

上海新联进出口有限公司

操作一：建交参考

上海新联进出口有限公司

SHANGHAI XINLIAN IMP. & EXP. CO., LTD.

上海四平路 1100 号

NO.1100 SIPING ROAD, SHANGHAI, CHINA

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

The Sales Manger

Date:02-Mar-01

MONARCH TRADING S.A.

Dear Sirs,

From one of our business friends Mr. Schmidt, we are pleased to learn that you are acting as a purchasing agent for the leading department stores and supermarkets in your district. We now take the liberty to write to you for some chance of business.

As we know ,you are very interested in the Chinese glassware which falls within the scope of our business activities. We are a state-owned corporation specializing in light products. Our "Daily" brand tumblers are very marketable in the area of North America and West Europe for their attractive configuration, diversified styling and resplendent appearance. It is our belief that the inclusion of the various products under "Daily" brand in your program will enrich and add color to your requisition schedule for the next quarter, and will certainly win warm reception from your principals.

A detailed catalogue is being forwarded to your address. We anticipate your comments and look forward to your valued inquiries.

Best Regards!

Yours truly,

Shanghai Xinlian Imp & Exp Co.,Ltd.

XXX

Manager

操作二：报价参考

"Daily" Brand Tumblers

对于 71H5, 71H5B, 71H5F

以一个 20 英尺集装箱有效容积为 25 立方米计算

一个 20 英尺集装箱共可装 $25/(0.4 \times 0.255 \times 0.355) = 690$ (箱)

每种货号的起订量为一个 20'的集装箱.

货号 71H5

实际成本: $42 - 42 \times 9\% / (1 + 17\%) = 38.7692$

国内费用: $(500 + 800 + 350 + 50 + 500 + 2000 + 1000) / (690 \times 10) + 5 / 10 = 1.2536$

出口运费: $1950 / (690 \times 10) = 0.283$

报价 CIFC5 = $[(38.7692 + 1.2536) / 8.25 + 0.283] / (1 - 110\% \times 1\% - 5\% - 15\%)$

= 6.51(美元)/套

货号 71H5B

实际成本: $51 - 51 \times 9\% / (1 + 17\%) = 47.0769$

国内费用及出口运费同上一货号

报价 CIFC5 = $(47.0769 + 1.2536) / 8.25 + 0.283 / (1 - 110\% \times 1\% - 5\% - 15\%) \times$

= 7.78(美元)/套

货号 71H5F

实际成本: $58.2 - 58.2 \times 9\% / (1 + 17\%) = 53.7231$

国内费用及出口运费同上一货号

报价 CIFC5 = $(53.7231 + 1.2536) / 8.25 + 0.283 / (1 - 110\% \times 1\% - 5\% - 15\%)$

= 8.80(美元)/套

对于 71H10

以一个 20 英尺集装箱有效容积为 25 立方米计算

一个 20 英尺集装箱共可装 $25 / (0.4 \times 0.34 \times 0.35) = 525$ (箱)

即 $525 \times 6 = 3150$ 套.

货号 71H10

实际成本: $27 - 27 \times 9\% / (1 + 17\%) = 24.9231$

国内费用: $(500 + 800 + 350 + 50 + 500 + 2000 + 1000) / 3150 + 5 / 6 = 2.4841$

出口运费: $1950 / 3150 = 0.6190$

报价 CIFC5 = $[(24.9231 + 2.4841) / 8.25 + 0.6190] / (1 - 110\% \times 1\% - 5\% - 15\%)$

= 5.00(美元)/套

操作三：发盘参考

上海新联进出口有限公司

SHANGHAI XINLIAN IMP. & EXP. CO., LTD.

上海四平路 1100 号

NO.1100 SIPING ROAD, SHANGHAI, CHINA

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

The Sales Manger

Date:12-Mar-01

MONARCH TRADING S.A.

Dear Sirs,

We refer to your enquiry of March 7,2001 ,and we are very pleased to quote as follows:
"Daily" Brand Tumblers

Art. No.	Minimum Qty.	Unit Price
CIFC5BARCELONA		
71H5	One 20'container of 6900sets	
71H5B	One 20'container of 6900sets	US\$6.51/set (of 6 pcs per set)
71H5F	One 20'container of 6900sets	US\$7.78/set (of 6 pcs per set)
71H10	One 20'container of 3150sets	US\$8.80/set (of 6 pcs per set)
Packing:		US\$5.00/set (of one doz per set)
71H5, 71H5B, 71H5F		
To be packed in gift box of 6 pieces each.		71H10
10 boxes to one export carton		To be packed in box of 12 pieces each.
Meas. 40×25.5×35.5 cm.		6 boxes to one export carton
		Meas. 40×34×35 cm

Shipment: To be effected within 30 days of the receipt of the related L/C.

