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Buyers' Q & A

Q1:

Why can't I find real suppliers/sellers? Why couldn't I get my order delivered months/years after I had issued a letter of credit? Why do I still feel I have not found real sellers after the seller and broker have shown me several "real" documents? Why have I still had no deliveries after I have pushed the seller to ship the order?

A1:

If you're seeking sellers only on the internet by receiving soft offers or any urgent sale offers which might have been circulating on the internet for months with enticing low prices and often time these non-market-priced offers attract you with fake information such as blocked SGS, dated pictures and copies of old shipping documents which might be solicited by you or by your brokers in order to prove the contact is the real seller. As a matter of fact, you might have wasted a tremendous amount of time with these fake offers which may not have anything to sell in reality. The fake seller just wants to either obtain buyer's bank info or use the DLC you issued for something else. This is why your fake seller can not deliver even if you have issued the payment instrument to them.

Q2:

So, who are real sellers then?

A2:

Real sellers do not promote their websites, and do not provide SGS copies, nor shipping documents, They do not provide any proof because it's against international trade laws to release records or any old shipping documents, and once these documents are released, these records will be circulating in the internet for months and years and crooks would use them as proof to earn buyer's trust and you can fall, into a trap. The real sellers only show you the current market price for commodities they have been selling for decades. These sellers could also be real sellers even though they do not provide the proof you desire. Focus on what they have to offer, not on fake papers providers. The best way is to go through brokers/intermediaries and sign a NON-Circumvent & NON-Disclosure Agreement with these intermediaries, then your brokers can work out the deal for you, as they need to earn it.

Q3:

How do I start to proceed? When do I get the POP?

A3:

Send buyer's Letter of Intent(LOI) and Bank Capacity Letter (BCL) to sellers through your intermediaries as the first step, then sellers will check the end buyer's LOI and BCL. Then either a FCO or CONTRACT issued by the seller will follow, the buyer will then need to sign it and

send it back to the seller, the POP will be provided against POF(MT799), after which the buyer must issue payment instrument to the seller through their banks. It's a bank undertaking process, everything will be executed by the banks as to all papers, with no risk at all. There is no phone conference prior to submission of buyer's LOI and BCL, seller will contact intermediaries and give instructions to the buyer through intermediaries. The buyer always needs to know the procedure of doing business with the seller. The seller won't release POP until the payment is made the seller since it's business secrets and the game rule of LQC business, let the intermediary show you the way to achieve your goals. Too many intermediaries in between may cause problems of credibility and reliability, the buyer could not make any wise decisions. We suggest you and your buyer can hold a phone conference with us with appointment only in order to clarify all questions and difficulty. It is equally imperative to inform you that **we do not provide PICTURES, BL, SGS, SANITIZED OR UNSANITIZED DOCS as they are not PROOF OF PRODUCT** and **POP is always done BANK TO BANK.**

Q 4:

Why is 3-month BG/SBLC payment term initial to purchase iron ore and petroleum-related commodities?

A4:

Two main reasons: (1) When the first shipment is unloading at destination, the 2nd shipment is already on water and the 3rd shipment is loading and the origin port leaving the port anytime soon. (2) The seller would have to pay the entire ocean freight one time for 12 shipments at the very first month, what about the buyer would only buy 2 or 3 shipment and do not buy any more with any reasons? Who's advantage would be damaged? You know the answer, don't you? There is no room for change on payment term except some special conditions.

Best Wishes,
Sales Department
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