

Procedure of Four Seasons Asia Pacific Ltd (FSAP)

And his supplier adheres strictly to the procedural standards of foreign trade set out by the ICC International Chamber of Commerce, and conducts all trade in strict accordance with Incoterms 2000 and the Uniform Rules for Collection expressed in ICC URC no. 502. The Buyer can be confident that FSAP will guide you

Buyer >> Seller	LOI	Buyer provides a proper issued Letter of intent LOI describing requirements.
Seller >> Buyer	SCO	Seller responds with a soft corporate offer indicating ability to fill demand, and price of product.
Buyer >> Seller	ICPO	Buyer responds with an ICPO irrevocable corporate purchase order indicating willingness to enter into contract at specified price.
Seller >> Buyer	FCO	Seller responds with FCO firm corporate offer indicated price and payment terms, and requesting bank endorsement.
Buyer >> Seller	BCL	Buyers signs FCO, and provides BCL banking comfort letter, on bank letter head.
Seller >> Buyer	Contract	Seller provides a contract , which can be negotiated back and forth with buyer, if so.
Buyer >> Seller	Pre Advise IRDLC	Buyer sends pre-advise irrevocable revolving documentary letter of credit.
Seller >> Buyer	POP	IRDLC in hand, seller provides POP documentation, which is communicated from the seller's bank to the buyer's bank.
Buyer >> Seller	Active IRDLC	POP activates the IRDLC , the activation of which is communicated from the buyer's bank to the seller's bank.
Seller >> Buyer	Product	Product is loaded , all shipment , certification, specification, quality and origination documentation , as per contract, is forwarded from the seller's bank to the buyer's bank to release payment.