Payment: By irrevocable L/C at sight opened through a bank acceptable to the seller.

Insurance: For 110% invoice value covering All Risks & War Risk.

We hope that the above prices and conditions will be acceptable to you and await for your initial orders

Best Regards!

Yours truly,

Shanghai Xinlian Imp & Exp Co.,Ltd.

XXX

Manage

操作四：还价参考

"Daily" Brand Tumblers

客户还价

71H5	US\$5.86/set
71H5B	US\$7.00/set
71H5F	US\$7.92/set
71H10	US\$4.50/set

1. 客户还价后的总利润额和利润率:

如按客户的还价,我方的收入为:

$$[(5.86+7.00+7.92)\times 2300+4.50\times 3150]\times 8.25$$

$$=61969.00\times 8.25 =511244.2500$$

$$\text{实际总成本}=[(42+51+58.2)\times 2300+27\times 3150]\times [1-9\%\times 1/(1+17\%)]$$

$$=399516.9230(\text{元})$$

$$\text{业务费用}=5\times(690+525)+(500+800+350+50+500+2000+1000)\times 2=16475.00(\text{元})$$

$$\text{出口运费}=1950\times 2\times 8.25 =32175.000(\text{元})$$

$$\text{出口保费}=511244.25\times 110\%\times 1\% =5623.6868(\text{元})$$

$$\text{客户佣金}=511244.25\times 5\%=25562.2125(\text{元})$$

$$\text{利润总额}=\text{货款收入}-\text{实际成本}-\text{业务费用}-\text{出口运费}-\text{出口保费}-\text{客户佣金} =511244.25-$$

$$399516.9230-16475.00-32175.00-5623.6868$$

$$-25562.2125 =31891.4277(\text{元人民币})$$

$$\text{利润率} =31891.4277/511244.25 \times 100\%=6.24\%$$

如按客户的还价,我方的利润总额为 31891.43 元人民币, 利润率为 6.24%

2.我方对国内采购价格的控制:

利润率: 15%

设我方的实际成本为 X

$$\text{预期利润: } 511244.25\times 0.15=76686.6375$$

$$=511244.25-16475-32175-5623.6868-25562.2125-X$$

$$X=354721.7132$$

$$\text{国内采购成本为: } 354721.7132=\text{采购成本}\times(1-0.09/1.17)$$

$$\text{采购成本}=384281.8559$$

$$\text{降价为: } 347760+85050-384281.8559=432810-384281.8559=48528.1441$$

$$\text{降价率为: } 48528.1441/432810=11.21\%$$

所以所有货号的产品均应降价 11.21%:

货号 71H5: $42 \times (1 - 11.21\%) = 37.29$ 元

货号 71H5B: $51 \times (1 - 11.21\%) = 45.28$ 元

货号 71H5F: $58.2 \times (1 - 11.21\%) = 51.68$ 元

货号 71H10: $27 \times (1 - 11.21\%) = 23.97$ 元

3. 我方降价 5%后重新报价

货号 71H5: $6.51 \times 95\% = \text{US\$}6.18/\text{set}$

货号 71H5B: $7.78 \times 95\% = \text{US\$}7.39/\text{set}$

货号 71H5F: $8.80 \times 95\% = \text{US\$}8.36/\text{set}$

货号 71H10: $5.00 \times 95\% = \text{US\$}4.75/\text{set}$

操作五：还盘参考

上海新联进出口有限公司

SHANGHAI XINLIAN IMP. & EXP. CO., LTD.

上海四平路 1100 号

NO.1100 SIPING ROAD, SHANGHAI, CHINA

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

The Sales Manger

Date: March 22nd 2001

MONARCH TRADING S.A.

Dear Sirs,

Thanks for your E-Mail of 17-Mar-2001, with respect to our offer made in ours of Mar. 12,2001. We note with appreciation that our products have satisfied you in every respect but regret to hear our price are thought too high. Unfortunately, your opinions are not shared by other customers who find that our quotations can go all right and have placed with us repeat orders. When the superior quality and exquisite workmanship are taken into consideration, you will find that no other sources will probably supply you with the same at our prices.

