

《外贸跟单操作》测试题 2

一、接单审单操作实务

上海进出口贸易公司（Shanghai Import and Export Trade Corporation）是一家专业经营服装进出口的外贸公司，2011年2月10日与澳大利亚 KKK IMPORT CO.LTD 签订了一份男士全面六袋短裤（MEN'S 100% COTTON DRILL 6 POCKET SHORT）的出口销售合同。内容如下：

SHANGHAI IMPORT & EXPORT TRADE CORPORATION

333 ZHONGHUA ROAD SHANGHAI CHINA

SALES CONTRACT

TEL: 021-65788888

S/C No.: A110101

FAX: 021-65788899

DATE: FEB. 10,2011

To Messrs:

KKK IMPORT CO.LTD

37 VICTORIA, AUSTRALIA

The undersigned sellers and buyers have agreed to close the following transaction as per terms and conditions Stipulated below:

COMMODITY AND SPECIFICATION	QUANTITY	UNIT PRICE	AMOUNT
MEN'S 100% COTTON DRILL 6 POCKET SHORT AS PER ORDER NO. 121	12,000PCS	CFR MELBOURNE USD6.50	USD78,000.00

COLOR AND SIZE	S	M	L	XL	XXL	TOTAL
NATURAL	1,000	2,000	2,000	1,000	1,000	7,000
BLACK		2,000	2,000	1,000		5,000
TOTAL						12,000

MAIN LABEL: Main label: KKK in center neck back

Care label: In left waistband 2cm away from main label to show order No.

Hangtag: Through main label

SAMPLES: The following items will have to be sent by FedEx, prepaid, and will advise dispatch details to the buyer immediately.

Lab dips each color in 3 pieces.

Approval samples 4 pieces in size M 10 days after the contract date in buyer's office.

Pre-production samples 4 pieces in size M to be advised later.

Please note the pre-production samples could be made after the fabric has

been tested and passed by its Shanghai branch, then will be sent to buyers' quality assurance department. "go" for production can only be given after their approval.

Size/color set samples dispatched before delivery.

PACKING: Each piece in a polybag, 20 pieces into an export carton with assorted sizes and colors.

Maximum size of export cartons: Length 50cm Width 40cm.

MARKS: Shipping mark includes KKK, S/C No., port of destination and carton No. side mark must show the color, pieces per carton, gross weight and country of origin

LOADING PORT: SHANGHAI

DESTINATION: MELBOURNE

TIME OF SHIPMENT: Before April 30, 2011, but not earlier than April 15 2011

PARTIAL SHIPMENT: not allowed

TRANSHIPMENT: not allowed

INSURANCE: For 110 percent of the invoice value covering all risks and war risk as per PICC 1/1/1981

TERMS OF PAYMENT: by L/C at sight

GENERAL TERMS:

1) Reasonable tolerance in quality, weight, measurements, designs and colors is allowed, for which No claims will be entertained.

2) All garments' manufacturers must meet the minimum manufacturing standards, comply with the SA8000.

3) The buyers are to assume full responsibilities for and consequences arising from: (a) the use of packing, designs or Pattern made to order; (b) late submission of specifications or any other details necessary for the execution of this Sales Confirmation; (c) late establishment of L/C; (d) late amendment or L/C inconsistent with the provisions of The Sales Confirmation

THE SELLER: 司博

THE BUYER: PETER

(一)、翻译下列合同条款

1、TIME OF SHIPMENT: Before April 30, but not earlier than April 15 2011.

2、INSURANCE: For 110 percent of the invoice value covering all risks and war risk as per PICC 1/1/1981

(二) 根据销售合同回答下列问题

1、合同数量是多少? 根据合同规定, 该批货物需装多少 CARTON 箱?

2、合同规定货物何时装运? 是否可以分批装运和转运?

3、合同规定采用的贸易术语是什么? 在此贸易术语下由哪方负责订舱? 由哪方负责投保?

