

《国际商务制单》(第三版) 参考答案

项目一

1. 【参考答案】

单证制作原则上应做到“正确、完整、及时、简明、整洁”。

2. 同学们上网浏览“全国国际商务单证培训认证中心”网站 <http://www.icd.net.cn> 查询有关国际商务单证员考试的相关信息。

3. 【参考答案】

信用证上的条款“ON INVOICE ENDORSED BY COIN LABEL”意思是在发票的背面贴上圆型标签。货代公司由于疏忽,把标签贴在了发票的正面,以为正反面无所谓,只要贴上标签就可以了,结果遭到银行拒付,最终造成 5%的经济损失,还延迟结汇两个月,不应该。所以单证无小节,必须小心对待。

4. 【参考答案】

这是一个典型的业务员粗心大意,工作疏忽的案例。业务员在打单时,先入为主,以为中国人计量布匹都用“米”,没想到合同上用的是“码”,结果造成了 1 600 美元损失,仅仅因为一个字打错了。

5. 上机操作及情景模拟:

依据下面的简历模版,请同学们在电脑上用 WORD 文档制作一份个人求职简历。要求以国际商务单证员为目标岗位。然后组成小组,进行角色分工,模拟公司求职面试场景,加深了解企业对单证员的岗位要求。

要求:

1. 学生分组,按角色分面试官、应聘者,完成递交简历、互为问答的过程。相互打分。
2. 学生制作的简历要评分,作为平时成绩记录在案。

项目二

任务一【参考答案】

销售合同

SALES CONTRACT

卖方 GUANGDONG NATIVE PRODUCE & **NO.:** 2013NL44ABC1278
Seller: ANIMAL BY-PRODUCTS IMP & EXP CO. **DATE:** FEB 26TH, 2013
买方 ROTTERDAM FOODSTUFFS IMP & EXP CO. **SIGNED IN:** GUANGZHOU
Buyer: CHINA

经买卖双方同意成交下列商品，订立条款如下：

This contract is made by and agreed between the BUYER and SELLER, in accordance with the terms and conditions stipulated below.

唛头 Marks and Numbers	名称及规格 Description of Goods	数量 Quantity	单价 Unit Price	金额 Amount
N/M	SHELLED PEANUT FAQ. 2013 PACKED IN DOUBLE GUNNY BAGS	50 TONS	CIFC3% ROTTERDAM CNY3 500.00/TON	CNY175 000.00

总值 SAY RMB YUAN ONE HUNDRED SEVENTY-FIVE THOUSAND ONLY
TOTAL:

Transshipment (转运):

Allowed (允许) not allowed (不允许)

Partial shipments (分批装运):

Allowed (允许) not allowed (不允许)

Shipment date (装运期):

NOT LATER THAN MAY 31ST

Insurance (保险):

由 _____ 按发票金额 110%投保 _____ 险，另加保 _____ 险至 _____ 为止。

to be covered by the _____ FOR 110% of the invoice value covering ALL RISKS additional WAR RISK from GUANGZHOU to ROTTERDAM .

Terms of payment (付款条件):

买方不迟于 _____ 年 _____ 月 _____ 日前将 100%的货款用即期汇票/电汇送抵卖方。

The buyers shall pay 100% of the sales proceeds through sight(demand) draft/by T/T remittance to the sellers not later than _____.

买方须于 _____ 年 _____ 月 _____ 日前通过 _____ 银行开出以卖方为受益人的不可撤消即期信用证，并注明在上述装运日期后 _____ 天内在中国议付有效，信用证须注明合同编号。

The buyers shall issue an irrevocable L/C at sight through _____ in favor of the sellers prior to indicating L/C shall be valid in China through negotiation within _____ day after the shipment effected, the L/C must mention the Contract Number.

付款交单：买方应对卖方开具的以买方为付款人的见票后 _____ 天付款跟单汇票，付款时交单。

Documents against payment:(D/P)

The buyers shall duly make the payment against documentary draft made out to the buyers at _____ sight by the sellers.

承兑交单：买方应对卖方开具的以买方为付款人的见票后 _____ 天承兑跟单汇票，承兑交单。

Documents against acceptance:(D/A)

The buyers shall duly accept the documentary draft made out to the buyers at _____ days by the sellers.

本合同共 _____ 份，自双方代表签字（盖章）之日起生效。

This contract is in _____ copies, effective since being signed/sealed by both parties.

The Buyer

The Seller

任务评估 1.【参考答案】

销售确认书

SALES CONFIRMATION

卖方 SELLER:	GUANGDONG TEXTILES IMP. & EXP. CO., LTD 7/F, GUANGDONG TEXTILES MANSION, 168 XIAOBEI ROAD, GUANGZHOU, CHINA	编号 NO.:	GD-2013-7878
		日期 DATE:	6 th MARCH 2013
		地点 SIGNED IN:	GUANGZHOU, CHINA
买方 BUYER:	ABC TRADING CO., LTD NO.180 MOSQUE ROAD, GORAKANA, SRI LANKA		

买卖双方同意以下条款达成交易：

This contract is made by and agreed between the BUYER and SELLER, in accordance with the terms and conditions stipulated below.

1. 品名及规格 Commodity & Specification	2. 数量 Quantity	3. 单价及价格条款 Unit Price & Trade Terms	4. 金额 Amount
ART. NO. GL9001LEATHER DRESSING GLOVES IN GREY, BLUE AND BLACK COLOURS	3 000 PAIRS	CIFC2% COLOMBO USD26.00 PER PAIR	USD 78 000
Total:			USD 78 000

允许 溢短装，由卖方决定

With More or less of shipment allowed at the sellers' option

5. 总值 SAY U.S. DOLLARS SEVENTY EIGHT THOUSAND ONLY

Total Value

6. 包装 10 PAIRS IN A CARTON

Packing

7. 唛头 N/M

Shipping Marks

8. 装运期及运输方式 IN APRIL, 2013

Time of Shipment & Means of Transportation

9. 装运港及目的地 ANY CHINA PORT

Port of Loading & Destination

10. 保险 FOR 110 PCT OF INVOICE VALUE COVERING ALL RISKS AND WAR
Insurance RISK

11. 付款方式 BY L/C

Terms of Payment

12. 备注

Remarks

The Buyer

ABC TRADING CO., LTD

(signature)

The Seller

GUANGDONG TEXTILES IMP. & EXP. CO., LTD

(signature)

任务评估 2.【参考答案】.

销售确认书

SALES CONFIRMATION

GUANGDONG LIGHT ELECTRICAL APPLIANCES 编号 NO.:
卖方 CO. LTD. 日期 DATE: 20130422
SELLER: 52, DEZHENG ROAD SOUTH, GUANGZHOU, CHINA 地点 SIGNED IN: GUANGZHOU
A.B.C CORP. CHINA
BUYER: AKEDSANterINK AUTO P.O.BOX 9 FINLAND

买卖双方同意以下条款达成交易：

This contract is made by and agreed between the BUYER and SELLER , in accordance with the terms and conditions stipulated below.

1. 品名及规格 Commodity & Specification	2. 数量 Quantity	3. 单价及价格条款 Unit Price & Trade Terms	4. 金额 Amount
AIR CONDITIONER KFR25-GW	200PCS	USD180.00/PC CIF HELSINKI.	USD36 000.00
Total:			USD36 000.00

允许 溢短装，由卖方决定
With More or less of shipment allowed at the sellers' option

5. 总值 SAY US DOLLARS THIRTY-SIX THOUSAND ONLY
Total Value

6. 包装 EXPORT CARTONS
Packing

7. 唛头 AT SELLER' OPTIONS
Shipping Marks

8. 装运期及运输方式 BY SEA WITHIN 30 DAYS AFTER RECEIPT OF L/C
Time of Shipment & Means of Transportation

9. 装运港及目的地 FROM GUANGZHOU CHINA TO HELSINKI, FINLAND
Port of Loading & Destination

10. 保险 TO BE EFFECTED BY SELLERS FOR 110% OF INVOICE VALUE
Insurance COVERING W.P.A UP TO HELSINKI

11. 付款方式 BY IRREVOCABLE L/C PAYABLE BY SIGHT DRAFT TO REACH CHINA
Terms of Payment BEFORE MAY15, 2013.

12. 备注 TRANSSHIPMENT ALLOWED, PARTIAL SHIPMENT NOT ALLOWED.
Remarks

The Buyer A.B.C CORP. The Seller GUANGDONG LIGHT ELECTRICAL APPLIANCES CO. LTD.

(signature) (signature)

项目三

任务布置一.【参考答案】

- 1) 开证申请人：MALAKA CO.LTD VaNCOUVER CANADA
- 2) 受益人：GUANGZHOU TIANSHAN IMPORT & EXPORT CO.LTD.
185, ZHONGSHAN ROAD,GUANGZHOU, CHINA
- 3) 信用证号码：CD30000029
- 4) 开证日期：100501
- 5) 信用证有效期：100605
- 6) 到期地点：CHINA
- 7) 装运港：ANY CHINESE PORT
- 8) 目的港：VaNCOUVER
- 9) 装运期限：100515
- 10) 商品名称：“LITTLE SWAN” BRAND WASHING MACHINE
- 11) 商品数量；1 000 SETS
- 12) 要求单据：ORIGINAL SIGNED INVOICE PLUS THREE COPIES NOT
IN EXCESS OF THE
AMOUNT OF THIS CREDIT.FULL SET OF ORIGINAL
CLEAN ON BOARD MARINE BILL OF LADING .OUT TO
SHIPPER’S ORDER AND BLANK ENDORSED, MARKED
FREIGHT PRePAID AND NOTIFY APPLICANT QUOTING
FULL NAME AND ADDRESS, SHORT FORM BILL OF
LADING FORBIDDEN. ORIGINAL PACKING LIST PLUS
THREE COPIES
ORIGINAL CERTIFICATE OF ORIGIN PLUS ONE COPY
ISSUED BY CCPIT.
INSPCETION CERTIFICATE ISSUED BY CIQ
- 13) 交单期限；NOT LATER THAN 5TH JUNE, 2010
- 14) 信用证是否保兑：NOT CONFIRMED
- 15) 信用证是否可转让：NOT TRANSFERABLE
- 16) 信用证是否可撤销：IRREVOCABLE
- 17) 信用证金额：CURRENCY USD AMOUNTING 169 795.00
- 18) 信用证金额增减百分比：NOT EXCEEDING THE MAX OF L/C AMOUNT
- 19) 汇票付款期限：AT SIGHT
- 20) 能否分批：PERMITTED
- 21) 能否转船：PERMITTED
- 22) 付款人：NATIONAL BANK, CANADA

任务评估 1. 【参考答案】

敬启者：

我方在此开立一张以你方江苏康芙特进出口有限公司为受益人的、总金额为 212 500 美元的即期不可撤销信用证，请向我方开出即期汇票，并随函附上以下单据：

1. 需签发的商业发票一式三份，合同号为 96COT491；
2. 全套清洁、已装船提单，空白背书和凭指示，标明运费到付；
3. 由北京商品检验检疫局出具的质量和重量检验证明一式三份，原产地证明一式三份；
4. 货运证明，证明装船 500 公吨中国红豆，单价为每吨 425 美元 FOB 天津；
5. 2013 年 11 月 30 号前从中国发船到热那亚；
6. 不允许分批装运；
7. 不允许转船；
8. 允许 5% 的溢短装；金额允许 5% 的增减；
9. 信用证在起运后第 15 天在意大利到期。

