

普通高等教育“十二五”重点规划教材  
普通高等院校“校企合作”优秀教材

# WAIMAO DANZHENG SHIXUN 外贸单证实训

主编 / 袁 嫣 陈 钰 张少茹



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AIMAO  
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**外贸单证实训**

主 编 / 袁 嫣 陈 钰 张少茹

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电子科技大学出版社

图书在版编目 (CIP) 数据

外贸单证实训 / 袁嫣主编. -- 成都 : 电子科技大学出版社, 2014.12

ISBN 978-7-5647-2133-6

I. ①外… II. ①袁… III. ①进出口贸易—原始凭证—教材 IV. ①F740.44

中国版本图书馆 CIP 数据核字 (2014) 第 307217 号

## 外贸单证实训

主 编 袁 嫣

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出 版: 电子科技大学出版社 (成都市一环路东一段 159 号电子信息产业大厦 邮编: 610051)

策划编辑: 谢晓辉

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发 行: 新华书店经销

印 刷: 成都蜀通印务有限责任公司

成品尺寸: 210mm×285mm 印张 12.75 字数 490 千字

版 次: 2014 年 12 月第一版

印 次: 2014 年 12 月第一次印刷

书 号: ISBN 978-7-5647-2133-6

定 价: 28.00 元

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◆ 本社发行部电话: 028-83202463; 本社邮购电话: 028-83201495。

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## 项目一 出口单证操作

### 任务1 认识合同和信用证

#### 实训目标

- 能读懂外贸合同条款并填制出口合同
- 能灵活应用各种货款支付方式并填制汇款申请书和托收委托书
- 能读懂和分析信用证条款并进行翻译

#### 实训内容

1.1 填制合同：根据下述所列成交条件，完成后面空白的销售合同，要求格式清楚、条款明确、内容完整。

在与阿里巴巴的联系上，经过多次交易磋商，广东机电进出口公司和新加坡 ABC 公司就数控机床的各项交易条件达成共识，于 2013 年 4 月 27 日在上海签订销售合同。

1. 合同号：GDMEC130427。
2. 卖方(Seller):  
广东机电进出口公司  
GDMEC TRADING CO.,LTD.  
SHATAI ROAD BAIYUN DISTRICT GUANGZHOU CHINA
3. 买方(Buyer):  
ABC CO.,  
#362 JALAN STREET, SINGAPORE
4. 货号品名规格:  
GD1301 numerical control machine  
500SETS USD2300/SET
5. 成交价格条件:  
CIF SINGAPORE
6. 唛头:  
出货前客户通知
7. 包装条件:  
纸箱包装。每箱装 1 套，共 500 箱
8. 交货/装运条件:  
最晚装运期为 2013 年 10 月，允许分批装运及转运
9. 装运港：广州  
目的港：新加坡
10. 保险条件:  
由卖方按 CIF 成交金额的 110%投保中国人民保险公司海运货物一切险和战争险
11. 付款条件:  
保兑不可撤销即期信用证付款

请填写:

销售合同  
SALES CONTRACT

卖方  
SELLER:

编号 NO.:  
日期 DATE:  
地点 SIGNED IN:

买方  
BUYER:

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.

| Below:                                |                   |                                        |                 |
|---------------------------------------|-------------------|----------------------------------------|-----------------|
| 1. 品名及规格<br>Commodity & Specification | 2. 数量<br>Quantity | 3. 单价及价格条款<br>Unit Price & Trade Terms | 4. 金额<br>Amount |
|                                       |                   |                                        |                 |
|                                       |                   |                                        |                 |
| Total:                                |                   |                                        |                 |

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

5. 总值  
Total Value

## 6. 包装 Packing

7. 唛头  
Shipping Marks

8. 装运期及运输方式  
Time of Shipment & Means of Transportation

### 9. 装运港及目的地 Port of Loading & Destination

10. 保險  
Insurance

## 11. 付款方式

### Terms of Payment

12. 备注  
Remarks

The Buyer  
(signature)

The Seller  
(signature)

1.2 填制汇款申请书。

北京祥和机电有限公司（Beijing xianghe electro-mechanical Co,Ltd）向香港 TDD CO,LTD 出口整套机电设备，金额 50 万港元，双方约定 TDD 公司预付的 20%货款通过电汇方式支付。TDD 公司在香港汇丰银行（HSBC HongKong,NO 1 Queens Road Central ,Hong Kong）开有港元账户，账号为 H00345421，香港汇丰的 SWIFT 代码为 HSBCHKHH。祥和公司在中国银行的港元账户为 333666789。请按照以上信息填写中国银行的境外汇款申请书。



