRACT.
- BUYER OPENS NON OPERATIVE PAYMENT INSTRUMENT.
- SELLER SENDS THE 2 % PERFORMANCE BOND WHICH ACTIVATES THE PAYMENT INSTRUMENT. SHIPMENT COMMENCES AS PER THE TERMS OF THE CONTRACT.

- 4- **The LOI/ICPO MUST** have full banking coordinates: bank name, physical address (No, P.O.BOX), account name, account number, name of the bank's official for the account, direct telephone number, fax number, email address, and a written authorization for the seller to perform a soft probe on the account.
- 5- **The LOI/ICPO MUST** have the seller's price for that product as on the soft offer.
- 6- **The LOI/ICPO MUST** be done on the buyer's letter head.
- 7- **The LOI/ICPO MUST** be in "pdf format", no scanned pictures.