谨启：意大利北方银行

任务评估 2. 【参考答案】

信用证要求卖方等待买方派人前往码头检验，并根据检验合格的结果向开证行确认，开证行再发一份信用证实书作为议付单据。这实际上为信用证附加了条件，卖方可以把它认作为软条款，要求买方修改信用证，但卖方忽视了，因此造成了不符点，被扣款。

任务评估 3. 【参考答案】

我方对此应吸取的教训之一就是必须对信用证业务下“单证相符”有足够认识。《统一惯例》UCP600 中对开证行的责任有如下规定：开证行必须合理谨慎地审核一切有关单据，并从表面上确定其是否与信用证条款相符，以决定是否承担付款的责任。因此，银行付款的依据只是看单据表面是否相符，而不管客户如何表态之类事宜。不论我方所提交发票金额与信用证金额多出多少，都以单证不符论处而拒付。在此项交易中，我方可在发票加“written off USD42.00”作内部注销，使发票金额与信用证金额相符，从而保证基本货款顺利结汇。

任务评估 4. 【参考答案】

改正：

1. 信用证的性质不符合合同的要求，应改为 IRREVOCABLE。
2. 到期日不符合合同要求，应为 6 月 15 日，而不是 4 月 16 日。
3. 议付地、到期日均在国外不妥，应改为国内广州。
4. 开证人错误，应为 A.B.C.CORP., 而不是 A.B.C.CO.。
5. 货款金额与合同不符，应为 USD36 480.00 (US.DOLLARS THIRTY SIX THOUSAND FOUR HUNDRED AND EIGHTY ONLY)。而不是 USD3 648.00
6. 汇票的付款期限不符，应为即期，而不是见票 20 天。
7. 分批装运规定与合同不符，应为 ALLOWED，而不是 NOT ALLOWED。
8. 合同号码错误，应为 98GQ468001，而不是 98SG468001。
9. 投保险别与合同不符，应为 F.P.A.，而不是 ALL RISKS AND WAR RISK。
10. 商品数量与合同不符，应为 9 600PCS，而不是 960PCS。应包括 10% 的溢短装。
11. 信用证中商品单价与合同不符，应为 USD3.80，而不是 USD6.80。

12. 投保金额与合同不符，应为发票金额的 110%，而不是 120%。
13. 交单时间太紧，应把 6 天改为 15 天。
14. 不保兑与合同不符，应为“保兑”。
15. 没有信用证适用的惯例。应有 SUBJECT TO UCP600 的字样。

项目四：

任务一

任务布置 1. 【参考答案】

出口商缮制发票时，粗心大意，误将规格打错，这为以后的问题埋下了伏笔。议付行也没有发现问题。等到付款行拒付时，再跟进口人交涉，为对方拒付提供了借口。这个案件主要是买方对货物不满意，正想毁约，就借卖方发票上的问题，找借口拒付。卖方不得已将货退回，损失了往返两程的外汇运费。应吸取教训。任何小的失误，都可能造成巨大的经济损失。

任务布置 2. 【参考答案】

- 1) 发票抬头应为 (XYZ COMPANY, NEW YORK)。
- 2) 发票上的价格条款后的港口应为 (NANJING, CHINA)。
- 3) 发票上的价格条款后的港口应为 (VANCOUVER, CANADA)。
- 4) 发票出具人应为 (ABC COMPANY, GUANGZHOU)。

任务布置 3 .【参考答案】

ABC COMPANY

NO.3188 JINZHANG ROAD, GUANGZHOU, CHINA

COMMERCIAL INVOICE

To: XYZ COMPANY, NEW YORK

Invoice No.: ABC123/2013

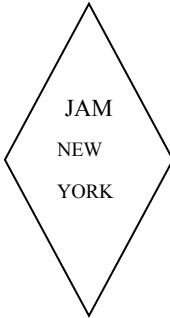
Invoice Date: MARCH 5TH, 2013

S/C NO.: SUM365/05

L/C NO. : GBD6688

From: GUANGZHOU, CHINA BY LINDA
V.125

To: NEW YORK, USA

Marks and Numbers	Number and kind of package Description of goods	Quantity	Unit Price	Amount
	MEILING BRAND CANNED ORANGE JAM 250GRAM/CAN	52 800CANS 12 CANS IN A CARTON	CIF NEW YORK USD6.55/CTN	USD28,820.00
	COUNTRY OF ORIGIN: P.R.CHINA THIS IS TO CERTIFY THAT ALL INFORMATION ARE TRUE AND CORRECT			

TOTAL:

USD28 820.00

SAY TOTAL: SAY US DOLLARS TWENTY EIGHT THOUSAND EIGHT HUNDRED AND TWENTY ONLY

ABC COMPANY

张明

任务二 【参考答案】

装箱单
PACKING LIST

Invoice No. ABC8866

Date: MARCH 10th, 2013

标志及箱号	品名及规格	数量	件数	毛重	净重	尺码
N/M	100PCT COTTON MEN'S SLACKS 10PCS EACH CARTON	100CARTONS	1 000PCS	180KGS	100KGS	8M ³
TOTAL		100CARTONS				

SAY TOTAL: SAY ONE HUNDRED CARTONS ONLY

BEIJING TEXTILES IMP & EXP. CO. LTD

任务评估 1. 【参考答案】

应首先核对信用证, 如果与信用证相符, 按商业习惯做法在缮制出口发票时, 应在总金额 (单价 × 数量) 中先扣除 5% 优惠 (折扣) 得出一个毛净价, 然后在此基础上再扣除 5% 佣金, 得出净价。具体制单如下:

Ladies Blouses
2 000 pieces @ USD 2.10 =4,200.00
Less 5% allowance 210.00

3 900.00
Less 5% commission : 199.50

CIF London net :USD 3 790.50

在既有折扣又有佣金的交易中, 我们应掌握先扣除折扣, 然后再计扣佣金, 因为折扣部分是不应支付佣金的。

任务评估 2.【参考答案】

银沙贸易公司

SILVER SAND TRADING CORP.

6th FLOOR, JINDU BUILDING,135 WUXING ROAD,GUANGZHOU,CHINA

商业发票

COMMERCIAL INVOICE

To: F.L.SMIDTH & CO. 77, VIGERSLEW ALLE, DK—2600 VALBY COPENHAGEN, DENMARK	Invoice No.: JH—FLSINV06 <hr/> Invoice Date: MAY, 9th, 2013 <hr/> S/C No.: JH—FLSSSC06 <hr/>
From: GUANGZHOU, CHINA BY YIXIANG V703	To: COPENHEGEN, DENMARK
Letter of Credit No.: FLS—JHLC06	

Marks and Numbers	Number and kind of package Description of goods	Quantity	Unit Price	Amount
FLS 9711 COPENHEGEN CARTON1—1200	FOREVER BRAND BICYCLE YE803 26'	600SETS	USD66.00/SET CIFC5 COPENHEGEN	USD39 600.00
	FOREVER BRAND BICYCLE YE600 24'	600SETS	USD71.00/SET CIFC5 COPENHEGEN	USD42 600.00
	ALLTOGETHER 1200SETS IN 1200CARTONS			USD4 110.00
	WE HEREBY CONFIRM THAT ONE SET OF NON-NEGOTIABLE DOCS HAS BEEN SENT TO THE APPLICANT.		LESS COMMISSION 5%	

TOTAL: 1 200SETS USD78 090.00

SAY TOTAL: SAY US DOLLARS SEVENTY EIGHT THOUSAND AND NINETY ONLY

张明

项目五

任务一 .【参考答案】

中华人民共和国出口货物许可证

EXPORT LICENCE THE PEOPLE'S REPUBLIC OF CHINA A 类

申领许可证单位 Exporter		编码 GREAT WALL TRADING CO.LTD	出口许可证编号 License No. 2013122033		
发货单位 Consignor		GREAT WALL TRADING CO.LTD	许可证有效期 Validity FEB.28, 2014		
贸易方式 Terms of		一般贸易	输往国家(地区) Country of destination CANADA		
合同号 Contract No.		ST505	收款方式 Terms of payment L/C		
出运口岸 Port of shipment		上海	运输方式 Means of transport BY SEA		
唛头——包装件数 Marks & numbers-----number of packages		N/M			
商品名称 Description for commodity		COTTON TEATOWELS	商品编码 Commodity No. 888.666		
商品规格、型号 Specification	单位 Unit	数量 Quantity	单价() Unit price	总值() Amount	总值折美元() Amount in USD
FOR1—300 10 INCHES × 10INCHES	DOZ	16 000	USD1.31/DOZ CIF MONTREAL	USD20 960	USD20 960
FOR301-600 20 INCHES × 20INCHES	DOZ	6 000	USD2.51/DOZ CIF MONTREAL	USD15 060	USD15 060
FOR601-900 30 INCHES × 30INCHES	DOZ	11 350	USD4.73/DOZ CIF MONTREAL	USD53 686.	USD53 686
总计 Total		33350 DOZEN		USD89 706	USD89 706
备注 Supplementary details		发证机关盖章 Issuing Authority's Stamp			
		发证日期 Signature Date 2013-09-24			

商务部监制

本证不得涂改, 不得转让

任务三 .【参考答案】

1. 普惠制产地证书 (FORM A)

1. Goods consigned from (Exporter's name, address, country) LIAONING YUXI CO.LTD 100 ZHONGSHAN STREET, DALIAN.116001, CHINA		Reference No. GENERALIZED SYSTEM OF PREFERANCES CERTIFICATE OF ORIGIN (Combined declaration and certificate) FORM A <u>Issued in THE PEOPLE'S REPUBLIC OF CHINA</u> (country)			
2. Goods consigned to (Consignee's name, address, country) CROSOFTBXTILBT COLORS LTD. 58-65 BRAVLHIL ROAD,BELFAST FT6 3DP, NORTHERN IRELAND					
3. Means of transport and route (as far as known) FROM DALIAN TO BELFAST BY SEA W/T AT SOUTHAMPTON		4. For official use			
5.Item \ number 1	6. Marks and numbers of packages C.B.C. BELFAST 1/200 CC3018R L4585	7. Number and kind of packages; description of goods TEN PALLETS OF NAPHTHOL * * * * *	8. Origin Criterion "P"	9. Gross weight or other quantity 5 030MT, 200 BAGS	10. Number and date of invoice
11. Certification It is hereby certified, on the basis of control carried out, that the declaration by the exporter is correct. DALIAN SEP 2, 2013 ----- place and date, signature and stamp of certifying authority		12. Declaration by the exporter The undersigned hereby declares that the above details and statements are correct; that all the goods were produced in CHINA ----- (country) and that they comply with the origin requirements specified for those goods in the Generalized System of Preferences for goods exported to NORTHERN IRELAND ----- (importing country) ----- place and date, signature of authorized signatory DALIAN SEP 1, 2013			

任务评估【参考答案】

1. 商业发票

SHANGHAI FOREIGN TRADE CORP.
SHANGHAI, CHINA
COMMERCIAL INVOICE

To: MOUN CO. LTD
NO. 443 ROAD, BANGKOK THAILAND

Invoice No.: SHE01/7203

Invoice Date: NOV 27TH, 2013

S/C No.: _____

S/C Date: _____

From: SHANGHAI CHINA BY SEA

To: BANGKOK THAILAND

Letter of Credit No.: 307811722732

Issued By: BANGKOK BANK PUBLIC CO. LTD.

