

Contract No.89

Copyright
THE GRAIN AND FEED TRADE ASSOCIATION

CONTRACT FOR FULL OR LIMITED CONTAINER LOADS (FCL OR LCL) BULK, BAGS, CARTONS, DRUMS OR TINS FOB TERMS

**delete/specify as applicable*

Date.....

SELLERS

INTERVENING AS BROKERS

BUYERS

have this day entered into a contract on the following terms and conditions.

1. GOODSoforigin

2. QUANTITY

full containers each estimated to contain

3. PRICE

Delivered Free on Board on Buyers' nominated carriers in containers in bulk or bags at
per tonne of 1000 kilograms, gross for net weight.

4. BROKERAGEper tonne, to be paid by Sellers on the mean contract quantity, goods lost or not lost, contract fulfilled or not fulfilled unless such non-fulfilment is due to the cancellation of the contract under the terms of the Prevention of Delivery Clause. Brokerage shall be due on the day shipping documents are exchanged, or if the goods are not delivered then the brokerage shall be due on the 30th consecutive day after the last day for delivery. Any disputes arising out of this clause shall be referred to arbitration in accordance with the arbitration clause.

5. QUALITY

*Final at point of stuffing the container

*Final at time and place of discharge (or at the un-stuffing) of the container

*Final as per sealed sample at time and place of shipment/discharge, in the possession of

*Government, Official or Customary Inspector's Certificates issued at time and place of delivery shall be final as to quality.

*Certificate..... to be certified by an independent internationally recognised body at origin. Should Sellers fail to provide a certificate which is independent (e.g. those based upon samples not independently drawn, or those which fail to identify the goods shipped with the goods inspected), Buyers have the option to instruct their representatives to draw and seal delivery samples within 3 business days of de-stuffing the container for the purposes of re-grading and/or analysis. Sellers' representatives to be in attendance at sampling when duly appointed immediately after receipt of notice from Buyers of their intention to sample. In such case Buyers and Sellers agree to accept the result of regrading/analysis. Charges for sampling, re-grading and/or analysis to be borne half by Buyers and half by Sellers.

Fumigation

Condition. Shipment shall be made in good condition.

6. PLACE OF ACCEPTANCE

At point of packing or container depot, base or terminal in.....

7. DELIVERY PERIOD

Delivery period of the stuffed container during

Buyers to give days' pre-advice of nomination of the carrier or forwarding agent, including delivery of the container.

The bill(s) of lading shall be dated when the goods are handed over to the Container Consortia or their Agents.

Buyers have the right to substitute the nominated carrier or forwarding agent, but in any event the original delivery period and any extension shall not be affected thereby. Provided the vessel is presented at the loading port in readiness to load within the delivery period, Sellers shall if necessary complete loading after the delivery period and carrying charges shall not apply. In case of re-sales all notices shall be passed on without delay, where possible, by telephone and confirmed on the same day in accordance with the Notices Clause. Sellers shall give notice to Buyers within 3 business days of the presumed bill of lading date, the first vessel's name, the presumed weight shipped and the date or the presumed date of the bill of lading and the container number.

In any month containing an odd number of days the middle day shall be accepted as being in both halves of the month, except for pricing purposes the middle day shall be considered to be in the first half of the month.

8. EXTENSION OF HANDING OVER

The contract period for handing over, if such be 31 days or less, shall be extended by an additional period of not more than 8 days, provided that Sellers serve notice claiming extension not later than the next business day following the last day of the originally stipulated period. The notice need not state the number of additional days claimed.

Sellers shall make an allowance to Buyers, to be deducted in the invoice from the contract price, based on the number of days by which the originally stipulated period is exceeded, in accordance with the following scale:-

1 to 4 additional days, 0.50%;

5 or 6 additional days, 1%;

7 or 8 additional days 1.50% of the gross contract price.

If, however, after having served notice to Buyers as above, Sellers fail to hand over within such 8 days, then the contract shall be deemed to have called for acceptance during the originally stipulated period plus 8 days, at contract price less 1.50%, and any settlement for default shall be calculated on that basis. If any allowance becomes due under this clause, the contract price shall be deemed to be the original contract price less the allowance and any other contractual differences shall be settled on the basis of such reduced price.