境 外 汇 款 申 请 书

APPLICATION FOR FUNDS TRANSFERS (OVERSEAS)

致：中国银行

TO: BANK OF CHINA

日 期

Date

|                                                                |                                                                        |                                                                                                 |                                                                                                                                          |                                                                                     |                                                                                                                                                              |
|----------------------------------------------------------------|------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                |                                                                        | <input type="checkbox"/> 电汇 T/T <input type="checkbox"/> 票汇 D/D <input type="checkbox"/> 信汇 M/T |                                                                                                                                          | 发电等级 Priority <input type="checkbox"/> 普通 Normal <input type="checkbox"/> 加急 Urgent |                                                                                                                                                              |
| 申报号码 BOP Reporting No.                                         |                                                                        | □□□□□□   □□□□   □□   □□□□□□   □□□□                                                              |                                                                                                                                          |                                                                                     |                                                                                                                                                              |
| 20                                                             | 银行业务编号 Bank Transac.<br>Ref. No.                                       |                                                                                                 | 收电行/付款行 Receiver /<br>Drawn on                                                                                                           |                                                                                     |                                                                                                                                                              |
| 32A                                                            | 汇款币种及金额<br>Currency & Interbank Settlement Amount                      |                                                                                                 | 金额大写<br>Amount in Words                                                                                                                  |                                                                                     |                                                                                                                                                              |
| 其 中                                                            | 现汇金额 Amount in FX                                                      |                                                                                                 | 账号 Account No./Credit Card No.                                                                                                           |                                                                                     |                                                                                                                                                              |
|                                                                | 购汇金额 Amount of<br>Purchase                                             |                                                                                                 | 账号 Account No./Credit Card No.                                                                                                           |                                                                                     |                                                                                                                                                              |
|                                                                | 其他金额 Amount of Others                                                  |                                                                                                 | 账号 Account No./Credit Card No.                                                                                                           |                                                                                     |                                                                                                                                                              |
| 50a                                                            | 汇款人名称及地址<br>Remitter's Name & Address                                  |                                                                                                 |                                                                                                                                          |                                                                                     |                                                                                                                                                              |
| <input type="checkbox"/> 对公 组织机构代码 Unit Code □□□□□□<br>□□□□□-□ |                                                                        | <input type="checkbox"/> 对私                                                                     | 身份证件号码 Individual ID NO.<br><input type="checkbox"/> 中国居民个人 Resident Individual <input type="checkbox"/> 中国非居民个人 Non-Resident Individual |                                                                                     |                                                                                                                                                              |
| 54/56a                                                         | 收款银行之代理行名称及地址<br>Correspondent of Beneficiary's Bank<br>Name & Address |                                                                                                 |                                                                                                                                          |                                                                                     |                                                                                                                                                              |
| 57a                                                            | 收款人开户银行名称及地址<br>Beneficiary's Bank Name & Address                      | 收款人开户银行在其代理行账号 Bene's Bank A/C No.                                                              |                                                                                                                                          |                                                                                     |                                                                                                                                                              |
| 59a                                                            | 收款人名称及地址<br>Beneficiary's Name & Address                               | 收款人账号 Bene's A/C No.                                                                            |                                                                                                                                          |                                                                                     |                                                                                                                                                              |
| 70                                                             | 汇款附言<br>Remittance Information                                         | 只限 140 个字符 Not<br>Exceeding 140 Characters                                                      |                                                                                                                                          | 71A                                                                                 | 国内外费用承担<br>All Bank's Charges If Any Are To Be Borne By<br><input type="checkbox"/> 汇款人 OUR <input type="checkbox"/> 收款人 BEN <input type="checkbox"/> 共同 SHA |