Marks and Numbers	Description of goods; Number and kind of package	Quantity	Unit Price	Amount
N/M	METHAMIDOPHOS 70PCT MINTECH PACKING IN 200KGS/IRON DRUM FOB VALUE : USD17 412.00 FREIGHT CHARGES: USD600.00 INSURANCE PREMIUM: USD100.00	16 000KGS	USD1.132/KG CIF BANGKOK	USD18 112.00

TOTAL:

USD18 112.00

SAY TOTAL: SAY US DOLLARS EIGHTEEN THOUSAND ONE HUNDRED AND TWELVE ONLY

张明

2.

一般原产地证书

ORIGINAL

1. Exporter SHANGHAI FOREIGN TRADE CORP. SHANGHAI, CHINA	Certificate No. <p style="text-align: center;">CERTIFICATE OF ORIGIN OF THE PEOPLE'S REPUBLIC OF CHINA</p>			
2. Consignee MOUN CO. LTD NO. 443 ROAD, BANGKOK THAILAND				
3. Means of transport and route FROM SHANGHAI CHINA TO BANGKOK THAILAND BY SEA	5. For certifying authority use only			
4. Country / region of destination THAILAND				
6. Marks and numbers N/M	7. Number and kind of packages; description of goods METHAMIDOPHOS NOV 27th, 2013 70PCT MINTECH PACKING IN 200KGS/IRON DRUM *****	8. H.S.Code 2 390.90	9. Quantity 17 600KGS	10. Number and date of invoices SHE01/7023
11. Declaration by the exporter The undersigned hereby declares that the above details and statements are correct, that all the goods were produced in China and that they comply with the Rules of Origin of the People's Republic of China. SHANGHAI DEC 7th, 2013 ----- Place and date, signature and stamp of authorized signatory	12. Certification It is hereby certified that the declaration by the exporter is correct. SHANGHAI DEC 8th, 2013 ----- Place and date, signature and stamp of certifying authority			

项目六

任务布置 1.【参考答案】

中保财产保险有限公司 The People's Insurance (Property) Company of China, Ltd

发票号码 NM134
Invoice No.

保险单号次
Policy No.

海洋货物运输保险单

MARINE CARGO TRANSPORTATION INSURANCE POLICY

被保险人: GUANGDONG_MACHINERY IMP & EXP CO.
Insured:

中保财产保险有限公司(以下简称本公司)根据被保险人的要求,及其所缴付约定的保险费,按照本保险单承担险别和背面所载条款与下列特别条款承保下列货物运输保险,特签发本保险单。

This policy of Insurance witnesses that the People's Insurance (Property) Company of China, Ltd. (hereinafter called "The Company"), at the request of the Insured and in consideration of the agreed premium paid by the Insured, undertakes to insure the under mentioned goods in transportation subject to conditions of the Policy as per the Clauses printed overleaf and other special clauses attached hereon.

保险货物项目 Descriptions of Goods	包装 Packing	单位 Unit	数量 Quantity	保险金额 Amount Insured
STAINLESS STEEL SHOVEL	1000CTNS OF	12PCS EACH		USD126 720.00

承保险别 Conditions 货物标记 Marks of Goods
FOR 110 PCT OF INVOICE VALUE COVERING ALL RISKS F.V
ART NO:9099
ROTTERDAM
NOS: 1—1000

总保险金额: SAY U.S.DOLLARS ONE HUNDRED AND TWENTY-SIX
Total Amount Insured: THOUSAND SEVEN HUNDRED AND TWENTY ONLY

保费 载运工具 开航日期
Premium As arranged Per conveyance S.S SKY Slg. on or abt MARCH 20, 2014
起运港 目的港 ROTTERDAM, HOLLAND
Form GUANGZHOU, CHINA To

所保货物,如发生本保险单下可能引起索赔的损失或损坏,应立即通知本公司下述代理人查勘。如有索赔,应向本公司提交保险单正本(本保险单共有 份正本)及有关文件。如一份正本已用于索赔,其余正本则自动失效。

In the event of loss or damage which may result in a claim under this Policy, immediate notice must be given to the Company's Agent as mentioned here under. Claims, if any, one of the Original Policy which has been issued in original (s) together with the relevant documents shall be surrendered to the Company. If one of the Original Policy has been accomplished, the others to be void.

赔款偿付地点
Claim payable at ROTTERDAM, HOLLAND

日期 在 GUANGZHOU, CHINA
Date MARCH 10th, 2014 at

地址:
Address:

任务评估 1【参考答案】

投 保 单

海运出口货物投保单			
1) 保险人		2) 被保险人	
PICC NANJING BRANCH		NANJING TANG TEXTILE GARMENT CO., LTD.	
3) 标记	4) 包装及数量	5) 保险货物项目	6) 保险货物金额
FASHION FORCE 01LCB05127 TN NO. 1--- MONTREAL MADE IN CHINA	2550PC	LADIES COTTON BLAZER (100% COTTON, 40SX 20/140X60)	USD35904.00
7) 总保险金额(大写)SAY US DOLLARS THIRTY FIVE THOUSAND NINE HUNDRED AND FOUR ONLY			
8) 运输工具 (船名)		(航次)	
S.S“HUA CHANG ”		V.09981	
9) 装运港	SHANGHAI ,CHINA	10) 目的港	MONTREAL,CANADA
11) 投保险别		12) 货物起运日期	2013-03-20
ALL RISKS, INSTITUTE STRIKES, INSTITUTE WAR CLAUSES AND CIVIL COMMOTIONS CLAUSES.			
13) 投保日期		14) 投保人签字	
2013-03-16		唐明生	

任务评估 2.【参考答案】

中保财产保险有限公司

The People's Insurance (Property) Company of China, Ltd

发票号码
Invoice No. JS66/2009

保险单号次
Policy No.

海洋货物运输保险单

MARINE CARGO TRANSPORTATION INSURANCE POLICY

被保险人：
Insured: ABC COMPANY, NANJING

中保财产保险有限公司（以下简称本公司）根据被保险人的要求，及其所缴付约定的保险费，按照本保险单承担险别和背面所裁条款与下列特别条款承保下列货物运输保险，特签发本保险单。

This policy of Insurance witnesses that the People's Insurance (Property) Company of China, Ltd. (hereinafter called "The Company"), at the request of the Insured and in consideration of the agreed premium paid by the Insured, undertakes to insure the undermentioned goods in transportation subject to conditions of the Policy as per the Clauses printed overleaf and other special clauses attached hereon.

保险货物项目 Descriptions of Goods	包装 Packing	单位 Unit	数量 Quantity	保险金额 Amount Insured
GIRLS'SKIRTS	100 CARTONS			USD 55 000

承保险别
Conditions

货物标记
Marks of Goods

FOR 110 PERCENT OF INVOICE VALUE COVERING OCEAN TRANSPORTATION CLAUSES ALL RISKS, STRIKES, RIOTS AND CIVIL COMMOTIONS CLAUSES OF PICC, INCL. WAREHOUSE TO WAREHOUSE, I.O.P CLAIMS PAYABLE AT NEW YORK IN THE CURRENCY OF L/C.

SKIRTS—NEW YORK

总保险金额：

Total Amount Insured: SAY U.S. DOLLARS FIFTY-FIVE THOUSAND ONLY

保费 AS ARRANGED 载运工具 Per conveyance S.S. FREEDOM V. 123 开航日期 Slg. on or abt AS PER B/L

起运港 From NANJING, CHINA 目的港 To NEW YORK, USA

所保货物，如发生本保险单项下可能引起索赔的损失或损坏，应立即通知本公司下述代理人查勘。如有索赔，应向本公司提交保险单正本（本保险单共有 份正本）及有关文件。如一份正本已用于索赔，其余正本则自动失效。

In the event of loss or damage which may result in acclaim under this Policy, immediate notice must be given to the Company's Agent as mentioned here under. Claims, if any, one of the Original Policy which has been issued in original (s) together with the relevant documents shall be surrendered to the Company. If one of the Original Policy has been accomplished, the others to be void.

赔款偿付地点 Claim payable at NEW YORK, USA

日期 Date JAN.3, 2013 在 at NANJING, CHINA

地址：
Address:

项目七

任务一【参考答案】

出口货物订舱委托书

日期 2013 年 03 月 1 日

1) 发货人 ANJING TANG TEXTILE GARMENT CO., LTD. HUARONG MANSION RM2901 NO.85 GUANJIAQIAO, NANJING 210005, CHINA	4) 信用证号码 63211020049 5) 开证银行 BNP PARIBAS (CANADA) 6) 合同号码 F01LCB05127 8) 装运口岸 SHANGHAI CHINA	7) 成交金额 USD32 640.00 9) 目的港 MONTREAL, CANADA 10) 转船运输 ALLOWED 11) 分批装运 NOT ALLOWED 12) 信用证有效期 050410 13) 装船期限 050325 14) 运费 PREPAID 15) 成交条件 CIF 16) 公司联系人 黎明 17) 电话/传真 025-58818844 ; 025-58818855
2) 收货人 FASHION FORCE CO., LTD. P.O.BOX 8935 NEW TERMINAL, ALTA, VISTA OTTAWA, CANADA	18) 公司开户行 中国银行 20) 特别要求	19) 银行帐号 58625935148
3) 通知人 FASHION FORCE CO., LTD. P.O.BOX 8935 NEW TERMINAL, ALTA, VISTA OTTAWA, CANADA		

21) 标记唛 22) 货号规 23) 包装件数 24) 毛重 25) 净重 26) 数量 27) 单价 28) 总价
 码 格

FASHION FORCE F01LCB051 27 CTN NO.1-85 MONTREAL MADE IN CHINA	LADIES COTTON BLAZER (100% COTTON, 40SX20/14 0X60)	2550	19KGS	17KGS.	85 CARTONS	CIF MONTREAL CANADA USD12.80	USD3264 0.00
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29) 总件数	30) 总毛重	31) 总净重	32) 总尺码	33) 总金额
2550	1665 KGS	1445 KGS	21.583 CBM	USD32640.00

