

2010国际商务英语：商务销售确认书写作范本 PDF转换
可能丢失图片或格式，建议阅读原文

[https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_9B_](https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_9B_BD_E9_99_85_c29_645605.htm)

[BD_E9_99_85_c29_645605.htm](https://www.100test.com/kao_ti2020/645/2021_2022_2010_E5_9B_BD_E9_99_85_c29_645605.htm) SALES CONFIRMATION 合同

号：(CONTRACT NO) 日期： DATE ： 签约地点(SIGNED

AT) 卖方(SELLERS)： 买方(BUYERS)： 传真(FAX)： 地

址(ADDRESS)： 兹经买卖双方同意按下列条款成交：

THE UNDERSIGNED SELLERS AND BUYERS HAVE AGREED
TO CLOSE THE FOLLOWING TRANSACTIONS

ACCORDING TO THE TERMS AND CONDITIONS

STIPULATED BELOW： 货号 ART. NO. 品名及规格

DESCRIPTION 数量 QUANTITY 单价 UNIT PRICE 金额

AMOUNT 总值 TOTAL VALUE 1. 数量及总值均有 % 的增减，

由卖方决定。 WITH % MORE OR LESS BOTH IN AMOUNT

AND QUANTITY ALLOWED AT THE SELLERS OPTION 2. 包

装(PACKING)： 3. 装运唛头(SHIPPING MARK)： 4. 装运

期(TIME OF SHIPMENT)： 5. 装运口岸和目的地(LOADING

& DESTINATION)： 6. 保险由卖方按发票全额 110% 投

保至 ** 为止的 ** 险。 INSURANCE： TO BE EFFECTED BY

BUYERS FOR 110% OF FULL INVOICE VALUE COVERING **

UP TO ** ONLY. 7. 付款条件(PAYMENT)： 买方须于 ** 年 **

月 ** 日将保兑的，不可撤销的，可转让可分割的即期信用证

开到卖方。 信用证议付有效期延至上列装运期后 15 天在中国

到期，该信用证中必须注明允许分运及转运。 BY

CONFIRMED， IRREVOCABLE, TRANSFERABLE AND

DIVISIBLE L/C TO BE AVAILABLE BY SIGHT DRAFT TO

REACH THE SELLERS BEFORE ** AND TO REMAIN VALID FOR NEGOTIATION IN CHINA UNTIL 15 DAYS AFTER THE AFORESAID TIME OF SHIPMENT. THE L/C MUST SPECIFY THAT TRANSPIPMENT AND PARTIAL SHIPMENTS ARE ALLOWED. 8. 仲裁条款(ARBITRATE CLAUSES) : 凡因本合同引起的或与本合同有关的争议 , 均应提交中国国际经济贸易委员会 , 按照申请仲裁时该会现行有效的仲裁规则进行仲裁 , 仲裁地点在 _____ , 仲裁裁决是终局 , 对双方均有约束力。 ANY DISPUTE ARISING OUT OF IN CONNECTION WITH THIS CONTRACT SHALL BE REFERRED TO CHINA INTERNATIONAL ECONOMIC AND TRADE ARBITRATION COMMISSION FOR ARBITRATION IN ACCORDANCE WITH ITS EXISTING RULES OF ARBITRATION. THE PLACE OF ARBITRATION SHALL BE _____. THE ARBITRAL AWARD IS FINAL AND BINDING UPON THE TWO PARTIES. 备注(REMARK) : 卖方(SELLERS) : 买方(THE BUYERS) : 100Test 下载频道开通 , 各类考试题目直接下载。详细请访问 www.100test.com