

单证员综合知识----销售确认书范本[二] PDF转换可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao\\_ti2020/479/2021\\_2022\\_\\_E5\\_8D\\_95\\_E8\\_AF\\_81\\_E5\\_91\\_98\\_E7\\_c32\\_479033.htm](https://www.100test.com/kao_ti2020/479/2021_2022__E5_8D_95_E8_AF_81_E5_91_98_E7_c32_479033.htm) SALES

CONFIRMATION SALES CONFIRMATION 合同号：Contract

No.：日期：Date: 签约地点：Signed At: 卖方：Sellers: 地址

: Address: 传真：Fax: 买方：Buyers: 地址：Address: 传真

: Fax: 兹买卖双方同意成交下列商品订立条款如下：The

undersigned Sellers and Buyers have agreed to close the following transactions according to the terms and conditions stipulated

below: 1. 货物名称及规格 Name of Commodity and Specification 2.

数量 Quantity 3. 单价 Unit Price 4. 金额 Amount 5. 总值 Total Value

数量及总值均得有 % 的增减，由卖方决定。With % more or

less both in amount and quantity allowed at the Sellers option. 6. 包

装：Packing：7. 装运期限：收到可以转船及分批装运之信

用证 天内装出。Time of Shipment: Within days after receipt

of L/C allowing transshipment and partial shipment. 8. 装运口岸：

Port of Loading: 9. 目的港：Port of Destination: 10. 付款条件：

开给我方 100% 不可撤销即期付款及可转让可分割之信用证，

并须注明可在上述装运日期后 15 天内在中国议付有效。Terms

of Payment: By 100% confirmed, Irrevocable, Transferable and

Divisible Letter of Credit to be available by sight draft and to remain

valid for negotiation in China until the 15th day after the aforesaid

Time of Shipment. 11. 保险：按中国保险条款，保综合险及

战争险（不包括罢工险）。Insurance: Covering all risks and

war risk Only (excluding S.R.C.C.) as per the China Insurance

Clauses. 由客户自理。 To be effected by the buyers. >12. 装船标记：Shipping Mark:13. 双方同意以装运港中国进出口商品检验局签发的品质的数量（重量）检验证书作为信用证项下议付所提出单据的一部分。买方有权对货物的品质和数量（重量）进行复验，复验费由买方负担。如发现品质或数量（重量）与合同不符，买方有权向卖方索赔。但须提供经卖方同意的公证机构出具之检验报告。 It is mutually agreed that the Inspection Certificate of Quality (Weight) issued by the China Import and Export Commodity Inspection Bureau at the port of shipment shall be part of the documents to be presented for negotiation under the relevant L/C. The buyers shall have the right to reinspect the Quality and Quality (Weight) of the cargo. The reinspection fee shall be borne by the Buyers. Should the Quality and/or Quantity (Weight) be found not in conformity with that of the contract, the Buyers are entitled to lodge with the Sellers a claim which should be supported by survey reports issued by a recognized Surveyer approved by the Sellers.14. 备注REMARKS：(1) 买方须于年月日前开到本批交易的信用证（或通知售方进口许可证号码），否则，售方有权不经通知取消本确认书，或接受买方对本约未执行的全部或一部，或对因此遭受的损失提出索赔。 The buyers shall have the covering Letter of Credit reach the Sellers (or notify the Import. License Number) before \_\_\_\_\_ otherwise the Sellers reserve the right to rescind without further notice or to accept whole or any part of this Sales Confirmation not fulfilled by the Buyers, or to lodge a claim for losses sustained of any.(2) 凡以CIF条件成交的业务，保额为发票的110%，投保

险别以本售货确认书中所开列的为限，买方要求增加保额或保险范围，应于装船前经售方同意，因此而增加的保险费由买方负责。 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 of coverage is required, the buyers must have the consent of the Sellers before Shipment and the additional premium is to be borne by the buyers.

(3) 品质数量异议：如买方提出索赔，凡属品质异议须于货到目的口岸之日起3个月内提出，凡属数量异议须于货到目的口岸之日起15日内提出，对所装运物所提任何异议属于保险公司、轮船公司及其他有关运输机构或邮递机构所负责者，售方不负任何责任。 QUALITY/QUANTITY DISCREPANCY: In case of quality discrepancy, claim should be filed by the Buyers within 3 months after the arrival of the goods at port of destination, while of quantity discrepancy, claim should be filed by the Buyers within 15 days after the arrival of the goods at port of destination. It is understood that the Sellers shall not be liable for any discrepancy of the goods shipped due to causes for which the Insurance Company, Shipping company, other transportation, organization/or Post Office are liable.

(4) 本确认书所述全部或部分商品，如因人力不可抗拒的原因，以致不能履约或延迟交货，售方概不负责。 The Sellers shall not be held liable for failure or delay in delivery of the entire lot or a portion of the goods under this Sales Confirmation on consequence of any Force Majeure incidents.

(5) 买方开给售方的信用证上请填注本确认书号码。 The buyers are requested always to quote THE

NUMBER OF THIS SALES CONFIRMATION in the Letter of Credit to be opened in favour of the Sellers.(6) 仲裁：凡因执行本合同或与本合同有关事项所发生的一切争执，应由双方通过友好的方式协商解决。如果不能取得协议时，则在被告国家根据被告仲裁机构的仲裁程序规则进行仲裁。仲裁决定是终局的，对双方具有同等约束力。仲裁费用除非仲裁机构另有决定外，均由败诉一方负担。 Arbitration: All disputes in connection with this Contract or the execution thereof shall be settled by negotiation between two parties. If no settlement can be reached, the case in dispute shall then be submitted for arbitration in the country of defendant in accordance with the arbitration regulations of the arbitration organization of the defendant country. The decision made by the arbitration organization shall be taken as final and binding upon both parties. The arbitratio expenses shall be borne by the losing party unless otherwise awarded by the arbitration organization.(7) 买方收到本售货确认书后立即签回一份，如买方对本确认书有异议，应于收到后5天内提出，否则认为买方已同意本确认书所规定的各项条款。 The Buyers are requested to sign and return one copy of this Sales Confirmation immediately after receipt of the same. Objection, if any, should be raise by the Buyers within five days after the receipt of this Sales Confirmation, in the absence of which it is understood that the Buyers have accepted the terms and conditions of the Sales Confirmation. 卖方 买方

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