34) 备注

任务二【参考答案】

海运提单

1. 海运提单

1. Shipper Insert Name, Address and Phone DAFA IMPORT&EXPORT COMPANY GUANGDONG CHINA		中远集装箱运输有限公司 COSCO CONTAINER LINES TLX: 33057 COSCO CN FAX: +86(021)65458984 ORIGINAL Port-to-Port or Combined Transport BILL OF LADING RECEIVED in external apparent good order and condition except as otherwise noted The total number of packages or units stuffed in the container, the description of the goods and the weights shown in this Bill of Lading are furnished by the Merchants, and which the carrier has no reasonable means of checking and is not a part of this Bill of Lading contract. The carrier has issued the number of bills of lading stated below, all of this tenor and date, one of the original Bills of Lading must be surrendered and endorsed of signed original Bills of Lading shall be void. The Merchants agree to be bound by the terms and conditions of this Bill of Lading as if each had personally signed this Bill of Lading.			
2. Consignee Insert Name, Address and Phone TO ORDER OF SHIPPER					
3. Notify Party Insert Name, Address and Phone KATE COMPANY UNITED ARAB EMIRATES					
4. Combined Transport* Pre-carriage by	5. Combined Transport* Place of Receipt				
6. Ocean Vessel Voy. No. LIJING E001	7. Port of Loading GUANGZHOU				
8. Port of Discharge DUBAI	9. Combined Transport* Place of Delivery				
Marks & Nos. Container / Seal No. AL SHAMALI DUBAI Nos: 1—50	No. of Containers Or Packages FIFTY(50) CARTONS	Description of Goods (If Dangerous Goods) POWER SAVING LAMP	Gross Weight 500 KGS	Measurement (M ³) 15CBM	
Description of Contents for Shipper's Use Only(Not part of This B/L Contract)					
10. Total Number of containers and/ or packages(in words) Subject to Clause 7 Limitation					
11. Freight & Charges	Revenue Tons	Rate	Per	Prepaid	Collect
Ex. Rate:	Prepaid at	Payable at GUANGZHOU	Place and date of Issue FEB.18, 2013 GUANGZHOU		
	Total Prepaid	No. of Original B(s)/L THREE	Signed for the Carrier, COSCO CONTAINER LINES		

LADEN ON BOARD THE VESSEL

DATE

BY

(COSCON STANDARD FORM 9801)

任务评估 1. 【参考答案】

航空运单

Shipper's name and address DESUN TRADING CO., LTD. HUARONG MANSION RM2901 NO.85 GUANJIAQIAO, NANJING 210005, CHINA TEL: 0086-25-4715004 FAX: 0086-25-4711363						NOT NEGOTIABLE Air Waybill Issued by CHINA NORTH-EASTERN AIRLINES 220 HONGFENG ROAD DALIAN CHINA		
Consignee's name and address NEO GENERAL TRADING CO. P.O. BOX 99552, RIYADH 22766, KSA TEL: 00966-1-4659220 FAX: 00966-1-4659213						It is agreed that the goods described herein are accepted in apparent good order and condition (except as noted) for carriage SUBJECT TO THE CONDITIONS OF CONTRACT ON THE REVERSE HEREOF, ALL GOODS MAY BE CARRIED BY ANY OTHER MEANS, INCLUDING ROAD OR ANY OTHER CARRIER UNLESS SPECIFIC CONTRARY INSTRUCTIONS ARE GIVEN HEREON BY THE SHIPPER. THE SHIPPER'S ATTENTION IS DRAWN TO THE NOTICE CONCERNING CARRIER'S LIMITATION OF LIABILITY. Shipper may increase such limitation of liability by declaring a higher value of carriage and paying a supplemental charge if required.		
Issuing Carrier's Agent Name and City								
Agents IATA Code		Account No.						
Airport of Departure(Add. of First Carrier) and Requested Routing NANJING, CHINA						Accounting Information FREIGHT PREPAID		
to	By first carrier	to	by	to	by	Currency USD	Declared Value for Carriage NVD	Declared Value for Customs NVD
Airport of Destination DAMMAM PORT, SAUDI ARABIA		Flight/Date 130430		Amount of Insurance		INSURANCE-If carrier offers insurance and such insurance is requested in accordance with the conditions thereof indicate amount to be insured in figures in box marked "Amount of Insurance"		
Handling Information								
No. of Pieces	Gross Weight	Rate Class	Chargeable Weight	Rate/Charge	Total	Nature and Quantity of Goods		
1700 CARTONS	19074.44KGS	N		AS ARRANGED		1700CARTONS OF CANNED MUSHROOMS		
Prepaid Weight charge Collect AS ARRANGED						Other Charges AWC50.00		
Valuation Charge								
Tax								
Total Other Charges Due Agent						Shipper certifies that the particulars on the face hereof are correct and that insofar as any part of the consignment contains dangerous goods, such part is properly described by name and is in proper condition for carriage by air according to the applicable Dangerous Goods Regulations. _____ Signature of Shipper or his agent		
Total Other Charges Due Carrier								
Total Prepaid			Total Collect AS ARRANGED			Executed on ___ at ___ Signature of issuing Carrier or as Agent		
Currency Conversion Rates			CC Charges in des. Currency					
For Carrier's Use Only at Destination			Charges at Destination			Total Collect Charges		AIR WAYBILL NUMBER
FX0910								

1. Shipper Insert Name, Address and Phone JINCHENG TRADING CO., LTD. CHINA		<p style="text-align: center;">中远集装箱运输有限公司</p> <p style="text-align: center;">COSCO CONTAINER LINES TLX: 33057 COSCO CN FAX: +86(021)65458984 ORIGINAL Port-to-Port or Combined Transport BILL OF LADING</p> <p>RECEIVED in external apparent good order and condition except as other wise noted The total number of packages or units stuffed in the container, the description of the foods and the weights shown in this Bill of Lading are furnished by the Merchants, and which the carrier has no reasonable means of checking and is not a part of this Bill of Lading contract. The carrier has issued the number of bills of lading stated below, all of this tenor and date, one of the original Bills of Lading must be surrendered and endorsed of sighted original Bills of Lading shall be void. The Merchants agree to be bound by the terms and conditions of this Bill of Lading as if each had per personally signed this Bill of Lading.</p>				
2. Consignee Insert Name, Address and Phone TO ORDER						
3. Notify Party Insert Name, Address and Phone LEESTER COMPANY AMERICA						
4. Combined Transport* Pre-carriage by	5. Combined Transport* Place of Receipt					
6. Ocean Vessel Voy. No. SUN FLOWER	7. Port of Loading QINGDAO					
8. Port of Discharge NEW YORK	9. Combined Transport* Place of Delivery					
Marks & Nos. Container / Seal No. L S T NEW YORK SY-2001-897 NOS. 3000	No. of Containers Or Packages THREE THOUSAND SACKS GUUNY BAG	Description of Goods (If Dangerous Goods) RED BEANS MADE IN TIANJIN 2009 CROP	Gross Weight (Kgs) 300 000 ON BOARD	Measurement		
		Description of Contents for Shipper's Use Only(Not part of This B/L Contract)				
10. Total Number of containers and/ or packages(in words) Subject to Clause 7 Limitation						
11. Freight & Charges Declared Value Charge		Revenue Tons	Rate	Per	Prepaid	Collect
Ex. Rate:	Prepaid at	Payable at QINGDAO	Place and date of Issue SEP.28, 2013 QINGDAO			
	Total Prepaid	No.of Original B(s)/L THREE	Signed for the Carrier, COSCO CONTAINER LINES			

任务评估3 【参考答案】

海运提单

1. Shipper Insert Name, Address and Phone ABC COMPANY, NO.128 ZHONGSHAN XILU, GUANGDONG		中远集装箱运输有限公司 COSCO CONTAINER LINES TLX: 33057 COSCO CN FAX: +86(021)65458984 ORIGINAL Port-to-Port or Combined Transport BILL OF LADING RECEIVED in external apparent good order and condition except as other wise noted The total number of packages or units stuffed in the container, the description of the goods and the weights shown in this Bill of Lading are furnished by the Merchants, and which the carrier has no reasonable means of checking and is not a part of this Bill of Lading contract. The carrier has issued the number of bills of lading stated below, all of this tenor and date, one of the original Bills of Lading must be surrendered and endorsed of signed original Bills of Lading shall be void. The Merchants agree to be bound by the terms and conditions of this Bill of Lading as if each had personally signed this Bill of Lading.				
2. Consignee Insert Name, Address and Phone TO ORDER OF SHIPPER						
3. Notify Party Insert Name, Address and Phone XYZ COMPANY,6-2 OHTEMACHI,1-CHOME, CHIYADA-KU,TOKYO						
4. Combined Transport* Pre-carriage by	5. Combined Transport* Place of Receipt					
6. Ocean Vessel Voy. No. VICTORY V.666	7. Port of Loading GUANGZHOU ,CHINA					
8. Port of Discharge TOKYO,JAPAN	9. Combined Transport* Place of Delivery					
Marks & Nos. Container / Seal No. APLU1234567,SEAL NO.006789,CY/CY)	No. of Containers Or Packages (1x20') 88CARTONS	Description of Goods (If Dangerous Goods) 5250 PCS HOSPITAL UNIFORM	Gross Weight 1232KGS	Measurement (M ³) 4.20CBM		
Description of Contents for Shipper's Use Only(Not part of This B/L Contract)						
10. Total Number of containers and/ or packages(in words)SAY EIGHTY EIGHT CARTONS ONLY Subject to Clause 7 Limitation						
11. Freight & Charges		Revenue Tons	Rate	Per	Prepaid	Collect
Ex. Rate:	Prepaid at	Payable at	Place and date of Issue GUANGZHOU			
	Total Prepaid	No. of Original B(s)/L THREE	Signed for the Carrier, COSCO CONTAINER LINES PERFECT LOGISTICS COMPANY AS AGENT			

LADEN ON BOARD THE VESSEL

DATE JAN.18, 2013

BY 陈伟

(COSCON STANDARD FORM 9801)

项目八

任务一

任务布置 2【参考答案】

中华人民共和国出入境检验检疫出境货物报检单

报检单位(加盖章):

*编号

报检单位登记号: 4401W13490 联系人: 刘强 电话:

报检日期: 2013 年 1 月 15 日

发货人	(中文)	广东纺织品进出口大发贸易有限公司				
	(外文)	GUANGDONG TEXTILES IMP AND EXP GRANDTON TRADING CO., LTD.				
收货人	(中文)	ABC 贸易有限公司				
	(外文)	ABC TRADING CO., LTD. DUBAI, UAE				
货物名称(中/外文)	H.S.编码	产地	数/重量	货物总值	包装种类及数量	
EMBROIDERED TABLE CLOTH	6204.1300	中国 中山	4 000 打	USD99 960.00	400 箱	
运输工具名称号码	MAEK335 V.002	贸易方式	一般贸易	货物存放地点	大朗仓库	
合同号	97/2495	信用证号	SK/25067/97	用途	家用	
发货日期	JAN.22,2007	输往国家(地区)	阿拉伯联合酋长国	许可证/审批号	25KD257	
启运地	广州	到达口岸	迪拜	生产单位注册号		
集装箱规格、数量及号码	MALU2009023/20					
合同、信用证订立的检验检疫条款或特殊要求	标记及号码		随附单据(划“ ”或补填)			
	MAHARAJA 264553 DUBAI NO.1-400		<input type="checkbox"/> 合同 <input type="checkbox"/> 信用证 <input type="checkbox"/> 发票 <input type="checkbox"/> 换证凭单 <input type="checkbox"/> 装箱单 <input type="checkbox"/> 厂检单	<input type="checkbox"/> 包装性能结果单 <input type="checkbox"/> 许可/审批文件 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>		
需要证单名称(划“ ”或补填)			*检验检疫费			
品质证书	1_正_1_副	植物检疫证书	正_副	总金额		
重量证书	正_副	熏蒸/消毒证书	正_副	(人民币元)		
数量证书	正_副	出境货物换证凭单	正_副	计费人		
兽医卫生证书	正_副			收费人		
健康证书	正_副					
卫生证书	1_正_1_副					
动物卫生证书	正_副					
报检人郑重声明:			领取证单			
1. 本人被授权报检。			日期			
2. 上列填写内容正确属实,货物无伪造或冒用他人的厂名、标志、认证标志,并承担货物质量责任。 签名: 刘强			签名			

