

QUESTION 1**PROFORMA INVOICE**

Exporter
MALONGO
CARROS
France

Buyer
AROMA
ABU DHABI
U A E

Your reference XM/SS/5/2006

Payment terms : By irrevocable letter of credit at sight

Cas Marking AROMA

Item ID	Description	Unit	QTY	Unit Price	Total Price
1,2,3 Spresso	Machine cafe Gris	1	16	150	2400
1,2,3 Spresso	Machine Cappuccino	1	4	200	800
1,2,3Brasil	Spresso Brasil 3*4	Pack 12 pcs	600	2.05	1230
1,2,3 Colombia	Spresso Colombie 3*4	Pack 12 pcs	400	2.05	820
1,2,3 Moka	Spresso Moka 3*4	Pack 12 pcs	400	2.05	820
1,2,3 Ristretto	Da Ristretto court rond4*25	Pack 12 pcs	600	2.15	1290
1 ,2,3 Les Matins	Spresso Matins legers 1 0*4	Pack 12 pcs	600	2.1	1260
1,2,3 Com. Equit.	Spresso Commerce equitable 4*25	Pack 12 pcs	600	2.3	1380

Amount to settle 10,000 € EXCLUDING TAX

Total gross weight of the shipment 610 kg
 Total volume of the shipment 4,667 cbm

Amount of the L/C 10,079.80 €

EX- WORKS = EXW 46A 3) = Freight prepaid = CIP

Packing list = 610 kg Volume = 4.667 cbm W/M **by air** / 6 = weight to pay = 777 kgs
 Paris / Dubai 4 € per kg cost = 777x4€

EXW = transport is not to the control of the seller and they ask the seller to send back the airway bill

Payment term with letter of credit is not possible under that conditions

Date of expiry = 20 August 2006 and maximum date to ship = 18 August 2006

(2 days to get back all documents to the bank)

Question 2

Documents needed in a L/C as minimum documents needed for import customs formalities

Signed commercial invoice with seller, buyer, commodities, unit price total price and incoterm *might vary*

Origin certificate : country of origin, commodities, quantity , seller and buyer
2 copies (1 original and 1 duplicata)

Packing list showing volume, weight, shipper and consignee
2 or 3 copies

Airway bill showing shipper, bank, consignee including airfreight cost, air company, weight and volume

From 8 to 14 copies

QUESTION 3

Export customs clearance

To prove shipment (air)

Airway bill = to authorize the arrival

Import customs formalities

= to pay duties and taxes

= to prove that my products are in conformity with the law of the country of destination