9. LOADING

Vessel(s) to load the containers in accordance with the custom of the port of loading at Sellers' expense. Containers shall be fit for purpose.

10. PAYMENT

(a) **Payment**..... shall be by cash, in in exchange for all agreed contractual documents, on or before arrival of the ship at loading terminal, at Buyers' option, but if

the ship shall not have arrived within days from the date of bill of lading, payment,

unless already made, shall be made on or after the day from bill of lading date when required by Sellers.

(b) If these documents have not been sighted at time of ship's arrival at terminal, Sellers shall provide other documents entitling Buyers to obtain collection, and, without prejudice to Buyers' rights under the contract, payment must be made in exchange for same, provided that if such payment be made, any charges incurred by reason of such non-sighting of documents shall be borne by Sellers. When payment is due on a non-business day, Buyers shall have the option of taking up the shipping documents on the previous business day - payment to be made not later than 12 noon. Any balance to be settled on rendering final invoice. Costs of collection shall be for account of Sellers, but if Buyers demand presentation only through a bank of their choice, in that event any additional collection costs shall be for the account of the Buyers.

(c) **Interest.** If there has been unreasonable delay in any payment, interest appropriate to the currency involved shall be charged. If such charge is not mutually agreed, a dispute shall be deemed to exist which shall be settled

by arbitration. Otherwise interest shall be payable only where specifically provided in the terms of the contract or by an award of arbitration. The terms of this clause do not override the parties' contractual obligation under sub-clause (a).

11. WEIGHING

*Final at time and place of loading as Sellers' expense

*Final at time and place of discharge at Buyers' expense

If final at time and place of loading:

* As per GAFTA registered superintendents' certificate at Sellers' choice and expense, (in which case the Deficiency Clause will not apply). The terms and conditions of GAFTA Weighing Rules No. 123 are deemed to be incorporated into this contract.

* Independent weighbridge certificate, with deduction of pallet weight, where appropriate.

12. FUMIGATION

Where fumigation has been agreed, the terms and conditions of GAFTA Fumigation Rules No. 132 shall be incorporated into this contract.

13. EXPORT LICENCE - if required, to be obtained by Sellers.

14. DUTIES, TAXES, LEVIES, ETC.

Sellers shall customs clear the goods for export. All export duties, taxes, levies, etc., present or future, in country of origin, or of the territory where the port or ports of shipment named herein is/are situate, shall be for Sellers' account.

15. INSURANCE

Marine and war risk insurance including strikes, riots, civil commotions and mine risks to be effected by Buyers with first class underwriters and/or approved companies. Buyers shall supply Sellers with confirmation thereof at least 5 consecutive days prior to expected readiness of vessel(s). If Buyers fail to provide such confirmation, Sellers shall have the right to place such insurance at Buyers' risk and expense.

16. PREVENTION OF DELIVERY

"Event of Force Majeure" means (a) prohibition of export or other executive or legislative act done by or on behalf of the government of the country of origin or of the territory where the port or ports named herein is/are situate, restricting export, whether partially or otherwise, or (b) blockade, or (c) acts of terrorism, or (d) hostilities, or (e) strike, lockout or combination of workmen, or (f) riot or civil commotion, or (g) breakdown of machinery, or (h) fire, or (i) ice, or (j) Act of God, or (k) unforeseeable and unavoidable impediments to transportation or navigation, or (l) any other event comprehended in the term "force majeure".

Should Sellers' performance of this contract be prevented, whether partially or otherwise, by an Event of Force Majeure, the performance of this contract shall be suspended for the duration of the Event of Force Majeure, provided that Sellers shall have served a notice on Buyers within 7 consecutive days of the occurrence or not later than 21 consecutive days before commencement of the period of delivery, whichever is later, with the reasons therefor.

If the Event of Force Majeure continues for 21 consecutive days after the end of the period of delivery, then Buyers have the option to cancel the unfulfilled part of the contract by serving a notice on Sellers not later than the first business day after expiry of the 21 day period.

If this option to cancel is not exercised then the contract shall remain in force for an additional period of 14 consecutive days, after which, if the Event of Force Majeure has not ceased, any unfulfilled part of the contract shall be automatically cancelled.