注:有“*”号栏由出入境检验检疫机关填写

国家出入境检验检疫局制

原产地证书
ORIGINAL

<p>1. Exporter</p> <p>GUANGDONG TEXTILES IMP AND EXP GRANDTON TRADING CO.LTD</p>	<p>Certificate No. GZC1/12002/5649</p> <p style="text-align: center;">CERTIFICATE OF ORIGIN OF THE PEOPLE'S REPUBLIC OF CHINA</p>								
<p>2. Consignee</p> <p>ABC TRADING CO.,LTD., DUBAI (UAE)</p>									
<p>3. Means of transport and route</p> <p>FROM GUANGZHOU CHINA TO DUBAI UAE BY SEA</p>	<p>5. For certifying authority use only</p>								
<p>4. Country / region of destination</p> <p>UAE</p>									
<p>6. Marks and numbers</p> <p>MAHARAJA 264553 DUBAI NO.1-400 MALU2004023/20'</p>	<table style="width: 100%; border: none;"> <tr> <td style="width: 25%; border: none;">7. Number and kind of packages; description of goods</td> <td style="width: 25%; border: none;">8. H.S.Code</td> <td style="width: 25%; border: none;">9. Quantity</td> <td style="width: 25%; border: none;">10. Number and date of invoices</td> </tr> <tr> <td style="border: none;">EMBROIDERED TABLE CLOTH FOUR HUNDRED CARTONS</td> <td style="border: none;">6204.1300</td> <td style="border: none;">4000DOZEN</td> <td style="border: none;">GD-TX-9057 JAN.2,2013</td> </tr> </table>	7. Number and kind of packages; description of goods	8. H.S.Code	9. Quantity	10. Number and date of invoices	EMBROIDERED TABLE CLOTH FOUR HUNDRED CARTONS	6204.1300	4000DOZEN	GD-TX-9057 JAN.2,2013
7. Number and kind of packages; description of goods	8. H.S.Code	9. Quantity	10. Number and date of invoices						
EMBROIDERED TABLE CLOTH FOUR HUNDRED CARTONS	6204.1300	4000DOZEN	GD-TX-9057 JAN.2,2013						
<p>11. Declaration by the exporter</p> <p>The undersigned hereby declares that the above details and statements are correct, that all the goods were produced in China and that they comply with the Rules of Origin of the People's Republic of China.</p> <p>GUANGZHOU JAN.15,2013 刘强</p> <p>Place and date, signature and stamp of authorized signatory</p>	<p>12. Certification</p> <p>It is hereby certified that the declaration by the exporter is correct.</p> <p>GUANGZHOU JAN.16,2013</p> <p>Place and date, signature and stamp of certifying authority</p>								

任务二

任务布置 1【参考答案】

本案是一个外贸代理商经常能遇到的风险,就是出口商与中间商合伙实施诈骗,坑害出口代理商。外贸公司代理南方公司出口货物,合同由外贸公司签订,在制作单据时,他就是发货人 SHIPPER。在工作中,由于很少有现场工作经验,出口前验货时,没有到场,任由南方公司和中间商装箱、点数和封箱,并在提单上显示“SHIPPER'S COUNT, LOAD, AND SEAL”这里的 SHIPPER 外贸公司,实际上并没有装箱、点数和封箱,为不法商人“调包”提供了机会。造成了经济损失。这个案件告诉我们必须认真对待每一份单据,履行作为出口代理商的责任。

任务布置 2【参考答案】 中华人民共和国海关出口货物报关单

预录入编号：

海关编号：3103945120

出口口岸 外港海关		备案号		出口日期 JUNE 10, 2013		申报日期 JUNE 5, 2013			
经营单位 江苏贸易有限公司		运输方式 江海运输		运输工具名称 LITONG, V332		提运单号			
发货单位 3103945120		贸易方式 一般贸易		征免性质 一般征税		结汇方式 信用证			
许可证号		运抵国(地区) 瑞典		指运港 GOTHENBURG		境内货源地 南京			
批准文号 32894561		成交方式 CIF		运费		保费		杂费	
合同协议号 26453		件数 26		包装种类 箱		毛重(千克) 221KGS		净重(千克) 169KGS	
集装箱号 TGHU84919852.		随附单据				生产厂家			
标记唛码及备注 N/M									
项号	商品编号	商品名称	规格号	数量及单位	最终目的国(地区)	单价	总价	币制	征免
	8400.0089	化纤女睡衣 POLYESTER NIGHTWEAR		1745PCS	瑞典	CIF GOTHENBURG USD 5.00 PER PCS	USD8 725.00	502	照章
税费征收情况									
录入员 录入单位		兹声明以上申报无讹并承担法律责任			海关审单批注及放行日期(签章)				
报关员		江苏南京里强路 18 号 申报单位(签章)			审单		审价		
单位地址					征税		统计		
邮编		电话		填制日期 JUNE 5, 2013		查验		放行	

任务评估 1【参考答案】

出境货物报检单

报检单位(加盖公章):

*编 号

报检单位登记号: 4401AA490 联系人: 徐丽 电话:

报检日期: 2013 年 11 月 14 日

发货人	(中文) 广州机械进出口公司				
	(外文) GUANGZHOU MACHINERY IMP. AND EXP. CORP. (GROUP)				
收货人	(中文)				
	(外文) SHITAYA KINZOKU CO., LTD.				
货物名称(中/外文)	H.S.编码	产地	数/重量	货物总值	包装种类及数量
"RABBIT"BRAND SHOVEL WITH METAL HANDLE	7216.6100	中国 中山	410 打	USD15 880.00	410 箱
运输工具名称 号码	HANGTU V.0134	贸易方式	一般贸易	货物存放地点	罗涌仓库
合同号	A9700247	信用证号	KKT5846172	用途	农用
发货日期	NOV.21,2013	输往国家(地区)	日本	许可证/审批号	
启运地	广州	到达口岸	横滨	生产单位注册号	
集装箱规格、 数量及号码					
合同、信用证订立的检验检疫条款或特殊要求	标 记 及 号 码		随附单据(划“ ”或补填)		
	9700247 YOKOHAMA NO. 1-410		<input type="checkbox"/> 合同 <input type="checkbox"/> 信用证 <input type="checkbox"/> 发票 <input type="checkbox"/> 换证凭单 <input type="checkbox"/> 装箱单 <input type="checkbox"/> 厂检单	<input type="checkbox"/> 包装性能结果单 <input type="checkbox"/> 许可/审批文件 <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
需要证单名称(划“ ”或补填)			*检验检疫费		
品质证书	__1__正__1__副	植物检疫证书	__正__副	总金额	
重量证书	__正__副	熏蒸/消毒证书	__正__副	(人民币元)	
数量证书	__正__副	出境货物换证凭单	__正__副	计费人	
兽医卫生证书	__正__副			收费人	
健康证书	__正__副				
卫生证书	__正__副				
动物卫生证书	__正__副				
报检人郑重声明:			领 取 证 单		
1. 本人被授权报检。			日期		
2. 上列填写内容正确属实,货物无伪造或冒用他人的厂名、标志、认证标志,并承担货物质量责任。 签名: 徐丽			签名		

注:有“*”号栏由出入境检验检疫机关填写

国家出入境检验检疫局制

原产地证书
ORIGINAL

1. Goods consigned from (Exporter's business name, address, country) GUANGDONG MACHINERY IMP AND EXP CORP.(GROUP) 726 DONGFENG ROAD EAST, GUANGZHOU, CHINA		Reference No. GZ07/2345/12345 GENERALIZED SYSTEM OF PREFERENCES CERTIFICATE OF ORIGIN (Combined declaration and certificate)			
2. Goods consigned to (Consignee's name, address, country) SHITAYA KINZOKU CO.,LTD 6-117-CHOME UENO TAITO-KU TOKYO, JAPAN		FORM A Issued in THE PEOPLE'S REPUBLIC OF CHINA (country) See Notes overleaf			
3. Means of transport and route (as far as known) FROM GUANGZHOU, CHINA TO YOKOHAMA, JAPAN BY SEA		4. For official use			
5. Item number	6. Marks and numbers of packages	7. Number and kind of packages; description of goods	8. Origin criterion (see Notes overleaf)	9. Gross weight or other quantity	10. Number and date of invoices
	9700247 YOKOHAMA A NO. 1-410	FOUR HUNDRED AND TEN CARTONS "RABBIT" BRAND SHOVEL WITH METAL HANDLE *****	"P"	G.W. 9850KGS	GD920029 NOV.2,2013
11. Certification It is hereby certified, on the basis of control carried out, that the declaration by the exporter is correct. GUANGZHOU NOV.15,2013 ----- Place and date, signature and stamp of certifying authority			12. Declaration by the exporter The undersigned hereby declares that the above details and statements are correct, that all the goods were <p style="text-align: center;">CHINA</p> produced in _____ (country) and that they comply with the origin requirements specified for those goods in the Generalized System of Preferences for goods exported to <p style="text-align: center;">JAPAN</p> ----- GUANGZHOU NOV.14,2013 徐丽 ----- Place and date, signature and stamp of authorized signatory		

项目九

任务一【参考答案】

BILL OF EXCHANGE			
凭 Drawn Under	BANK OF MILAN, ENGLAND	不可撤销信用证 Irrevocable L/C No.	8808
日期 Date	SEP.5 th , 2013	支取 Payable With interest @ % 按 息	付款
号码 No.	DT012868	汇票金额 Exchange for	USD 32,000.00 上海 shanghai
	见票 at	*****	日后 (本 汇 票 之 副 本 未 付) 付 交 sight of this FIRST of Exchange (Second of Exchange)
Being unpaid) Pay to the order of	BANK OF CHINA	SHANGHAI BRANCH	
金额 the sum of	SAY U.S DOLLARS THIRTY-TWO THOUSAND ONLY		
此致 To	BANK OF MILAN, ENGLAND	SHANGHAI LIXIN FOREIGN TRADE CO., LTD.	

任务二【参考答案】

BILL OF EXCHANGE			
凭 Drawn Under	CONTRACT NO.RS123897	不可撤销信用证 Irrevocable L/C No.	
日期 Date	JULY 6 th , 2013	支取 Payable With interest @ % 按 息	付款
号码 No.	INV123897	汇票金额 Exchange for	USD12 737.00 珠海 zhuhai
	见票 at	*****	日后 (本 汇 票 之 副 本 未 付) 付 交 sight of this FIRST of Exchange (Second of Exchange)
Being unpaid) Pay to the order of	BANK OF CHINA	ZHUHAI BRANCH	
金额 the sum of	SAY U.S DOLLARS TWELVE THOUSAND SEVEN HUNDRED AND THIRTY SEVEN ONLY		
此致 To	OVERSEAS. CO.LTD CANADA	XINHUA TRADING CO., LTD.	