|                                                                                                                                                                                          |                                                                                                                        |                                                                                                        |     |                 |                                          |        |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|-----|-----------------|------------------------------------------|--------|--|
| 收款人常驻国家(地区)名称及代码 Resident Country/Region Name & Code                                                                                                                                     |                                                                                                                        |                                                                                                        |     |                 |                                          | □ □ □  |  |
| 请选择: <input type="checkbox"/> 预付货款 Advance Payment<br><input type="checkbox"/> 货到付款 Payment Against Delivery<br><input type="checkbox"/> 退款 Refund<br><input type="checkbox"/> 其他 Others |                                                                                                                        |                                                                                                        |     |                 |                                          | 最迟装运日期 |  |
| 交易编码                                                                                                                                                                                     | □ □ □ □ □ □                                                                                                            | 相应币种及金额                                                                                                |     | 交易附言            |                                          |        |  |
| BOP Transac. Code                                                                                                                                                                        | □ □ □ □ □ □                                                                                                            | Currency & Amount                                                                                      |     | Transac. Remark |                                          |        |  |
| 本笔款项是否为报税货物项下付款                                                                                                                                                                          |                                                                                                                        | <input type="checkbox"/> 是 <input type="checkbox"/> 否                                                  | 合同号 |                 | 发票号                                      |        |  |
| 外汇局批件/备案表号/业务编号                                                                                                                                                                          |                                                                                                                        |                                                                                                        |     |                 |                                          |        |  |
| 银行专用栏<br>For Bank Use Only                                                                                                                                                               |                                                                                                                        | 申请人签章<br>Applicant's Signature                                                                         |     |                 | 银行签章<br>Bank's Signature                 |        |  |
| 购汇汇率 @<br>Rate                                                                                                                                                                           |                                                                                                                        | 请按照贵行背页所列条款代办以上汇款并进行申报<br>Please Effect The Upwards Remittance,<br>Subject To The Conditions Overleaf: |     |                 | 核准人签字<br>Authorized Person<br>日期<br>Date |        |  |
| 等值人民币<br>RMB Equivalent                                                                                                                                                                  |                                                                                                                        |                                                                                                        |     |                 |                                          |        |  |
| 手续费 Commission                                                                                                                                                                           |                                                                                                                        |                                                                                                        |     |                 |                                          |        |  |
| 电报费 Cable Charges                                                                                                                                                                        |                                                                                                                        |                                                                                                        |     |                 |                                          |        |  |
| 合计<br>Total Charges                                                                                                                                                                      |                                                                                                                        | 申请人姓名<br>Name of Applicant                                                                             |     |                 |                                          |        |  |
| 支付费用方式<br>In Payment of<br>the Remittance                                                                                                                                                | <input type="checkbox"/> 现金 by Cash<br><input type="checkbox"/> 支票 by Check<br><input type="checkbox"/> 账户 from ccount | 电话<br>Phone<br>No.                                                                                     |     |                 |                                          |        |  |
| 核印 Sig. Ver.                                                                                                                                                                             |                                                                                                                        | 经办 Maker                                                                                               |     | 复核 Checker      |                                          |        |  |

## 1.3 填制跟单托收委托书。

GUANGDONG ARTS&CRAFT CO.向 GOOD LUCK CO. HONGKONG 出口一笔金额为 50 万港元的货物, 双方约定采用 D/P 的方式。代收行是香港汇丰银行, 我方公司账户 90055473。所交单据有汇票 2 份, 提单 4 份, 商业发票 2 份, 产地证 1 份, 装箱单 1 份。请根据以上信息帮工艺品公司在 2013 年 5 月 8 日填写跟单托收委托书一份。

跟单托收委托书

致：中国银行广州分行  
TO: BANK OF CHINA GUANGZHOU BRANCH  
We hand the undermentioned item for disposal  
in accordance with the following instructions  
and subject to the terms and conditions set out overleaf for  
☐ COLLECTION 代收  
☐ NEGOTIATION under Documentary Credit

Original Collection Application  
Date:  
兹送上列文件，请按照下述指示办理，本司并同意遵照背面之  
条款  
☐ Please advance against the bill/documents 请予垫款  
☐ Please do not made any advance 无须垫款

议付信用证下单据

Please mark 请填上下列文件的份数

Number of DOCUMENTS ATTACHED

我司账号 Our A/C No.

|             |                         |                       |                               |                                  |                      |                                            |                                    |                                    |                             |                       |                            |                       |
|-------------|-------------------------|-----------------------|-------------------------------|----------------------------------|----------------------|--------------------------------------------|------------------------------------|------------------------------------|-----------------------------|-----------------------|----------------------------|-----------------------|
| Draft<br>汇票 | Bill of<br>lading<br>提单 | Airway<br>bill<br>空运单 | Cargo<br>Rece-<br>ipt<br>货物收据 | Invoice 发票<br>Com<br>m.<br>Cust. | Memo.<br>中旅社<br>承运收据 | Cert. Of<br>Qual-<br>/Quan<br>品质/数量<br>证明书 | Cert.<br>Of<br>Origin<br>产地证<br>明书 | Ins<br>Pol-<br>/Cert<br>保险单<br>/证书 | Pack-<br>ing<br>List<br>装箱单 | Weight<br>List<br>重量单 | Bene<br>Cert<br>受益人证明<br>书 | Cable<br>Copy<br>电报副本 |
|             |                         |                       |                               |                                  |                      |                                            |                                    |                                    |                             |                       |                            |                       |