If the Event of Force Majeure ceases before the contract or any unfulfilled part thereof can be cancelled, Sellers shall notify Buyers without delay that the Event of Force Majeure has ceased. The period of delivery shall be extended, from the cessation, to as much time as was left for delivery under the contract prior to the occurrence of the Event of Force Majeure. If the time that was left for delivery under the contract is 14 days or less, a period of 14 consecutive days shall be allowed.

The burden of proof lies upon Sellers and the parties shall have no liability to each other for delay and/or non-fulfilment under this clause, provided that Sellers shall have provided to Buyers, if required, satisfactory evidence justifying the delay or non-fulfilment.

171 **17. NOTICES**

172 All notices required to be served on the parties pursuant to this contract shall be served rapidly in legible form.
173 Methods of rapid communication for the purposes of this clause are defined and mutually recognised as: - either
174 telex, or letter if delivered by hand on the date of writing, or telefax, or E-mail, or other electronic means, always
175 subject to the proviso that if receipt of any notice is contested, the burden of proof of transmission shall be on
176 the sender who shall, in the case of a dispute, establish, to the satisfaction of the arbitrator(s) or board of appeal
177 appointed pursuant to the Arbitration Clause, that the notice was actually transmitted to the addressee. For the
178 purpose of serving notices in a string, any notice received after 1600 hours on a business day shall be deemed to
179 have been received on the business day following. In case of resales/repurchases all notices shall be served
180 without delay by sellers on their respective buyers or vice versa. A notice to the Brokers or Agent shall be
181 deemed a notice under this contract.

182
183 **18. NON-BUSINESS DAYS**

184 Saturdays, Sundays and the officially recognised and/or legal holidays of the respective countries and any days,
185 which GAFTA may declare as non-business days for specific purposes, shall be non-business days. Should the time
186 limit for doing any act or serving any notice expire on a non-business day, the time so limited shall be extended
187 until the first business day thereafter. The period of delivery shall not be affected by this clause.

188
189 **19. DEFAULT**

190 In default of fulfilment of contract by either party, the following provisions shall apply: -

191 (a) The party other than the defaulter shall, at their discretion have the right, after serving notice on the defaulter,
192 to sell or purchase, as the case may be, against the defaulter, and such sale or purchase shall establish the default
193 price.

194 (b) If either party be dissatisfied with such default price or if the right at (a) above is not exercised and damages
195 cannot be mutually agreed, then the assessment of damages shall be settled by arbitration.

196 (c) The damages payable shall be based on, but not limited to, the difference between the contract price and either
197 the default price established under (a) above or upon the actual or estimated value of the goods, on the date of
198 default, established under (b) above.

199 (d) In all cases the damages shall, in addition, include any proven additional expenses which would directly and
200 naturally result in the ordinary course of events from the defaulter's breach of contract, but shall in no case include
201 loss of profit on any sub-contracts made by the party defaulted against or others unless the arbitrator(s) or board
202 of appeal, having regard to special circumstances, shall in his/their sole and absolute discretion think fit.

203 (e) Damages, if any, shall be computed on the quantity called for if any but, if no such quantity has been declared
204 then on the mean contract quantity, and any option available to either party shall be deemed to have been
205 exercised accordingly in favour of the mean contract quantity.

206
207 **20. INSOLVENCY**

208 If before the fulfilment of this contract, either party shall suspend payments, notify any of the creditors that he is
209 unable to meet debts or that he has suspended or that he is about to suspend payments of his debts, convene, call
210 or hold a meeting of creditors, propose a voluntary arrangement, have an administration order made, have a
211 winding up order made, have a receiver or manager appointed, convene, call or hold a meeting to go into
212 liquidation (other than for re-construction or amalgamation) become subject to an Interim Order under Section
213 252 of the Insolvency Act 1986, or have a Bankruptcy Petition presented against him (any of which acts being
214 hereinafter called an "Act of Insolvency") then the party committing such Act of Insolvency shall forthwith serve a
215 notice of the occurrence of such Act of Insolvency on the other party to the contract and upon proof (by either the
216 other party to the contract or the Receiver, Administrator, Liquidator or other person representing the party
217 committing the Act of Insolvency) that such notice was thus served within 2 business days of the occurrence of the
218 Act of Insolvency, the contract shall be closed out at the market price ruling on the business day following the
219 serving of the notice. If such notice has not been served, then the other party, on learning of the occurrence of the
220 Act of Insolvency, shall have the option of declaring the contract closed out at either the market price on the first
221 business day after the date when such party first learnt of the occurrence of the Act of Insolvency or at the market
222 price ruling on the first business day after the date when the Act of Insolvency occurred. In all cases the other party
223 to the contract shall have the option of ascertaining the settlement price on the closing out of the contract by re--
224 purchase or re-sale, and the difference between the contract price and the re-purchase or re-sale price shall be the
225 amount payable or receivable under this contract.