Confiding in your care for the promotion of our products to your market, however, we do not consider our quotations as strict limits. In order to accommodate you, we are prepared to give you special favorable prices as follows:

Art. No. Minimum Qty. Unit Price (CIFC5BARCELONA)

71H5 2300sets US\$6.18/set (of 6 pcs per set)

71H5B 2300sets US\$7.39/set (of 6 pcs per set)

71H5F 2300sets US\$8.36/set (of 6 pcs per set)

71H10 3150sets US\$4.75/set (of one doz per set)

Of course we can understand you intention to reduce the quantity, we agree to pack the goods of Art No. 71H5, 71H5B, 71H5F in one 20' container. And we hope that we can do good business in the near future.

Other terms are same as our last E-Mail of 12 March 2001.

You may rest assured that we shall make every effort to assist you, and we are looking forward to your initial order.

Best Regards!

Yours truly,

Shanghai Xinlian Imp & Exp Co.,Ltd.

XXX

Manager

操作六：成交参考

合同核算： (单位:人民币)

合同金额= $[(6.18+7.39+8.36)\times 2300+4.75\times 3150]\times 8.25$

=65401.50×8.25

=539562.3750(元)

实际总成本= $[(42+51+58.2)\times 2300+27\times 3150]\times [1-9\%\times 1/(1+17\%)]$

=399516.9230(元)

业务费用= $5\times(690+525)+(500+800+350+50+500+2000+1000)\times 2$

=16475.00(元)

出口运费= $1950\times 2\times 8.25 = 32175.5000$ (元)

出口保费= $539562.3750\times 110\%\times 1\% = 5935.1816$ (元)

客户佣金= $539562.3750\times 5\%=26978.1188$ (元)

利润总额=货款收入—实际成本—业务费用—出口运费—出口保费—客户佣金
= $539562.3750-399516.9230-16475.00-32175.00-5935.1816-26978.1188$
= 58482.1515 (元人民币)

利润率= $58482.1515/539562.3750\times 100\%$

=10.84%

如按客户的还价,我方的利润总额为 58482.15 元人民币, 利润率为 10.84%

操作七: 合同参考 <1> <2>

上海新联进出口有限公司

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上海四平路 1100 号

NO.1100 SIPING ROAD, SHANGHAI, CHINA

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

The Sales Manger

Date:01-Apr-01

MONARCH TRADING S.A.

Dear Sirs,

With great pleasure we are now sending you our Sales Confirmation No. XL-MONSC10 in duplicate against your Order No.MON9811 for our "Daily" Brand Tumblers. Please countersign

the Sales Confirmation and return us one copy for our files. And notify us at once, in case of any questions.

By the way, it may not be superfluous to reiterate that the relevant L/C in our favor covering the above mentioned goods will be established immediately. Please urge your bank to open the L/C and to reach us before the date stipulated in the S/C to avoid any delay of the delivery.

Finally, may we take this opportunity to express our appreciation for the conclusion of this transaction and assure you that we shall do our best to cooperate with you in future.

Best Regards!

Yours truly,
Shanghai Xinlian Imp & Exp Co.,Ltd.

XXX
Manager

操作九：改证参考

上海新联进出口有限公司

SHANGHAI XINLIAN IMP. & EXP. CO., LTD.

上海四平路 1100 号

NO.1100 SIPING ROAD, SHANGHAI, CHINA

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

The Sales Manger

Date: April 25th 2001

MONARCH TRADING S.A.

Dear Sirs,

Letter of Credit No. MON-XLLC10 issued by the bank of BANCO POPULAR ESPANOL for our S/C No.XL-MONSC10 has duly arrived. On perusal we regretfully find that the said L/C has contain some discrepancies, which are not in conformity with the terms stipulated in the contract. The discrepancies are as follows:

- 1.The address of the beneficiary shall be "No. 1100 SIPING ROAD", not "No. 1100 SIPIN ROAD"
- 2.The drafts shall be at sight, not at 30 days after sight.
- 3.Transshipment shall be allowed as which is stipulated in the relevant contract.
- 4.The Number of the S/C shall be amended as to read "XL-MONSC10", not "XL- MON10".
- 5.Please extend the expiry date of the L/C to JUNE 15 2001.
- 6.The insurance policy shall cover All risks and War risks for 110% of the total value as per the relevant ocean marine cargo of P.I.C.C. dated 1/1/1981.

Therefore, please contact your bank to make the necessary amendment accordingly on receipt of this E-Mail. If your amendment could reach us before 30 APRIL 2001, we would effect shipment with the least possible of delay.

We thank you in advance for your co-operation.

Best Regards!