二、信用证审核操作实务

2011年2月18日, 进口商 KKK IMPORT CO.LTD 通过澳大利亚银行 (AUSTRALIA BANK) 开立了以上海进出口公司为受益人的信用证。此信用证中至少有 5 处不符合要求, 请找出信用证中的不符点, 并提出修改意见。

DOCUMENTARY CREDIT

SEQUENCE OF TOTAL *27: 1/1
FORM OF DOC. CREDIT *40 A: IRREVOCABLE
DOC. CREDIT NUMBER *20: FJ078832
DATE OF ISSUE 31 C: 110218
DATE AND PLACE OF EXPIRY *31 D: DATE 070415 AT BENEFICIARY'S COUNTRY
APPLICANT *50 : KKK IMPORT CO.LTD
37 VICTORIA, AUSTRALIA
ISSUING BANK 52A : AUSTRALIA BANK
ANDORRA LA VELLA,AUSTRALIA
BENEFICIARY *59: SHANGHAI IMPORT AND&EXPORT CORPORATION
333ZHONGHUA ROAD SHANGHAI CHINA
AMOUNT *32 B: CURRENCY EUR AMOUNT 70,000.00
AVAILABLE WITH / BY *41 D: ANY BANK BY NEGOTIATION
DRAFTS AT... 42 C: DRAFTS AT SIGHT FOR FULL INVOICE VALUE
DRAWEE 42 A: AUSTRALIA BANK
ANDORRA LA VELLA, AUSTRALIA
PARTIAL SHIPMENTS 43 P: NOT ALLOWED
TRANSSHIPMENT 43 T: ALLOWED
LOADING ON BOARD 44 A: SHANGHAI
FOR TRANSPORTATION TO... 44 B: BACELONA
LATEST DATE OF SHIPMENT 44 C: 070410
DESCRIPT OF GOODS 45 A: MEN'S 100% COTTON DRILL 6 POCKET SHORT
AS PER S/C NO.A070101
DOCUMENTS REQUIRED 46 A:
+ SIGNED COMMERCIAL INVOICE, 2 ORIGINAL AND 4 COPIES.
+ PACKING LIST, 1 ORIGINAL AND 4 COPIES.
+ CERTIFICATE OF ORIGIN GSP CHINA FORM A, ISSUED BY THE CHAMBER OF
COMMERCE OR OTHER AUTHORITY DULY ENTITLED FOR THIS PURPOSE.
+ FULL SET OF NEGOTIABLE INSURANCE POLICY OR CERTIFICATE BLANK
ENDORSED FOR 120 PERCENT OF THE INVOICE VALUE COVERING ALL RISKS
+ FULL SET OF B/L CLEAN ON BOARD, MADE OUT TO ORDER OF SHIPPER AND
BLANK ENDORSED AND MARKED "FREIGHT COLLECT"AND NOTIFY APPLICANT.
+ QUALITY INSPECTION TO BE EFFECTED BEFORE SHIPMENT AND THE
RELATIVE CERTIFICATE IS REQUIRED FROM THE INPECTING AGENCY
DESIGNATED BY THE BUYER..
CHARGES 71B: ALL BANKING CHARGES OUTSIDE SPAIN ARE FOR
ACCOUNT OF BENEFICIARY.
PERIOD FOR PRESENTATION 48: DOCUMENTS MUST BE PRESENTED WITHIN
15 DAYS

三、样品跟单操作实务

请根据销售合同对样品的相关规定回答下列问题。

1、Approval sample 是指什么样品？销售合同对 Approval sample 的具体规定是什么？在

外贸合同执行中，它的主要作用是什么？

2、Size/color set samples 是指什么样品？它的主要作用是什么？

四、签订加工合同操作实务（请填写答题卡上的空白加工合同）

上海进出口贸易公司在签订外贸销售合同后，委托宁波服装有限公司生产该批货物。为此，双方签订了加工合同。请根据以下业务资料，完成加工合同的制作。

业务资料：

卖方：上海进出口贸易公司

地址：中国上海市中华路 333 号

电话：021-6578 8888

传真：021-6578 8899

加工单位：宁波服装有限公司

地址：宁波市三门路 1 号

电话：0574-2364 2838

加工合同号：HWE08974

货名：男士全棉 6 袋短裤

数量：12,000 件（自然色 7,000 件/S、M、L、XL、XXL；黑色 5,000 件/S、M、L、XL、XXL）

原材料：1.5 米/件，含 2% 备损率，2011 年 3 月 15 日向甲方提供并负责送至宁波车站。

加工费用：每套人民币 15 元，结汇后 45 天内支付全部加工费用。

交货期：2011 年 4 月 20 日前将加工后的成品 12,000 件送至吴淞港口。

甲方委托代理人：李丽

合同日期：2011 年 3 月 5 日

五、产品品质跟单操作实务

宁波服装有限公司完成服装加工后，上海进出口贸易公司派出 QC 对产品进行了检验。以下是相关资料，请根据检验结果判定整批货物是否合格。

- (1) 检查水平 (IL) 为一般检查水平 II 级；
- (2) MAJOR 的 AQL 为 1.0；
- (3) MINOR 的 AQL 为 4.0；
- (4) 实际抽检中的 MAJOR 的不合格产品数量为 6 件；
- (5) 实际抽检中的 MINOR 的不合格产品数量为 20 件；