226
227 **21. DOMICILE**

228 This contract shall be deemed to have been made in England and to be performed in England, notwithstanding
229 any contrary provision, and this contract shall be construed and take effect in accordance with the laws of
230 England. Except for the purpose of enforcing any award made in pursuance of the Arbitration Clause of this
231 contract, the Courts of England shall have exclusive jurisdiction to determine any application for ancillary relief,

(save for obtaining security only for the claim or counter-claim), the exercise of the powers of the Court in relation to the arbitration proceedings and any dispute other than a dispute which shall fall within the jurisdiction of arbitrators or board of appeal of the Association pursuant to the Arbitration Clause of this contract. For the purpose of any legal proceedings each party shall be deemed to be ordinarily resident or carrying on business at the offices of The Grain and Feed Trade Association, (GAFTA), England, and any party residing or carrying on business in Scotland shall be held to have prorogated jurisdiction against himself to the English Courts or if in Northern Ireland to have submitted to the jurisdiction and to be bound by the decision of the English Courts. The service of proceedings upon any such party by leaving the same at the offices of The Grain and Feed Trade Association, together with the posting of a copy of such proceedings to his address outside England, shall be deemed good service, any rule of law or equity to the contrary notwithstanding.

22. ARBITRATION

(a) Any and all disputes arising out of or under this contract or any claim regarding the interpretation or execution of this contract shall be determined by arbitration in accordance with the GAFTA Arbitration Rules, No 125, in the edition current at the date of this contract; such Rules are incorporated into and form part of this Contract and both parties hereto shall be deemed to be fully cognisant of and to have expressly agreed to the application of such Rules.

(b) Neither party hereto, nor any persons claiming under either of them shall bring any action or other legal proceedings against the other in respect of any such dispute, or claim until such dispute or claim shall first have been heard and determined by the arbitrator(s) or a board of appeal, as the case may be, in accordance with the Arbitration Rules and it is expressly agreed and declared that the obtaining of an award from the arbitrator(s) or board of appeal, as the case may be, shall be a condition precedent to the right of either party hereto or of any persons claiming under either of them to bring any action or other legal proceedings against the other of them in respect of any such dispute or claim.

(c) Nothing contained under this Arbitration Clause shall prevent the parties from seeking to obtain security in respect of their claim or counterclaim via legal proceedings in any jurisdiction, provided such legal proceedings shall be limited to applying for and/or obtaining security for a claim or counterclaim, it being understood and agreed that the substantive merits of any dispute or claim shall be determined solely by arbitration in accordance with the GAFTA Arbitration Rules, No 125.

23. INTERNATIONAL CONVENTIONS

The following shall not apply to this contract: -

(a) The Uniform Law on Sales and the Uniform Law on Formation to which effect is given by the Uniform Laws on International Sales Act 1967;

(b) The United Nations Convention on Contracts for the International Sale of Goods of 1980; and

(c) The United Nations Convention on Prescription (Limitation) in the International Sale of Goods of 1974 and the amending Protocol of 1980.

(d) Incoterms

(e) Unless the contract contains any statement expressly to the contrary, a person who is not a party to this contract has no right under the Contract (Rights of Third Parties) Act 1999 to enforce any term of it.

24. PHYTOSANITARY CERTIFICATE

Where the provision of a phytosanitary certificate has been agreed between the parties, Sellers shall use their reasonable endeavours to supply, at their own cost, a phytosanitary certificate in circumstances where:

(a) After the date on which the contract has been entered into the named country of import changes its phytosanitary requirements or

(b) As at the date on which the contract has been entered into Sellers are not aware of the named country of import.

25. METHODS OF ANALYSIS

Unless otherwise agreed, the terms and conditions of GAFTA Methods of Analysis No. 130 are deemed to be incorporated into this contract.

Sellers.....Buyers.....

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GAFTA

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