Yours truly,

Shanghai Xinlian Imp & Exp Co.,Ltd.

XXX

Manager

操作七: 合同参考 <1> <2>

SALES CONFIRMATION

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

S/C No.: XL-MONSC10

Date: April 1st 2001

The Seller: SHANGHAI XINLIAN IMP.& EXP. CO.,

LTD.

The Buyer: MONARCH TRADING S.A.

Address: NO. 1100 SIPING ROAD

SHANGHAI, CHINA

Address: PASEO DELA CASTELLANA 178

BARCELONA, SPAIN

Item No.	Commodity & Specifications Daily Brand Tumblers	Unit	Quantity	Unit Price (US\$)	AMOUNT (US\$)
1			2300		
2	71H5	SET	2300	6.18	14214.00
3	71H5B	SET	2300	7.39	16997.00
4	71H5F	SET	3150	8.36	19228.00
	71H10	SET		4.75	14962.50
				TOTAL	65401.50

TOTAL CONTRACT VALUE: SAY US DOLLARS SIXTY FIVE THOUSAND FOUR HUNDRED AND ONE AND CENTS FIFTY ONLY

PACKING: 71H5,71H5B , 71H5F To be packed in gift box of 6 pieces each. 10 boxes to one export carton. Meas. 40*25.5*35.5cm.

71H0 To be packed in gift box of 12 pieces each. 6 boxes to one export carton. Meas. 40*34*35cm.

TERMS OF DURING MAY 2001 PARTIAL SHIPMENT NOT ALLOWED TRANSSHIPMENT SHIPMENT: ALLOWED

PORT OF
LOADING &
FROM SHANGHAI, CHINA TO BARCELONA, SPAIN
DESTINATION

:

PAYMENT: BY IRREVOCABLE SIGHT LETTER OF CREDIT OPENED BY THE BUYER THROUGH A BANK ACCEPTABLE TO THE SELLER NOT LATER THAN APRIL 25TH 2001 AND REMAIN VALID FOR NEGOTIATION IN SHANGHAI UNTIL 15TH DAY AFTER THE AFORESAID TIME OF SHIPMENT.

INSURANCE: TO BE COVERED BY THE SELLER FOR 110% OF TOTAL INVOICE VALUE AGAINST ALL RISKS AND WAR RISK AS PER AND SUBJECT TO CIC OF PICC.

Confirmed by:

THE SELLER

THE BUYER

SHANGHAI XINLIAN IMP. & EXP. CO.,LTD.

XXX

REMARKS:

1. The buyer shall have the covering letter of credit which should reach the Seller 30 days before shipment, failing which the Seller reserves the right to rescind without further notice, or to regard as still valid whole or any part of this contract not fulfilled by the Buyer, or to lodge a claim for losses thus sustained, if any.
2. In case of any discrepancy in Quality/Quantity, claim should be filed by the Buyer within 30 days after the arrival of the goods at port of destination; while for quantity discrepancy, claim should be filed by the Buyer within 15 days after the arrival of the goods at port of destination.
3. For transactions concluded on C.I.F. basis, it is understood that the insurance amount will be for 110% of the invoice value against the risks specified in the Sales Confirmation. If additional insurance amount or coverage required, the Buyer must have the consent of the Seller before Shipment, and the additional premium is to be borne by the Buyer.
4. The Seller shall not hold liable for non-delivery or delay in delivery of the entire lot or a portion of the goods hereunder by reason of natural disasters, war or other causes of Force Majeure, However, the Seller shall notify the Buyer as soon as possible and furnish the Buyer within 15 days by registered airmail with a certificate issued by the China Council for the Promotion of International Trade attesting such event(s).
5. All disputes arising out of the performance of, or relating to this contract, shall be settled through negotiation. In case no settlement can be reached through negotiation, the case shall then be submitted to the China International Economic and Trade Arbitration Commission for arbitration in accordance with its arbitral rules. The arbitration shall take place in Shanghai. The arbitral award is final and binding upon both parties.
6. The Buyer is requested to sign and return one copy of this contract immediately after receipt of the same. Objection, if any, should be raised by the Buyer within it is understood that the Buyer has accepted the terms and conditions of this contract.
7. Special conditions: (These shall prevail over all printed terms in case of any conflict.)

操作八：审证参考

上海新联进出口有限公司

SHANGHAI XINLIAN IMP. & EXP. CO., LTD.

