**Bài tập 1:**

Công ty **ABC (Việt Nam**) đồng ý **bán** cho công ty **XYZ (Nhật Bản**) **36 tấn đậu phộng nhân** (lạc nhân) **loại 1** **theo như mẫu** hai bên thỏa thuận với giá **750 USD/MTS. CIF cảng Kobe (Nhật Bản).** Hàng được đóng trong bao đay có trọng lượng tịnh **50kg/bao** và **giao tại cảng Sài Gòn** bằng container. Thời hạn **giao hàng** trong tháng **10/2011. Thanh toán TTR**.

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

**Bài làm:**

**1. COMMODITY**: Vietnam groundnut kernels grade 1 crop in 2011.

**2. SPECIFICATION**:

As sample submitted by the Seller, signed and sealed by both parties, No 09/10, date 1st September 2011, each parties keeps one. The sample is a part not separate from this contract.

**3. QUANTITY**: 36 MTS ± 1% ( at seller’s option)

**4. PRICE**:

* Unit price: USD 750/MT. CIF Kobe port (Japan), Incoterms ®2010
* Total amount: USD 27,000 ± 1%

Say: Twenty seven thousand United States Dollars only.

**5.PACKING**: In strongly sewn new single jute bags of 50kgs net with tare weight of 700grs each. **Shipment in 2 CTNS x 20’ of 360 bags** (FCL)

Shipping mark:

* Groundnut kernels
* Made in Vietnam
* Net weight: 50kgs
* Gross weight: 50.700kgs
* USE NO HOOKS

One side printed in green color

**6. SHIPMENT:**

* Time of shipment: In October 2011.
* Port of loading: Saigon port.
* Port of discharging: Kobe port (Japan).
* Partial shipment: not allowed.
* Transshipment: not allowed.
* Inspection: Shipped weight and quality at the load port by Vinacontrol to be final.
* Notice of shipment:
* One day before the sailing date of carrying vessel to Japan, the Seller shall notify by cable or fax to the Buyer the following information:
* Commodity; Quantity and Quality of goods;
* B/L number;
* Name and number of the vessel;
* ETD, ETA;
* Within 2 days after receipt of goods, the Buyer shall notify by cable or fax to the Seller the following information:
* Name and number of the vessel;
* B/L number;
* Commodity; Quantity and Quality of goods.

**7. PAYMENT**: TTR at sight after receipt of payment documents.

The Buyer must pay 100% of invoice value to the seller’s account, No: 1234567 at Vietcombank Ho Chi Minh City Branch.

Payment documents:

* Signed Commercial Invoice in triplicate;
* 3/3 (Full set) of originals clean B/L on board marked FREIGHT PREPAID;
* Two originals and two copies Insurance Certificate issued by Bao Viet Insurance Company;
* One original and two copies Certificate of Quantity, Weight, Quality issued by Vinacontrol;
* One original and two copies Certificate of Origin issued by Authorized Authority of Viet Nam;
* One original and two copies Phytosanitary Certificate issued by Plant Protection Deparment – Vietnam;
* One Original and two copies Certificate of Fumigation issued by Vietnam Fumigation Company;
* Packing list in triplicate.

**8. 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 (A), showing claim payable at Bao Viet Insurance Company, Ho Chi Minh city Branch in invoice currency.