任务评估 1【参考答案】

BILL OF EXCHANGE	
BANK OF TOKYO, JAPAN	不可撤销信用证 01-33948 Irrevocable L/C No.
MAY 12, 2013	支取 @ % 按 息 Payable With interest
汇票金额 Exchange for	USD48,000.00 上海 Shanghai
见票 at	***** 日后 (本汇票之副本未付) 付交 sight of this FIRST of Exchange (Second of Exchange
Being unpaid) Pay to the order of	BANK OF CHINA SHANGHAI BRANCH
SAY U.S DOLLARS FORTY EIGHT THOUSAND ONLY	
BANK OF TOKYO, JAPAN	SHANGHAI CRAFTS IMPORT AND EXPORT COMPANY

任务评估 2【参考答案】

汇票一

BILL OF EXCHANGE			
凭 Drawn Under	ABN AMRO BANK N . V . BRUSSELS	不可撤销信用证 Irrevocable L/C No.	8888
日期 Date	DEC.30,2012	支取 @ % 按 息 付款 Payable With interest	
号码 No.	SU1266	汇票金额 Exchange for	USD80,000.00 南京 Nanjing
	见票 at	30 DAYS AFTER MAY 16 TH , 2013	日后 (本汇票之副本未付) 付交 sight of this FIRST of Exchange (Second of Exchange
Being unpaid) Pay to the order of	BANK OF CHINA, JIANGSU BRANCH		
金额 the sum of	SAY U.S DOLLARS EIGHTY THOUSAND ONLY		
此致 To	ABN AMRO BANK N . V . NEWYORK BRANCH		ABC COMPANY, NANJING
	贾笛 Authorized Signature		

汇票二

BILL OF EXCHANGE					
凭	ABN AMRO	BANK	不可撤销信用证		8888
Drawn Under	N . V . BRUSSELS		Irrevocable L/C No.		
日期	DEC.30,2012	支取	@ %	按 息	付款
Date		Payable With interest			
号码	SU1266	汇票金额	南京	JUNE 1st ,2013	
No.		Exchange for	USD20,000.00	Nanjing	
		见票	30 DAYS AFTER	日后 (本 汇 票 之 副 本 未 付) 付 交	
		at	MAY 16 th ,2013	sight of this FIRST of Exchange (Second of Exchange	
Being unpaid) Pay to the order of BANK OF CHINA, JIANGSU BRANCH					
金额	SAY U.S DOLLARS TWENTY THOUSAND ONLY				
the sum of					
此致	ABN AMRO BANK N . V .				
To	NEWYORK BRANCH		ABC COMPANY, NANJING		
			贾笛		
			Authorized Signature		

限时测试【参考答案】

BILL OF EXCHANGE					
ROYAL BANK OF NEW YORK		不可撤销信用证			742863
		Irrevocable L/C No.			
JAN 15 th 2013	支取	@ %	按 息	付款	
	Payable With interest				
TQC34567	汇票金额	常熟	FEB. 15th, 2013		
	Exchange for	USD 97,200.00	Changshu		
	见票	30 DAYS AFTER	日后 (本 汇 票 之 副 本 未 付) 付 交		
	at		sight of this FIRST of Exchange (Second of Exchange		
Being unpaid) Pay to the order of BANK OF CHINA, CHANGSHU BRANCH					
SAY US DOLLARS NINETY SEVEN THOUSAND TWO HUNDRED ONLY					
TO: ROYAL BANK OF NEW YORK					
		CHANGSHU	ABC	LEATHER	
		GOODS CO.LTD.			
			张三		
			Authorized Signature		

项目十

任务一【参考答案】 装船通知

V-STAR COMPANY
NO.156 LUSHUN ROAD, GUANGZHOU, CHINA

SHIPPING ADVICE

FAX	INVOICE NO.	GD03256
TEL	L/C NO.	0011LC12345
	S/C NO.	

MESSRS : XYZ COMPANY,
6-2 OHEMACHI,1-CHOME, CHIYADA-KU,TOKYO, JAPAN

ETA ETD

DEAR SIRs:

WE HEREBY INFORM YOU THAT THE GOODS UNDER THE ABOVE MENTIONED CREDIT HAVE BEEN SHIPPED. THE DETAILS OF THE SHIPMENT ARE STATED BELOW.

SHIPPING MARKS:	COMMODITY :	HOSPITAL UNIFORM 5250PCS
XYZ TOKYO 04GD002 1-88 CTNS CONTAINER NO: PLU1234567 SEAL NO.: 006789 1x20' CY/CY	TOTAL G. W.:	1232.00KGS
	OCEAN VESSEL:	VICOTRY V.666
	DATE OF DEPARTURE:	JAN.18, 2013
	B/L NO.:	GD214568
	PORT OF LOADING:	GUANGZHOU , CHINA
	DESTINATION:	TOKYO , JAPAN

任务评估 1【参考答案】

不对。因为信用证规定“装运通知”由开证行签发和以修改形式进行，使该信用证的主动权落在开证申请人手中。事实是，装船前，签约人代表来产地验货，以货物质量不合格为由，拒绝发出“装运通知”，致使货物滞留产地，中方公司根本无法发货收汇，质保金白白丧失，损失惨重。

任务评估 2【参考答案】

对方信用证中要求出具船公司证明，并要求我国贸促会认证。是我方收到信用证之后，要引起重视，看能够获得这个认证。另外要求两天之内到银行议付，时间太紧，可以及时要求修改信用证，延展时间。本案中，就是因为贸促会不能出具认证而采取了变通的方法耽误了时间，导致无法按期到银行议付，造成了经济损失。船证是附属单据，如果不重视，也同样会阴沟翻船，造成大损失。

任务评估 3【参考答案】

本案涉及货物运输同意书 SHIPMENT APPROVAL，是由买方代表在货物装船之前对货物进行检验，或现场勘验，合格则同意运输，出具相应的证明。在信用证项下，把该同意书的出具作为银行议付的一个条件，甚至要求笔迹一致，这实质上改变了信用证的性质，应属于软条款，卖方应引起注意，最好要求改证，否则主动权落入买方手里，造成被动和经济损失。本案中出口商正是疏忽大意，不理不睬，造成银行拒付和 5 000 美元意外损失。应引以为戒。

项目十一 略

项目十二

任务一【参考答案】

开证申请书

IRREVOCABLE DOCUMENTARY CREDIT APPLICATION

TO: BANK OF CHINA

Date:

Issue by airmail With brief advice by tele-transmission Issue by express delivery × Issue by tele-transmission(which shall be the operative instrument)		Irrevocable Documentary Credit	Number
Applicant ABC COMPANY NO.529, QIJIANG ROAD, TIANJIN, CHINA		Date and place of expiry CHINA, JULY 30, 2009	
Advising Bank BANK OF CHINA		Ref. nr	Beneficiary XYZ COMPANY NO.203 LIDIA HOTEL OFFICE 1546-49, DONG-GU BUSAN, KOREA
Partial shipments Allowed <input checked="" type="checkbox"/> not allowed	Transshipment Allowed <input checked="" type="checkbox"/> not allowed	Amount USD12 600.00 SAY U.S DOLLARS TWELVE THOUSAND SIX HUNDRED ONLY	
Loading on board/dispatch/taking in charge at/from BUSAN, KOREA not later than JULY 15, 2013 for transportation to: XINGANG PORT, TIANJIN, CHINA		Credit available with by sight payment by acceptance <input checked="" type="checkbox"/> by negotiation by deferred payment at against the documents detailed herein <input checked="" type="checkbox"/> and beneficiary's draft for 100 % of invoice value	
<input checked="" type="checkbox"/> FOB CFR CIF or other terms		at on	
Documents required: (marked with x)			
1. (<input checked="" type="checkbox"/>) Manually Signed Commercial Invoice in 3 copies indicating this L/C No. and Contract No. (Photo copy and carbon copy not acceptable as original),			
2. (<input checked="" type="checkbox"/>) Full set (included original and non-negotiable copies) of Clean On Board "Freight" Ocean Bills of Lading made out to order and blank endorsed, marked "Notifying"			
3. () Air Waybills showing "Freight" and consigned to			
4. () Railway Bills showing "Freight" and consigned to			
5. () Memorandum issued by consigned to			
6. (<input checked="" type="checkbox"/>) Full set (included 1 original and 1 copies) of Insurance Policy/Certificate for 110% of the invoice value, showing claims payable			
in China, in, currency of the draft blank endorsed, covering([] ocean marine transportation\[] air transportation\[] over, land transportation)All Risks and War Risks.			
7. (<input checked="" type="checkbox"/>) Weight Memo/Packing List in 3 copies issued by			

任务评估 1【参考答案】

开证申请书
IRREVOCABLE DOCUMENTARY CREDIT APPLICATION

TO: BANK OF CHINA

Date: JULY 18, 2013

Issue by airmail With brief advice by tele-transmission Issue by express delivery <input checked="" type="checkbox"/> Issue by tele-transmission (which shall be the operative instrument)		<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Irrevocable Documentary Credit</td> <td style="width: 30%;">Number</td> </tr> <tr> <td colspan="2">Date and place of expiry</td> </tr> <tr> <td colspan="2">Beneficiary TAKAMRA IMP. & EXP. TRADE CORP. 324, OTOLIMACH TOKYO, JAPAN</td> </tr> <tr> <td colspan="2">Amount USD100 000.00</td> </tr> <tr> <td colspan="2">Credit available with <input checked="" type="checkbox"/> by sight payment by acceptance <input checked="" type="checkbox"/> by negotiation by deferred payment at against the documents detailed herein <input checked="" type="checkbox"/> and beneficiary's draft for 100 % of invoice value</td> </tr> <tr> <td colspan="2">at on</td> </tr> </table>	Irrevocable Documentary Credit	Number	Date and place of expiry		Beneficiary TAKAMRA IMP. & EXP. TRADE CORP. 324, OTOLIMACH TOKYO, JAPAN		Amount USD100 000.00		Credit available with <input checked="" type="checkbox"/> by sight payment by acceptance <input checked="" type="checkbox"/> by negotiation by deferred payment at against the documents detailed herein <input checked="" type="checkbox"/> and beneficiary's draft for 100 % of invoice value		at on	
Irrevocable Documentary Credit	Number													
Date and place of expiry														
Beneficiary TAKAMRA IMP. & EXP. TRADE CORP. 324, OTOLIMACH TOKYO, JAPAN														
Amount USD100 000.00														
Credit available with <input checked="" type="checkbox"/> by sight payment by acceptance <input checked="" type="checkbox"/> by negotiation by deferred payment at against the documents detailed herein <input checked="" type="checkbox"/> and beneficiary's draft for 100 % of invoice value														
at on														
Applicant CHANGCHENG TRADING COMPANY NO. 123 SHENGLI ROAD, TIANJIN, CHINA		Ref. Nr												
Advising Bank BANK OF CHINA		Amount USD100 000.00												
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Partial shipments Allowed <input checked="" type="checkbox"/> not allowed</td> <td style="width: 50%;">Transshipment Allowed <input checked="" type="checkbox"/> not allowed</td> </tr> </table>	Partial shipments Allowed <input checked="" type="checkbox"/> not allowed	Transshipment Allowed <input checked="" type="checkbox"/> not allowed		Credit available with <input checked="" type="checkbox"/> by sight payment by acceptance <input checked="" type="checkbox"/> by negotiation by deferred payment at against the documents detailed herein <input checked="" type="checkbox"/> and beneficiary's draft for 100 % of invoice value										
Partial shipments Allowed <input checked="" type="checkbox"/> not allowed	Transshipment Allowed <input checked="" type="checkbox"/> not allowed													
Loading on board/dispatch/taking in charge at/from OSAKA JAPAN not later than AUGUST 31, 2013 for transportation to: TIANJIN CHINA		at on												
FOB CFR <input checked="" type="checkbox"/> CIF or other terms		at on												
<p>Documents required: (marked with x)</p> <p>1. (<input checked="" type="checkbox"/>) Manually Signed Commercial Invoice in 5 copies indicating this L/C No. and Contract No. (Photo copy and carbon copy not acceptable as original).</p> <p>2. (<input checked="" type="checkbox"/>) Full set (included original and non-negotiable copies) of Clean On Board "Freight " Ocean Bills of Lading (made out to order and blank endorsed, marked "Notifying")</p> <p>3. () Air Waybills showing "Freight " and consigned to</p> <p>4. () Rail Waybills showing "Freight " and consigned to</p> <p>5. () Memorandum issued by consigned to</p> <p>6. (<input checked="" type="checkbox"/>) Full set (included 1 original and 1 copies) of Insurance Policy/Certificate for 1 10% of the invoice value, showing claims payable in China, in, currency of the draft blank endorsed, covering([<input checked="" type="checkbox"/>]ocean marine transportation\ []air transportation)\ [] over, land transportation) (<input checked="" type="checkbox"/>) All Risks and War Risks.</p> <p>7. (<input checked="" type="checkbox"/>) Weight Memo/Packing List in 4 copies issued by indicating quantity/gross and net weights of each package and packing conditions as called for by the L/C.</p> <p>8. () Certificate of Quantity/Weight in copies issued by indicating the actual surveyed quantity/Weight of shipped goods as well as the packing condition.</p> <p>9. (<input checked="" type="checkbox"/>) Certificate of Quality in 1 copies issued by public recognized survey or</p> <p>10. () Beneficiary's certified copy of cable/telex dispatched to the applicant within hours after shipment advising [] name of vessel/[]flight No./[]wagon No. date, quantity, weight and</p>														