上海四平路 1100 号

NO.1100 SIPING ROAD, SHANGHAI, CHINA

电话(PHONE): 021-65330427

传真(FAX): 021-65330428

审 证 意 见

信用证存在的问

1. 投保险别有误

题需要修改的理由

增加保费支出

- | | |
|--------------|-----------|
| 2. 信用证到期日有误 | 与合同规定的不符 |
| 3. 付款期限错误 | 超出合同规定的期限 |
| 4. 合同号码有误 | 与合同规定的不符 |
| 5. 转运有误 | 与合同规定的不符 |
| 6. 受益人公司地址有误 | 易出现单、证不符 |

审核人:XXX

公司编号: BH10XL出口货物订舱委托书

日期: 9-May-01

1)发货人

SHANGHAI XINLIAN IMP & EXP
CO.,LTD.
NO. 1100 SIPING ROAD,
SHANGHAI CHINA

4)信用证号码 MON-XLLC10

5)开证银行 BANCO POPULAR ESPANOL S.A.

6)合同号码 XL-MONSC10 7)成交金额 US\$65401.50

8) 装运口岸 SHANGHAI 9)目的港 BARCELONA

2)收货人

10)转船运输 YES 11)分批装运 NO

TO ORDER

12)信用证效期 15-Jun-01 13)装船期限 31-May-01

3)通知人
 MONARCH TRADING S.A.
 PASRO DELA CASTELLANA,178
 BARCELONA, SPAIN

14)运费 PREPAID
 16)公司联系人 XXX
 18)公司开户行 Bank of
 China
 20)特别要求
 IN TWO 20' CONTAINER

15)成交条件 CIFC5
 BARCELONA
 17)电话/传真 021-4331255
 19)银行帐号 7938724374

23)包装件

21)标记唛码 22)货号规格 24)毛重 25)净重 26)数量 27)单价 28)总价
 数

DAILY" BRAND TUMBLERS

CIFC5 BARCELONA

MONARCH 71H5	230CTNS	4140KGS	3450KGS	2300SETS	USD6.18	USD14,214.00
XL-MONSC1071H5B	230CTNS	4140KGS	3450KGS	2300SETS	USD7.39	USD16997.00
BARCELONA 71H5F	230CTNS	4140KGS	3450KGS	2300SETS	USD8.36	USD19228.00
C/NO.		12075KG				
71H10	525CTNS		9975KGS	3150SETS	USD4.75	USD14962.50
1-1215		S				

29)总件数 30)总毛重 31)总净重 32)总尺

重 重 码 33)总金额
 1215CTNS 24495KG 20325KG US\$65401.50
 49.974M3

34)备注

S S

COMMERCIAL INVOICE

1) SELLER

SHANGHAI XINLIAN IMP.& EXP. CO., LTD.

Address: NO. 1100 SIPING ROAD,

SHANGHAI, CHINA

3) INVOICE NO.

XL-MONINV10

5) L/C NO.

MON-XLLC10

7) ISSUED BY

BANCO POPULAR ESPANOL S.A.

4) INVOICE DATE

9-May-01

6) DATE

14-Apr-01

2) BUYER		8) CONTRACT NO.	9) DATE	
MONARCH TRADING S.A.		XL-MONSC10	1-Apr-01	
Address:	PASRO DELA CASTELLANA,178	10) FROM	11) TO	
	BARCELONA, SPAIN	SHANGHAI	BARCELONA	
		12) SHIPPED BY	13) PRICE TERM	
			CIFC5 BARCELONA	
14) MARKS	15) DESCRIPTION OF GOODS	16) QTY.	17) UNIT PRICE(US\$)	18) AMOUNT
MONARCH	"DAILY" BRAND TUMBLERS		CIFC5 BARCELONA	
'XL-MONSC10	71H5	2300SETS	6.18	USD 14214.
BARCELONA	71H5B	2300SETS	7.39	USD 16977.
C/NO. 1-1215	71H5F	2300SETS	8.36	USD 19228.
	71H10	3150SETS	4.75	USD 14962.
				USD 65401.
			TOTAL:	

19)TOTAL VALUE

SAY US DOLLARS SIXTY FIVETHOUSAND FOUR HUNDRED AND ONE POINT FIVE ONLY.

20)TOTAL GROSS WEIGHT

24495 KGS

21)TOTAL PACKING:

1215 CARTONS

22) ISSUED BY

SHANGHAI XINLIAN IMP.& EXP. CO., LTD.

以上内容仅为本文档的试下载部分，为可阅读页数的一半内容。如要下载或阅读全文，请访问：<https://d.book118.com/506053243035010113>