OTHER DOCUMENTS 其他文件

DRAWEE 付款人

ISSUING BANK 开证银行

DOCUMENTARY CREDIT NO 信用证编号

TENOR 期限

DRAFT NO./DATE 票号/日期

DRAFT AMOUNT 金额

FOR "BILLS NOT UNDER L/C "PLEASE FOLLOW INSTRUCTIONS MARKED"X" 如属非信用证下单据请按下列有 X 之条款办理

Deliver documents against PAYMENT/ACCEPTANCE 付款/承兑交单

☐ Acceptance/ payment may be deferred pending arrival of carrying vessel 货到后方承兑/交款

Collection charges outside Guangzhou for account of Drawee 外埠代收手续费付款人负担

Please collect interest at 6% p.a. from Drawee 请向付款人按年息 6% 计收利息

☐ Please waived interest/charges ☐ Do not waive interest/charges 拒付利息/手续费 可免收/不可免收  
if refuse in the event of dishonour 如付款人拒绝承兑或付款

Please warehouse and insure goods for our account 请将各货物入仓投足保险，各项费用由我司负责

☐ Please do not protest ☐ Protest 请不须/即做拒绝承兑/付款证书

☐ Advise dishonour by ☐ Airmail ☐ Cable 若未兑付请以航邮/电报通知

☐ In case of need refer to

Who will assist you to obtain acceptance/payment but  
who has no authority to amend the terms of the bill  
该司会协助贵行取得承兑/付款但无权更改任何条款

☐ Designated Collecting Bank( if any):指定托收银行

PAYMENT INSTRUCTIONS  
请将款项收我司账号  
☐ Please credit proceeds to our A/C No.  
其他 ☐ Others

OTHER INSTRUCTIONS 其他指示  
如有查询,请洽我司。In case of any questions, please contact our Mr./Miss Tel No.

For:

Authorized Signature(s)负责人签字

## 1.4 翻译下列信用证。

## 1.4.1 翻译信用证一。

|                                                                              |                                                                                                                                                                                                                                                                                                                                                                                         |
|------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2002APR25 07:55:54                                                           | Logical Terminal GDPF                                                                                                                                                                                                                                                                                                                                                                   |
| MT S700                                                                      | Issue of a Documentary Credit                                                                                                                                                                                                                                                                                                                                                           |
|                                                                              | Page 00001                                                                                                                                                                                                                                                                                                                                                                              |
|                                                                              | Func JSRVPRI                                                                                                                                                                                                                                                                                                                                                                            |
| MSGACK DWS7651 Auth OK, key B0020421064AF648, BKCHCNBJ AIBK**** record797208 |                                                                                                                                                                                                                                                                                                                                                                                         |
| Basic Header F O1BKCHCNBJA400 0649 494074                                    |                                                                                                                                                                                                                                                                                                                                                                                         |
| Application Header 0 700 1715 020424 AIBKIE2DAXXX 3189 448014 020425 0015 N  |                                                                                                                                                                                                                                                                                                                                                                                         |
|                                                                              | *AIB BANK                                                                                                                                                                                                                                                                                                                                                                               |
|                                                                              | *DUBLIN                                                                                                                                                                                                                                                                                                                                                                                 |
| User Header                                                                  | Service Code 103:                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                              | Bank. Priority 113:                                                                                                                                                                                                                                                                                                                                                                     |
|                                                                              | Msg User Ref 108:                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                              | Info. from CI 115:                                                                                                                                                                                                                                                                                                                                                                      |
| Sequence of Total                                                            | *27 : 1/1                                                                                                                                                                                                                                                                                                                                                                               |
| Form of Doc. Credit                                                          | *40A: IRREVOCABLE                                                                                                                                                                                                                                                                                                                                                                       |
| Doc. Credit Number                                                           | *20 : AIB.IM02023502                                                                                                                                                                                                                                                                                                                                                                    |
| Date of Issue                                                                | 31C: 020424                                                                                                                                                                                                                                                                                                                                                                             |
| Expiry                                                                       | *31D: Date 020619 Place CHINA                                                                                                                                                                                                                                                                                                                                                           |
| Applicant Bank                                                               | 51A: AIBKIE2DXXX                                                                                                                                                                                                                                                                                                                                                                        |
|                                                                              | *AIB BANK                                                                                                                                                                                                                                                                                                                                                                               |
|                                                                              | *DUBLIN                                                                                                                                                                                                                                                                                                                                                                                 |
| Applicant                                                                    | *50 : B AND C CANTWELL, CC FITTINGS,<br>MEADOWLANDS GRANTSTOWN CO WATERFORD                                                                                                                                                                                                                                                                                                             |
| Beneficiary                                                                  | *59 : GUANGDONG TEXTILES IMPORT AND<br>EXPORT.COTTON MANUFACTURED GOODS CO<br>14/F GUANGDONG TEXTILES MANSIONS<br>168 XIAO BEI RD GUANGZHOU CHINA                                                                                                                                                                                                                                       |
| Amount                                                                       | *32B: Currency USD Amount 20000,00                                                                                                                                                                                                                                                                                                                                                      |
| Available with/by                                                            | *41A: AIBKIE2DXXX                                                                                                                                                                                                                                                                                                                                                                       |
|                                                                              | *AIB BANK                                                                                                                                                                                                                                                                                                                                                                               |
|                                                                              | *DUBLIN                                                                                                                                                                                                                                                                                                                                                                                 |
|                                                                              | BY ACCEPTANCE                                                                                                                                                                                                                                                                                                                                                                           |
| Drafts at ...                                                                | 42C: 30 DAYS SIGHT                                                                                                                                                                                                                                                                                                                                                                      |
| Drawee                                                                       | 42A: AIBKIE2DXXX                                                                                                                                                                                                                                                                                                                                                                        |
|                                                                              | *AIB BANK                                                                                                                                                                                                                                                                                                                                                                               |
|                                                                              | *DUBLIN                                                                                                                                                                                                                                                                                                                                                                                 |
| Partial Shipments                                                            | 43P: PROHIBITED                                                                                                                                                                                                                                                                                                                                                                         |
| Transshipment                                                                | 43T: PERMITTED                                                                                                                                                                                                                                                                                                                                                                          |
| Loading in Charge                                                            | 44A: GUANGZHOU CHINA                                                                                                                                                                                                                                                                                                                                                                    |
| For Transport to ...                                                         | 44B: DUBLIN,IRELAND.                                                                                                                                                                                                                                                                                                                                                                    |
| Descript. of Goods                                                           | 45A: +DRAWER SLIDES AND HANDLES<br>CIF DUBLIN,IRELAND.                                                                                                                                                                                                                                                                                                                                  |
| Documents required                                                           | 46A:<br>+SIGNED INVOICES IN TRIPPLICATE<br>+FULL SET OF CLEAN ON BOARD MARINE BILLS OF LADING CONSIGNED TO<br>ORDER, BLANK ENDORSED, MARKED FREIGHT PREPAID AND CLAUSED<br>NOTIFY APPLICANT.<br>+INSURANCE POLICY/CERTIFICATE BLANK ENDORSED COVERING ALL RISKS FOR<br>10 PERCENT ABOVE THE CIF VALUE.<br>+CERTIFICATE OF CHINA ORIGIN ISSUED BY A RELEVANT AUTHORITY.<br>+PACKING LIST |
| Additional Cond.                                                             | 47A:<br>+PLEASE FORWARD ALL DOCDMENTS TO ALLIED IRISH BANKS,TRAD ,<br>FINANCE SERVICES, CARRISBROOK HOUSE, BALLSBRIDGE, DUBLIN 4.<br>+IF BILLS OF LADING ARE REQUIRED ABOVE, PLEASE FORWARD DOCUMENTS                                                                                                                                                                                   |

|                     |                                                                                                                                                                |
|---------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                     | IN TWO MAILS, ORIGINALS SEND BY COURIER AND DUPLICATES BY REGISTERED AIRMAIL.                                                                                  |
| Details of Charges  | 71B: BANK CHARGES EXCLUDING ISSUIN BANKS ARE FOR ACCOUNT OF BENEFICIARY.                                                                                       |
| Presentation Period | 48 : DOCUMENTS TO BE PRESENTED WITHIN 21 DAYS FROM SHIPMENT DATE                                                                                               |
| Confirmation        | *49: WITHOUT                                                                                                                                                   |
| Instructions        | 78:<br>DISCREPANT DOCUMENTS. IF ACCEPTABLE, WILL BE SUBJECT TO A DISCREPANCY HANDLING FEE OF EUR100,00 OR EQUIVALENT WHICH WILL BE FOR ACCOUNT OF BENEFICIARY. |
| Send. to Rec. Info. | 72: THIS CREDIT IS ISSUED SUBJECT TO 1993 REVISION, I.C.C. PUBLICATIONS NO.500                                                                                 |