value of shipment.

11. () Beneficiary's Certificate certifying that extra copies of documents have been dispatched according to the contract terms.

12. () Shipping Co's Certificate attesting that the carrying vessel is chartered or booked by Applicant or their shipping agents:

13. () Other documents, if any:

Covering: 42 "FIVE STAR" COLOR TV 100SETS USD1000.00/SET CIF TIANJIN

Additional instructions:

1. () All banking charges outside the opening bank are for beneficiary's account.

2. () Documents must be presented within _____ days after the date of issuance of the transport documents but within the validity of this credit.

3. () Third party as shipper is not acceptable. Short Form/Blank Back B/L is not acceptable.

4. () Both quantity and amount _____ % more or less' are allowed.

5. () Prepaid freight drawn in excess of L/C amount is acceptable against presentation of original charges voucher issued by shipping Co./Air Line/or it's agent.

6. () All documents to be forwarded in one cover, unless otherwise stated above.

7. () Other terms, if any:

Account No.: 1357924680 with (name of bank) BANK OF CHINA
 Transacted by: _____ (Applicant: name, signature of authorized person)
 TAKAMRA IMP. & EXP. TRADE CORP.
 Telephone No.: 028-54872458 324, OTOLIMACH TOKYO, JAPAN

任务评估 2【参考答案】

中华人民共和国进口货物许可证申请表

1. 我国对外成交单位及编码 艾比西公司 1208946000000		3. 进口许可证编号 Import License No.			
2. 收货人 Consignee 艾比西公司		4. 许可证有效截止日期 Export License expiry date 2013年7月30日			
5. 贸易方式 一般贸易 Terms of trade		8. 进口国(地区) 韩国 Country/Region of purchase			
6. 外汇来源 银行购汇 Foreign exchange come from		9. 商品原产地 韩国 Place of origin			
7. 到货口岸 Place of arrival 天津新港		10. 商品用途 Use of goods			
11. 商品名称 Description of goods 冷轧卷板		商品编码 7209.1700 Code of goods			
12. 规格等级 Specification	13. 单位 Unit	14. 数量 Quantity	15. 单价 () Unit price	16. 总值 () Amount	17. 总值折美元 Amount in USD
JIS G3141 SPCC-SD 0.70MM x 1 200MM x C	M/T	60	USD210/MT	USD12 600.00	USD12 600.00
18. 总计 Total 60		USD12 600.00			
19. 备注: Supplementary details		20. 领证机关签章 领证日期 License date			

项目十三

任务评估【参考答案】

1.

(1) 出口商可以发票上有注明单价和总金额为理由要求议付；

(2) 装箱单上只要有具体的货物包装和装运描述就可以，不一定要注明品名。

2.

出口商可要求银行付款。因为银行开具担保书给进口商就得担负付款责任。

3.

这个案例提醒外贸单证人员应时刻对外贸工作中的变动保持警惕和积极反应的态度，而不能粗心大意，视而不见。对方要求在七个工作日答复，我方不能置之不理，如不接受修改，应立即告知，如接受，则应自行重新制作托运单。

4.

第(1)个理由不成立，《UCP600》第十八条 a 款规定：商业发票无需签名。因此，商业发票上没有受益人签字应认为单证相符。

第(2)理由也不成立，《UCP600》第十七条 a 款规定：信用证规定的每一种单据须至少提交一份正本。因此，本证下正本提单是一份，也应属单证相符。

第(3)个理由成立，《UCP600》第二十八条 f 款规定：如果信用证对保险金额未做规定，则投保金额须至少为货物的 CIF 或 CIP 价格的 110%，本案保险金额与发票金额相等，因此投保金额不足，构成单证不符。

5.

发现的错误有：

1. 金额无溢短装；

2. 信用证项下汇票应为即期，而非 30 天远期。

3. “FREIGHT PREPAID”应为“FREIGHT COLLECT”；

4. 单据要求中保险条款应删掉，因为在 FOB 条件下，是买方投保；

5. Inspection certificate issued by applicant 为软条款，应该为：

Inspection certificate issued by AQSIQ/Beneficiary；

6. 商品规格应有“MAX”，否则很难达标；

7. 包装有错，应为 packed in gunny bags of 50kg each，而非 plastic bags；

8. 转运、分批装运应为允许，而非 prohibited；

9. 信用证到期地点应为中国，而非 LONDON；

10. 交单期应为 15 天，而非 5 天。

综合实操项目

【参考答案】

1. 【参考答案】

Re: Amendment of L/C No. L-2437

Dear Sirs,

Thank you for your opening of the L/C under the title. After inspection , we have found the following discrepancies, to which we would like to draw your attention.

(1) “DRAFTS TO BE DRAWN AT 30 DAYS AFTER SIGHT” should be amended as “DRAFTS TO BE DRAWN AT SIGHT”;

(2) As to the freight clause, it has to be “MARKED FREIGHT PREPAID”;

(3) It has been agreed upon that insurance is to be covered by your side for 110% instead of 130%.

(4) As our contract stated, partial shipments and transshipment are allowed.

(5) The negotiation clause should be “DRAFTS DRAWN UNDER THIS CREDIT MUST BE NEGOTIATED IN CHINA WITHIN 15 DAYS AFTER SHIPMENT.”

(6)The beneficiary should be JIANGXI COMFORT IMPORT & EXPORT CO.LTD, while the applicant should be GENERAL TRADING COMPANY.

(7)The amount of the L/C in words should be HK DOLLARS instead of US DOLLARS.

(8)The number of the L/C should be L-2437 instead of L-1437.

Since the time of delivery is approaching, it is highly appreciated if you could arrange for the amendment as soon as possible.

Thank you for your cooperation and look forward to your early reply.

Yours sincerely,

2. 【参考答案】

1) 商业发票

SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.
Shanghai, China
COMMERCIAL INVOICE

To: CHR TRADING GMBH
LERCHENWEG 10
97522 SAND GERMANY

Invoice No.: JCSM0468014

Invoice Date: MAY 25, 2013

S/C No.: RT05342

S/C Date: MAR.1, 2013

From: SHANGHAI, CHINA

To: HAMBURG, GERMANY

Letter of Credit No.: 80008/04

Issued By:

Marks and Numbers	Number and kind of package Description of goods	Quantity	Unit Price	Amount
CHR HAMBURG C/NO.1-UP	HINGE BOLT		CIF HAMBURG	
	HINGE BOLT,LEFT SIDE	30 000PCS	EUR0.33	EUR9 900.00
	HINGEBOLT,RIGHT SIDE	30 000PCS	EUR0.33	EUR9 900.00

TOTAL: 60 000PCS

EUR19 800.00

SAY TOTAL: SAY EUROPEAN DOLLARS NINETEEN THOUSAND AND EIGHT HUNDRED ONLY.

WE HEREBY CERTIFY THAT THE ABOVE MENTIONED GOODS ARE OF CHINESE ORIGIN.

SHANGHAI MACHINE TOOL IMPORT & EXPORT CORPORATION(SIGNATURE)

2) 装箱单

上海机床进出口公司
SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.
218 FENGXIANG ROAD, SHANGHAI, 200041, CHINA

装 箱 单
PACKING LIST

TEL:021-62176968	Date : JULY 27, 2013
FAX:021-62176969	Invoice No. : JCSM0468014
E-MAIL:SMTIC@168.COM	B/L No. :
	S/G No. : RT05342
TO: CHR TRADING GMBH	L/C No. : 80008/04
LERCHENWEG 10	
97522 SAND GERMANY	

标记	货名	件数	净重	毛重	尺码
Marks & Numbers	Descrip. of Goods	Quantity	N. W.	G. W.	Measurement

CHR	HINGE BOLT				
HAMBURG	HINGEBOLT,LEFT SIDE	30 000PCS		1380/CASE	0.4/CASE
C/NO.1-UP	PACKED IN 1 WOODEN CASE				
	OF 15,000PCS EACH				
	HINGEBOLT,RIGHT SIDE	30 000PCS		1030/CASE	0.3/CASE
	PACKED IN 1 WOODEN CASE				
	OF 10,000 PCS EACH				

TOTAL QUANTITY: 60 000PCS PACKED IN 5 WOODEN CASES
SAY TOTAL: SAY SIXTY THOUSAND PIECES ONLY.

SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.
218 FENGXIANG ROAD, SHANGHAI,200041,CHINA

(签名)

3) 质量证明

上海机床进出口公司
SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.
218 FENGXIANG ROAD, SHANGHAI, 200041, CHINA

QUALITY CERTIFICATE

TEL:021-62176968
FAX:021-62176969
E-MAIL:SMTIC@168.COM

Date : JULY 27, 2013
Invoice No. : JCSM0468014
S/G No. : RT05342

MARKS & NOS
AS PER INVOICE NO.JCS0468014

WE HEREBY CERTIFY THAT GOODS ARE IN STRICT ACCORDANCE WITH DRAWINGS.

SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.
218 FENGXIANG ROAD, SHANGHAI,200041,CHINA

(签名)

4) 汇票

BILL OF EXCHANGE	
NO.JCSM0468	
IRREVOCABLE L/C NO. 80008/04 DATED 16	
JUNE,2013	
Drawn under BANKHAUS MAX FLESSA KG GERMANY	
支取 Payable With interest @ % 按 息	
汇票金额	=====
Exchange for	EUR19 800.00
见票	*****
at	日后 (本 汇 票 之 副 本 未 付) 付 交
	sight of this FIRST of Exchange (Second of Exchange
Being unpaid) Pay to the order of	<u>BANK OF CHINA SHANGHAI BRANCH</u> the sum of
SAY EUROPEAN DOLLARS NINETEEN THOUSAND AND EIGHT HUNDRED ONLY.	
TO: BANKHAUS MAX FLESSA KG GERMANY	
SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.	

