**Bài tập 2:** Công ty **ABC (Việt Nam)** đồng ý **bán** cho công ty **XYZ (Malaysia**) **90 tấn** cà phê Robusta loại 1 với giá **1780 USD/MT. CIF**. Hàng dược giao trong mỗi **container 20 feet**, và đựng trong bao đay với trọng lượng tịnh **60kg/bao**. Thời hạn **giao hàng** trong tháng **12/2011**. Tên **cảng đi** là **Sài Gòn**, **cảng đến** là **Penang (Malaysia**). **Thanh toán D/P.**

Trên cương vị là người xuất khẩu, soạn thảo các điều khoản Tên hàng, Số lượng, Chất lượng, Giá cả, Bao bì, kí mã hiệu, Giao hàng, Bảo hiểm, Thanh toán của hợp đồng trên.

1. **Commodity:** Vietnam Robusta coffee beans grade 1 crop in 2010-2011.
2. **Quality:** As sample submitted by the seller, signed and sealed by both parties, No 20AB, date 29th Sep, each party keeps one. The sample is a part not separate from this contract.
3. **Quantity:** 90 MTS ± 1 % ( at the seller’s option)
4. **Price:**
* Unit price: USD 1780/MTS. CIF Penang port (Malaysia), Incoterms ® 2010.
* Total amount: USD 160,200 ± 1 %.

Say: One hundred sixty thousand and two hundred United States Dollars only.

1. **Packing:** In strongly sewn new single juit bags of 60 kgs net with tare weight of 700g each shipment in 5 CTNS × 20’ of 300 bags (FCL).

Shipping mark:

 Robusta coffee beans.

Made in Vietnam

Net weight: 60 kgs

Gross weight: 60,700 kgs

USE NO HOOKS

One side printed in green color

1. **Shipment:**
* Time of shipment: In December, 2011.
* Port of loading: Saigon port ( Vietnam)
* Port of discharging: Penang port ( Malaysia)
* Partial shipment: not allowed.
* Transhipment: not allowed.
* Inspection: Shipped weight and quality at the load port by Cafecontrol to be final.
* Notice of shipment:

+ One (1) day before the sailing date of carrying vessel to Malaysia, the Seller shall notify by cable or fax to the Buyer the following information:

* Commodity, Quantity and Quality of goods;
* B/L number and date;
* Name and number, Nationality of the vessel;
* ETD, ETA.

+ Within 1 day after receipt of goods, the Buyer shall notify by cable or fax to the Seller the following information:

* Name and number, Nationality of the vessel;
* B/L number and date;
* Commodity, Quantity and Quality of goods.
1. **Payment:** D/P at sight before receipt of payment documents.

The Buyer must pay 100% of invoice value to the Seller’s account, No: 11024701729011 at Vietcombank Ho Chi Minh City Branch.

Payment documents:

+ Signed Commercial Invoice in triplicate.

+ Two originals and two copies Insurance Certificate issued by Bao Viet Insurance Company.

+ 3/3 (Full set) of originals clean B/L on board marked FREIGHT PREPAID.

+ One (1) original and two (2) copies Certificate of Quantity, Weight, Quality issued by Vinacontrol.

+ One (1) original and two (2) copies form D Certificate of origin issued by The Vietnam Chamber of Commerce and Industry, Ho Chi Minh City Branch.

+ One (1) original and two (2) copies Phytosanitary Certificate issued by Plant Protection Department Vietnam.

+ One (1) original and two (2) copies Certificate of Fumigation issued by Vietnam Fumigation Company.

+ Packing list in triplicate.

**Insurance:** the Seller to be covered marine insurance for the Buyer’s risk of loss or damage to the goods during the carriage at Bao Viet insurance company with 110% of invoice value covering ICC, showing claim payable at Bao Viet insurance company, Ho Chi Minh City Branch in invoice currency