

外贸业务外语：销售代理合同（中英文）PDF转换可能丢失图片或格式，建议阅读原文

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Agency Agreement 合同号：NO：日期：Date：为在平等互利的基础上发展贸易，有关方按下列条件签订本协议：This Agreement is entered into between the parties concerned on the basis of equality and mutual benefit to develop business on terms and conditions mutually agreed upon as follows: 1. 订约人 Contracting Parties 供货人（以下称甲方）：销售代理人（以下称乙方）

：甲方委托乙方为销售代理人，推销下列商品。 Supplier:（hereinafter called "party A"）Agent:（hereinafter called "party B"）Party A hereby appoint Party B to act as his selling agent to sell the commodity mentioned below. 2. 商品名称及数量或金额

Commodity and Quantity or Amount 双方约定，乙方在协议有效期内，销售不少于\*\*的商品。 It is mutually agreed that Party B shall undertake to sell not less than... of the aforesaid commodity in the duration of this Agreement. 3. 经销地区 Territory 只限在.....

。 In ... only. 4. 订单的确认 Confirmation of Orders 本协议所规定商品的数量、价格及装运条件等，应在每笔交易中确认，其细目应在双方签订的销售协议书中作出规定。 The

quantities, prices and shipments of the commodities stated in this Agreement shall be confirmed in each transaction, the particulars of which are to be specified in the Sales Confirmation signed by the two parties hereto. 5. 付款 Payment 订单确认之后，乙方须按照有关确认书所规定的时间开立以甲方为受益人的保兑的、不可撤

销的即期信用证。乙方开出信用证后，应立即通知甲方，以便甲方准备交货。 After confirmation of the order, Party B shall arrange to open a confirmed, irrevocable L/C available by draft at sight in favour of Party A within the time stipulated in the relevant S/C. Party B shall also notify Party A immediately after L/C is opened so that Party A can get prepared for delivery.

6. 佣金 Commission 在本协议期满时，若乙方完成了第二款所规定的数额，甲方应按装运货物所收到的发票累计总金额付给乙方\*%的佣金。 Upon the expiration of the Agreement and Party B ' s fullfilment of the total turnover mentioned in Article 2, Party A shall pay to Party B... % commission on the basis of the aggregate amount of the invoice value against the shipments effected.

7. 市场情况报告 Reports on Market Conditions 乙方每3个月向甲方提供一次有关当时市场情况和用户意见的详细报告。同时，乙方应随时向甲方提供其他供应商的类似商品样品及其价格、销售情况和广告资料。 Party B shall forward once every three months to party A detailed reports on current market conditions and of consumers ' comments. Meanwhile, Party B shall,from time to time, send to party A samples of similar commodities offered by other suppliers, together with their prices, sales information and advertising materials.

8. 宣传广告费用 Advertising & Publicity Expenses

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