What we charge, and when.

Seeing a price costs nothing. We are paid only when your goods actually ship, as a percentage of the FOB value of the container. No retainer, no subscription, no charge before loading.

STANDARD FEE
5% of FOB value

ON ORDERS ABOVE $100,000
3% of FOB value

MINIMUM PER SHIPMENT
$600

WHEN WE INVOICE
After loading bill of lading date

WORKED EXAMPLE

ITEM	AMOUNT
Castor Oil FSG, 16 MT net per 20-ft, FOB Mundra	USD 34,524
Our fee at 5%	USD 1,726
Paid by you before loading	USD 0

Based on the last confirmed mill price of USD 2,157.75/MT. The live price at the time of your quote applies.

THE RULES BEHIND THE NUMBER

- **One side only.** We are paid by you, the buyer, or we are paid by the mill. Never both on the same order. If a mill pays us, that fee is written into the FOB price you see before you commit.
- **Nothing before goods move.** Quotes, factory checks, samples and specification work are free. The first invoice is issued after the container loads.
- **The rate is fixed for the order.** Once we confirm the fee in writing, it does not change, whatever the mill price does after that.
- **Pass-through costs are at cost.** Third-party lab tests, factory audits and pre-shipment inspections are billed at the supplier invoice, with the invoice attached, and only if you ask for them.

> If a shipment is cancelled after loading, or the goods fail pre-shipment inspection, no fee is due. We would rather lose the fee than ship a bad container.