

Mercantile Exchange Negotiations	Counter Negotiation
Transparent, spread out and public.	Private, reserved and concentrated.
Open information, disclosed to the market before, during and after floors.	Privileged information, exclusive to some parties.
Pre-established rules and standards.	Free rules.
Equal rights and obligations.	Law of the strongest one.
Offer and demand forces operate freely.	There is no competition.
Transparent prices where the market itself makes its arbitration.	Price without referential, facilitating artificial and inadequate business.
Disputes sent to Arbitration Judgment. Quickness and Economy.	Disputes sent to common Justice. Delay and high costs.
Used by the Government for purchase and sale of governmental stocks.	Abandoned by the Government many years ago, because of fraud risks.
Operated by broker.	Operated by the interested parties themselves, the Purchaser and the Seller.
Purchase and sale offer Centralization.	Purchase and sale offer dilution.
Determined and exclusive local, with widened performance.	Local and regional scope.
Standard contracts, with rules for delivery.	Individual contracts with wide conditions.
Goods with very specific characteristics.	Any good.