5) 普惠制产地证明书

普惠制产地证书 (FORM A)

1. Goods consigned from(Exporter's name, Address country) SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP. 218 FENGXIANG ROAD,SHANGHAI,200041 CHINA			Reference No. GENERALIZED SYSTEM OF PREFERANCES CERTIFICATE OF ORIGIN (Combined declaration and certificate) FORM A <u>Issued in THE PEOPLE'S REPUBLIC OF CHINA</u> (country)		
2. Goods consigned to (consignee's name, Address, country) CHR TRADING GMBH LERCHENWEG 10 97522 SAND GERMANY			4. For official use		
3. Means of transport and route (as far as known) FROM SHANGHAI, CHINA TO HAMBURG, GERMANY BY S.S GOLDEN GATE BRIDGE V.10W.					
5. Item\number HINGE BOLT	6. Marks and numbers of packages CHR HAMBURG C/NO.1-UP	7. Number and kind of packages; description of goods HINGE BOLT,LEFT SIDE HINGEBOLT,RIGHT SIDE FIVE WOODEN CASES *****	8. Origin criterion "P"	9. Gross weight or other quantity G.W. 5 850KGS	10. Number and date of invoice INVOICE NO. JCSM0468014 MAY 25, 2013
11. Certification It is hereby certified, on the basis of control carried out, that the declaration by the exporter is correct. SHANGHAI MAY.29,2013 ----- place and date, signature and stamp of certifying authority			12. Declaration by the exporter The undersigned hereby declares that the above details and statements are correct; that all the goods were produced in CHINA ----- (country) and that they comply with the origin requirements specified for those goods in the Generalized System of Preferences for goods exported to GERMANY ----- (importing country) SHANGHAI MAY 25, 2013 ----- place and date, signature of authorized signatory		

6) 报检单

中华人民共和国出入境检验检疫

出境货物报检单

报检单位(加盖公章)

编号: 8965478955

报检单位登记号: 1254789653

联系人:

电话:

报检日期: 2013年5月25日

发货人	(中文) 上海机床进出口公司				
	(外文) SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.				
收货人	(中文)				
	(外文) CHR TRADING GMBH				
货物名称(中外文)	H.S.编码	产地	数/重量	货物总值	包装种类及数量
HINGE BOLT 铰链	8 302.100	中国上海	60 000 件	19 800.00 欧元	共计 60 000 件, 装两个 40 英尺集装箱 (集装箱号: TEXU 2263978; TEXU2263979)
运输工具名称号码	“金门大桥”号 GOLDEN GATE BRIDGE V.10W		贸易方式	一般贸易	货物存放地点 逸仙路 1 号
					德国汉堡 目的港仓库
合同号	RT05342		信用证号	80008/04	用途 销售
发货日期	2013 年 6 月 2 号	输往国家(地区)	德国汉堡	许可证/审批号	XK0511266
启运地	中国上海	到达口岸	德国汉堡	生产单位注册号	1234555897
集装箱规格、数量及号码	两个 40 英尺集装箱 (集装箱号: TEXU2263978; TEXU2263979)				
合同、信用证订立的检验检疫条款或特殊要求	标记及号码 CHR HAMBURG C/NO.1-5		随附单据(画“ ”或补填)		
			合同	包装性能结果单	
			信用证	许可/审批文件	
			发票		
			换证凭单		
			装箱单		
	厂检单				
需要证单名称(画“ ”或补填)				*检验检疫费	
品质证书	1 正 2 副	植物检疫证书	正 副	总金额 (人民币元)	
重量证书	正 副	植物检疫证书	正 副		
数量证书	1 正 2 副	出境货物换证凭单	正 副		
兽医卫生证书	正 副			计费人	
健康证书	正 副				
卫生证书	正 副			收费人	
动物卫生证书	正 副				
报检人郑重声明:			领取证单		
1. 本人被授权报检。			日期		
2. 上列填写内容正确属实, 货物无伪造或冒用他人的厂名、标志、认证标志, 并承担货物质量责任			签名		
签名: _____					

注: 有“*”号栏由出入境检验检疫机关填写

7) 货运委托书

货物出运委托书

(货物明细单) 日期:

根据《中华人民共和国合同法》与《中华人民共和国海商法》的规定,就出口货物委托运输事宜订立本合同。

托 运 人		上海机床进出口公司		合同号	RT05342	运输编号					
				银行编号		信用证号	80008/04				
提单 抬头				开证银行							
				汇票 付款人							
通 知 人		CHR TRADING GMBH LERCHERNWEG 10 97522 SANGD GERMANY		付款方式	信用证						
				贸易性质	一般贸易	贸易国别	中国				
标志唛头		货名规格、海关编号		运输方式	海运	消费国别	德国				
				装运期限	2009-06-01	出口口岸	上海				
件数及 包装式样		毛重 (公斤)		净重 (公斤)		有效期限	目的港	德国汉堡			
						可否转运	NO	可否 分批	YES	运费 预付	预 付
CHR HAMBURG C/NO.1-5		HINGE BOLT HINGE BOLT, LEFT SIDE HINGE BOLT, RIGHT SIDE		30 000PCS 30 000PCS		5850KGS		正本提单	副本 提单	价格 条件	CFR
								价格币制:		单 价	总 价
						TOTAL:		19800EUR			
法定商检:	有进料不超过 20%	来料加工:	来料费:	加工费:	总尺码:	FOB价:					
受 托 人 注 意 事 项				指定 货代							
				运费	确认						
委 托 人 注 意 事 项	发运 信息			随 附 单 据	1. 发票 份	2. 装箱单 份	3. 报 关单 份				
				4. 核销 单 份	5. 许可证 份						
保险 条款				保险 金额:	赔款地点						
				危险品:		制单员					

8) 海运提单

1. Shipper Insert Name, Address and Phone SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP. 218 FENGXIANG ROAD,SHANGHAI,200041,CHINA		中远集装箱运输有限公司 COSCO CONTAINER LINES TLX: 33057 COSCO CN FAX: +86(021)65458984 ORIGINAL Port-to-Port or Combined Transport BILL OF LADING RECEIVED in external apparent good order and condition except as otherwise noted. The total number of packages or units stuffed in the container, the description of the goods and the weights shown in this Bill of Lading are furnished by the Merchants, and which the carrier has no reasonable means of checking and is not a part of this Bill of Lading contract. The carrier has issued the number of bills of lading stated below, all of this tenor and date, one of the original Bills of Lading must be surrendered and endorsed of signed original Bills of Lading shall be void. The Merchants agree to be bound by the terms and conditions of this Bill of Lading as if each had personally signed this Bill of Lading.				
2. Consignee Insert Name, Address and Phone TO ORDER OF SHIPPER						
3. Notify Party Insert Name, Address and Phone CHR TRADING GMBH LERCHENWEG 10 97522 SAND GERMANY						
4. Combined Transport* Pre-carriage by	5. Combined Transport* Place of Receipt					
6. Ocean Vessel Voy. GOLDEN GATE BRIDGE V.10W	7. Port of Loading SHANGHAI,CHINA					
8. Port of Discharge HAMBURG,GERMANY	9. Combined Transport* Place of Delivery					
Marks & Nos. Container / Seal No. CHR HAMBURG C/NO.1-5	No. of Containers or Packages TEXU2263978 TEXU2263979	Description of Goods (If Dangerous Goods) HINGE BOLT SAY FIVE WOODEN CASES ONLY TOTAL TWO 40'CONTAINER CY TO CY FREIGHT PREPAID			Gross Weight Kgs 5 850 ON BOARD	Measurement 1.7CBM
		Description of Contents for Shipper's Use Only(Not part of This B/L Contract)				
10. Total Number of containers and/ or packages(in words) SAY TWO CONTAINERS ONLY. Subject to Clause 7 Limitation						
11. Freight & Charges Declared Value Charge		Revenue Tons	Rate	Per	Prepaid	Collect
Ex. Rate:	Prepaid at SHANGHAI, CHINA	Payable at		Place and date of Issue SHANGHAI JUN.1, 2013		
	Total Prepaid	No. of Original B(s)/L THREE		Signed for the Carrier, COSCO CONTAINER LINES		

9) 报关单

中华人民共和国海关出口货物报关单

预录入编号：

海关编号：78996866451

出口口岸 中国上海吴淞海关 2202		备案号		出口日期 2013.06.01		申报日期 2013.05.26				
经营单位 1234555897 上海机床进出口公司		运输方式 江海运输		运输工具名称 “金门大桥”号		提运单号 COSU66089803				
发货单位 上海机床进出口公司		贸易方式 一般贸易		征免性质 一般征税		结汇方式 信用证				
许可证号 XK0511266		运抵国(地区) 德国		指运港 汉堡		境内货源地 中国上海				
批准文号		成交方式 CFR		运费 300/163/3		保费		杂费		
合同协议号 RT05342		件数 5		包装种类 木箱		毛重(千克) 5 850		净重(千克) 5 800		
集装箱号 TEXU2263978;TEXU2263979		随附单据				生产厂家 上海工具厂				
标记唛码及备注 CHR HAMBURG C/NO.1-5										
项号	商品编号	商品名称	规格号	数量及单位	最终目的国(地区)	单价	总价	币制	征免	
	8302.1000	铰链 HINGE BOLT			德国			300	照章	
01		LEFT SIDE		2 740KGS 30 000PCS		0.33	9 900			
02		RIGHT SIDE		3 060KGS 30 000PCS		0.33	9 900			
税费征收情况										
录入员		录入单位		兹声明以上申报无讹并承担法律责任			海关审单批注及放行日期(签章)			
报关员				申报单位(签章)			审单		审价	
单位地址							征税		统计	
中国上海奉贤路 218 号							查验		放行	
邮编 200041		电话 62176968		填制日期 2013.05.26						

10) 装运通知

上海机床进出口公司
SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.
218 FENGXIANG ROAD, SHANGHAI, 200041, CHINA
SHIPPING ADVICE

TEL:021-62176968

FAX:021-62176969

E-MAIL:SMTIC@168.COM

Invoice No. : JCSM0468014

S/G No. : RT05342

L/C No. : 80008/04

TO: CHR TRADING GMBH
LERCHENWEG 10
97522 SAND GERMANY

DEAR SIRs:

WE HEREBY INFORM YOU THAT THE GOODS UNDER THE ABOVE MENTIONED CREDIT HAVE BEEN SHIPPED. THE DETAILS OF THE SHIPMENT ARE STATED BELOW.

COMMODITY: HINGE BOLT

SHIPPING MARKS:

NUMBER OF CTNS: 5 WOODEN CASES

CHR

TOTAL G.T.: 5850KGS

HAMBURG

OCEAN VESSEL: GOLDEN GATE BRIDGE V.10W

C/NO.1-5

DATE OF DEPARTURE: JUN.01, 2013

B/L NO. COSU 66089803

PORT OF LOADING : SHANGHAI, CHINA

DESTINATION: HAMBURG, GERMANY

SHANGHAI MACHINE TOOL IMPORT & EXPORT CORP.