



FTN EXPORTING AUSTRALIA (Principal)

FTNX Doctrine of Trade

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No phone number served on line

To : Suppliers and End buyers Worldwide

From: FTNX Commodity Exchange (FCE)

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Doing Business with FTNX

The Supplier:

FTNX is busy at all times, to ensure we reply to an inquiry quickly, a set of procedures must apply. We are unable to conduct business unless the nature of business is expressed in writing. You are a supplier in possession of export ready goods, looking to sell a large quantity of export ready goods on a revolving basis for listing on the FCE. FTNX has the right to buy the listed goods within the validity period of the offer made. We will not consider FCL. We do not accept EXW Incoterms .We accept FAS or FOB incoterms , and if destination becomes available, CFR or CIF as per current incoterms . We do not use any other delivery modes.

- The supplier provides FCE with a full offer via a PDF.
- The offer must include specifications, price, basis, and discount for quantity. The offer if poorly applied will be deleted.
- The validity date of the offer must be set for 4 months or more - 1 year is ideal.
- Once an offer is advised, FTNX has the option to buy such goods.
- If validity expires, and goods have not been purchased, the supplier has the option to re-list such goods.
- The offer once signed by FTNX is legally binding.
- The supplier may commence preparing goods for loading as the contract is prepared.

- The contract is advised as a PDF and a hardcopy as advised by a courier, once the PDF version no longer bears a draft status.
- The PDF version allows for the transaction to continue while awaiting hardcopy contracts to arrive and return as signed and sealed.
- The contract is advised to FTNX. Once the contract is signed, the supplier has 21 days or less to complete first delivery as per contract.
- Once the hardcopy contract is returned as signed and sealed, within & days of such FTNX as buyer, lodge the financial instrument to the banks of the supplier as stated on the offer and contract.
- The supplier has 5 banking days to accept the payment instrument.
- Upon DLC being accepted, the supplier replies with a Performance Guarantee as stated on the offer and contract.
- Upon delivery being completed and transport documents are cleanly delivered payment for goods is collected by the supplier.
- Shop leaves port of loading
- Goods arrive at destination poorer. Supplier allows 90 days for goods to be rejected, as specified on the contract .
- Next delivery is made in sequence of the first as described on the contract

Currency

FCE will buy revolving goods using Euro or BPD as the payment currency, until further notice, as this is the safest aspect at this time. FCE will accept USD if one large NBC shipment is being purchased.

P.G

2.0% of goods value supports the P.G issue value.If the supplier fails to deliver ordered goods 'on time' the FCE will claim the P.G for each late delivery.

End Buyers

An entity buying and importing goods from the FCE must be deemed as being the end buyer taking possession and paying for ordered goods. The end buyer may fill in a BIF (Buyers Inquiry Form found in library www.ftnx.net) or advise us a quote for goods being sought. If an offer is made by the FCE, it is made within 7 days of the BIF being submitted if goods are on hand.

The offer has full details of procedures. Once the offer is accepted it is legally binding unless stated otherwise on the offer. FCE starts preparing goods for selling to the end buyer. Should the end buyer cancel the offer, or fail to sign the contract, expenses will be incurred and become payable to FCE before an offer or contract is made void.

Countertrade

FCE specialise in countertrade and trading in large revolving contracts. Products such as coal, refined fuels and ores - a revolving period exceeding 2 year is expected. A supplier looking to get a price of the next harvest, should advise a price sought 6 months before harvesting commences.

Transaction Period

Once the offer has been signed as accepted by the supplier and the FCE, the whole transaction up to the first delivery date must be completed within 70 days or less.

In Summary

Strictly applied, safe, well tested trade procedures apply at all times when dealing with the FCE. We are unable to enact with intermediaries or third party buyers or sellers. All financial instruments will be advised from a Top 100 ranked bank of the world otherwise the financial instrument will be advised as confirmed. If the supplier is in contact with a FCE agent, the supplier must contact the FCE agent and not FTNX, otherwise large quantities of goods offered on a revolving basis may be directly submitted to FCE.

Yours sincerely,

Davide Giovanni Papa

www.ftnx.net