表1: 批量范围检验水平与样本量字码之间的关系表							
批量	特殊检验水平				一般检验水平		
	S-1	S-2	S-3	S-4	I	II	III
2-8	A	A	A	A	A	A	B
9-15	A	A	A	A	A	B	C
16-25	A	A	B	B	B	C	D
26-50	A	B	B	C	C	D	E
51-90	B	B	C	C	C	E	F
91-150	B	B	C	D	D	F	G
151-280	B	C	D	E	E	G	H
281-500	B	C	D	E	F	H	J
501-1200	C	C	E	F	G	J	K
1201-3200	C	D	E	G	H	K	L
3201-10000	C	D	F	G	J	L	M
10000-35000	C	D	F	H	K	M	N
35001-150000	D	E	G	J	L	N	P
150001-500000	D	E	G	J	M	P	Q
500001及其以上	D	E	H	K	N	Q	R

双瓦楞纸箱	15	1 000	双瓦楞	D-1.1	BD-1.1	BD-2.1	BD-2.1	BD-3.1	BD-3.1
	20	1 400		D-1.2	BD-1.2	BD-2.2	BD-2.2	BD-3.2	BD-3.2
	30	1 750		D-1.3	BD-1.3	BD-2.3	BD-2.3	BD-3.3	BD-3.3
	40	2 000		D-1.4	BD-1.4	BD-2.4	BD-2.4	BD-3.4	BD-3.4
	55	2 500		D-1.5	BD-1.5	BD-2.5	BD-2.5	BD-3.5	BD-3.5

表 4、各类纸箱对瓦楞纸板的技术要求

纸箱种类		纸板代号	耐破强度 (kPa)	边压强度 (N/m)	戳穿强度 (kg/cm)	含水量 %
单瓦楞	1类	S-1.1	588	4 900	35	10±2
		S-1.2	784	5 800	50	
		S-1.3	1 177	6 860	65	
		S-1.4	1 569	7 840	85	
		S-1.5	1 961	8 820	100	
	2类	S-2.1	409	4 410	30	
		S-2.2	686	5 390	45	
		S-2.3	980	6 370	60	
		S-2.4	1 373	7 350	70	
		S-2.5	1 764	8 330	80	
	3类	S-3.1	392	3 920	30	
		S-3.2	588	4 900	45	
		S-3.3	784	5 880	60	
		S-3.4	1 177	6 860	70	
		S-3.5	1 569	7 840	80	
3类	S-3.1	392	3 920	30		
	S-3.2	588	4 900	45		
	S-3.3	784	5 880	60		
	S-3.4	1 177	6 860	70		
	S-3.5	1 569	7 840	80		
双瓦楞	1类	D-1.1	786	6 860	75	10±2
		D-1.2	1 177	7 840	90	
		D-1.3	1 569	8 820	105	
		D-1.4	1 961	9 800	128	
		D-1.5	2 550	10 780	140	
	2类	D-2.1	686	6 370	90	
		D-2.2	980	7 350	85	
		D-2.3	1 373	8 330	100	
		D-2.4	1 756	9 310	110	
		D-2.5	2 158	10 290	130	
	3类	D-3.1	588	5 880	70	
		D-3.2	784	6 860	85	
		D-3.3	1 170	7 840	100	
		D-3.4	1 570	8 820	110	

		D-3.5	1 960	9 800	130	
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2、若实际装运时没有发生溢短装，请根据本销售合同的要求，写出正唛和侧唛的内容。

正唛

侧唛

七、出口货运跟单操作实务

宁波服装有限公司于 2011 年 4 月 16 日完成货物加工，并交付上海进出口贸易公司。上海进出口贸易公司于 2011 年 4 月 18 日出具发票、装箱单等单据交付货运代理出货，发票号码为：TX070418。请结合以上各题相关信息，代上海进出口贸易公司缮制发票。