## 有关资料

发票号码: 02-G99114

发票日期: MAY 03, 2002

船名: MANDER v. 0237

运 费: USD1,800 / CONTAINER (40')

货物装箱情况: 800SETS / 40 CARTONS

净重: 25KGS / CTN

尺 碼: (50×40×20) CM / CTN

生产厂家：广东新会东方厂

单 价: USD25.00 / SET

唛 头: B.C.

DUBLIN

NOS1-40

MADE IN CHINA

提单号码: KGT258365

提单日期: MAY28.2002

保单号码: 02-75688

保 费: USD86.00

集装箱号: SOCU6678025 (40')

毛 重: 28KGS / CTN

核销单号: 44 / H057890

出口口岸：广州海关（5100）

合同号码: GDTX-02-25789

出口配额证号: 4012345

计量单位： 千克

商品编码: 7323.9900

原产地证号: 21988256

信用证一译文如下:

[illegible]



1.4.2 翻译信用证二。

|      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 27:  | 1/1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 40A: | irrevocable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 20:  | C5262511                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 31C: | 070810                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 40E: | UCP latest version                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 31D: | 070921 at our counters                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 50:  | GEARTEY SA 41 DEA RAE PLIERPEAS 72172 SEINE PORT FRANCE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 59:  | Dalian Landson Import and Export Co.Ltd., 18 Qianjin Road, Ganjing, Dalian,<br>ETDZ Liaoning, China                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 328: | USD23100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 39A: | 10/10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 41D: | with any bank in China<br>by negotiation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 42C: | at sight                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 42A: | CCBPFRPPMTG                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 43P: | allowed in full container                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 43T: | not allowed                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 44A: | any port in China                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 44B: | LE HAVRE PORT FRANCE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 44C: | 070831                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 45A: | CFR LE HAVRE PORT FRANCE<br>22 MT of IQF shallot cubes in 1x 10 kg at USD1050/MT<br>as per Proforma Invoice NR GEA98604 dated 030807                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 46A: | (1) Signed commercial invoice in 2 originals plus 2 copies mentioning with<br>details on proforma invoice NR.GEA98604.<br>(2) Full set clean on board original multimodal transport document issued by the shipping<br>company to order and endorsed in blank notify applicant showing shipment by sea to Le<br>Havre Port and showing goods shipped in refrigerated container.<br>(3) Original certificate of origin GSP Form A plus one copy.<br>(4) Shipping advice within three days after shipment date.<br>(5) Packing list in 2 folds.<br>Documents issued before opening LC are prohibited.<br>Third party-shipper is prohibited. |
| 71B: | All charges and fees out of France are for the beneficiary's account even if unused or<br>cancelled. In case of discrepant documents we shall deduct USD100 from our settlement.                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 48:  | 21 days                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 49:  | without                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 78:  | At the best convenience of the negotiating bank at maturity date against documents in strict<br>conformity with this LC. The opening LC is for 80 PC of the amount and 20PC will be paid<br>directly by STE GEARTEY outside the LC by TT at sight of goods.<br>The negotiated amount must be duly endorsed on the reverse of this credit by the<br>negotiating bank.<br>LC No. must be quoted on all documents.<br>As per rules ICC 600 revised 2007.                                                                                                                                                                                     |
| 72:  | Documents must be sent us by DHL to BANQUE POPULAIRE RIVES DE PARIS<br>76 78 AV DE FRANCE 75013 PARIS CEDEX                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |

## 有关资料

发票号码: 07-236

发票日期: AUG 20,2007

船 名: SENATOR v.0236

净 重: 10KGS / CTN

尺 碼: (30×20×10) CM / CTN

原材料情况：完全中国产，不含任何进口成分

提单号码: CAN103050

提单日期: SEP 01,2007

集装箱号: CYLU2215087 (20')

毛 重: 12KGS / CTN

FORM A 号: DL8/80104/119

信用证二译文如下: