

第六屆貿易經營師認證考試

「國際貿易英文」試題本

※請先確認您的准考證、答案卷與座位標籤是否一致無誤。
請於作答前詳讀並遵守下列注意事項！

— 作答注意事項 —

考試時間：

- * 自 13：00 到 15：00，共 120 分鐘。

題型題數：

- * 共計四大題，總分合計為 100 分。
- * 採雙面印刷，共 4 頁。

注意事項：

- * 應考人須持准考證及貼有照片之身分證件入場應試。未攜帶准考證者，應攜照片二張先至試務中心申請補發。未攜帶身分證件者，須於應試完畢後至試務中心辦理身分確認。
- * 限用黑色或藍色原子筆或鋼筆作答，作答請書寫端正整潔以利評分，並請勿在答案卷上作任何與答題無關之註記，違者本科不予計分。
- * 非應試用品尤其是英文電子辭典一律置於教室前後方地板上；行動電話必須關閉電源並去除鬧鈴或去除電池後亦置於教室前後方地板上。電話鈴或鬧鈴響者扣本科五分，電話震動者扣本科二分。
- * 考試開始三十分鐘內不得離場，違者本科不予計分。
- * 本科考試一經離場，概不得以任何理由再進入試場。不得在試場附近逗留、高聲喧譁或宣讀答案，違者本科不予計分。

祝考試順利

國際貿易英文試題

Question One (25%)

Case 1- An e-mail making an offer

From: Jeffery Jin[mailto:jeffery-jin@abc.com.tw]
Sent: Friday, Aug. 17, 2012 10:07 AM
To: Leticia.sarah@atlantic.com
Subject: RFQ3755

Dear Sarah,

Oil prices have reached new record high. The combined effect of the rising costs of raw materials, pay raise in China and U.S currency devaluation prevents us from keeping to our previous offer. Due to these circumstances, we would like to requote our best price as below:

Description : #ABC-3247 high power LED down light, cool white color
Quantity : 2,000 pcs
Unit Price : US\$11.5/pc CIF Norfolk, Mini Land Bridge
Packing : totally neutral packing
Shipment : two months after receipt of your order confirmation
Payment : 50% by CWO and the other 50% by D/A 30 days after sight

We look forward to receiving your new order soon.

Best regards,

Jeffery Jin/Managing Director
ABC Corporation

Shown below is the reply from the buyer:

From: Leticia.sarah@atlantic.com
Sent: Monday, Aug. 20, 2012 11:38 AM
To: "Jeffery Jin"
Subject: RE: RFQ3755

Dear Jeffery,

We have had an ongoing business with you. You have raised the price for #3247 LED down light by nearly 12% and I do not recall any prior notice for this increase. I realize there are fluctuations in material cost and exchange rates, but our customer is balking at the price increase. We are forced to look for better pricing because the increase is onerous. Please let us know if you can reduce the price by 10%.

Best regards,

Sarah Leticia
Atlantic Co., Ltd.

Questions

- 1-1. Define "neutral packing." (5%)
- 1-2. Define the payment terms "50% by CWO + 50% by D/A 30 days after sight." (10%)
- 1-3. Write an e-mail on behalf of Jeffery Jin to explain your difficulties to turn out products of reasonable quality at the price the buyer counter-offered. Offer a compromise to absorb half of the increase for orders exceeding US\$30,000. (10%)

Reference Answers

1-1. (5%)

“Neutral packing” means that the packing or packaging of the export commodity does not indicate the country of origin, trademark, supplier name and so on. The buyer does not want his customers to know the information and thus be aware of where the goods were made or who the original supplier is.

1-2. (10%)

CWO stands for Cash With Order. It means the payment has to be made in cash when the order is placed.

D/A stands for Documents against Acceptance. Under such a payment term, after shipment, the seller presents the shipping documents together with the collection instruction to his bank for it to forward to the buyer’s bank, which acts as the collecting agent of the seller. The shipping documents are released by the buyer’s bank against his signature to promise payment at a later date. D/A 30 days after sight means that the buyer will make payment within 30 days from his acceptance of the documents. However, if the buyer fails to pay, the banks will not be responsible.

“50% by CWO and the other 50% by D/A 30 days after sight” is a composite payment term of the above two terms.

1-3. (10%)

From: Jeffery Jin[mailto:jeffery-jin@abc.com.tw]
Sent: Tuesday, Aug. 21, 2012 09:10 AM
To: Leticia.sarah@atlantic.com
Subject: RFQ3755

Dear Sarah,

We have received your e-mail of August 20th and regret to say that we are unable to meet your target prices.

As our previous offer was based on the January oil price, our margin of profits has become close to none after the recent drastic cost increase of plastic materials. The minimum wage in Guangzhou has also increased by over 30%, and the U.S. dollar has devalued by 10% in the last few months. In order to help you maintain your competitive edge in the market, we have explored every possibility to make you special offers. Unfortunately, due to this substantial unforeseen cost increase, we are able to make no price concession.

Given our long business relations with you, we have decided to offer you a special discount of 6% on all orders exceeding US\$30,000 by sacrificing our margin. Please confirm your acceptance and release your new orders immediately.

Best regards,

Jeffery Jin/Managing Director
ABC Corporation

Question Two (25%)

Case 2 – The following is part of the product introduction of SW Electronics Mfg. on the website:

SW LCD & Touch Panel Integration

LCD & TP Integration

Given our 35-year experience in engineering design, SW is able to avert potential problems in integrating LCD and touch screen assembly. Our LCD and touch screen are assembled in our in-house clean room to ensure perfect performance.

Questions

- 2-1. After writing to tell SW Electronics Mfg. that they are interested in distributing the above products exclusively in Japan, Osaka Distributor is going to attend an exhibition in Tokyo in December and has decided to order one sample for each model. Write a letter on behalf of Osaka Distributor to ask the seller to send a P/I showing the best prices and delivery time and to provide 500 free catalogs and some posters as support to the exhibition. Also, ask the seller SW to send a Letter of Authorization to appoint them as exclusive distributor for one-year trial period before the exhibition, enabling them to start promotion. (15%)
- 2-2. Issue a brief Letter of Authorization on behalf of the seller SW Electronics Mfg. to grant Osaka Distributor the requested exclusive distributorship in Japan. (10%)

Reference Answers

2-1. (15%)

To: SW Electronics Mfg.

Dear Sirs,

We saw your product introduction on the website and are very much interested in distributing your products in Japan. Given our long experience in distributing similar products, we well know the market situation here and have very good relationship with many local buyers. Furthermore, we have very good sales channels and many experienced sales representatives. We are therefore confident in our ability to promote your products in Japan.

We are going to attend an Exhibition in Tokyo in December and have decided to order from you one sample for each model for the exhibition. Please kindly send us your P/I showing the best prices and delivery time. It would be appreciated if you can also provide us 500 free catalogs and some posters as support to the exhibition. You may ship the catalogs and posters together with the samples we order freight collect.

Additionally, please send us your Letter of Authorization to appoint us as exclusive distributor for a one-year trial period so we can start promotion. We hope to receive it before the exhibition.

We look forward to hearing from you soon and to increasing our mutual business.

Best regards,

Osaka Distributor

2-2. (10%)

To: Osaka Distributor

Letter of Authorization

Dear Sirs,

This is to certify that we authorize Osaka Distributor to be our exclusive distributor in Japan for one-year effective from the date of this Letter of Authorization.

Yours truly,

SW Electronics Mfg.

Date:

Question Three (25%)

Case 3

Modern Products LLC placed P/O 20127 with Global Enterprise Co., Ltd. Goods will be made in Global's factory in Ningbo China. The time of shipment is fast approaching, but Modern's L/C has not been received yet.

The following are Global's invoice and some clauses in Modern's L/C No. 317/2012-600M:

Global Enterprise Co., Ltd. No. 225, Houjoutz, Danshuei Jen, Taipei, Taiwan Tel: +886-2-28011688 Fax: +886-2-28013488 www.global-e.com.tw E-Mail: Diane.Gill@global-e.com.tw				
COMMERCIAL INVOICE No. <u>2012091703</u>				
Messrs	: <u>MODERN PRODUCTS LLC</u>			Date: <u>September 17, 2012</u>
	: <u>P.O.BOX 20925 AJMAN U.A.E</u>			
Attn	: <u>MR. MOHAMMED AHMED</u>			<u>Shipping Mark</u>
Vessel	: <u>HYUNDAI LONG BEACH V.001W</u>			P/O No. 20127
Sailed on	: <u>September 23, 2012</u>			Ajman
Shipment	: From <u>NINGBO</u> to <u>AJMAN</u> via <u>JEBEL ALI</u>			C/N No.
ETA	: <u>October 18, 2012</u>			Made in China
L/C No.	: <u>317/2012-600M</u>			
Item No.	Description	Q'ty	CIF Ajman	Amount
MP-9100	Steel Chicago bolt and screw	500kpc	US\$41/kpc	US\$20,500.00
MP-9120	Stainless Chicago bolt and screw	100kpc	US\$95/kpc	US\$9,500.00

43T : Transshipment: PROHIBITED

46A : Documents required:

- SIGNED COMMERCIAL INVOICE IN 1 ORIGINAL AND 1 COPY. ORIGINAL COMMERCIAL INVOICE MUST BE LEGALIZED BY UAE CONSULATE.
- FULL SET OF AT LEAST TWO ORIGINAL MARINE BILLS OF LADING ISSUED TO THE ORDER OF RIYAD BANK AND NOTIFY APPLICANT, SHOWING FREIGHT COLLECT.

Questions

- 3-1. Write one sentence from the buyer to inform the L/C establishment, referring to the following data: (5%)
- Form of documentary credit: irrevocable
 - Beneficiary: Global Enterprise Co., Ltd.
 - L/C amount: not exceeding US\$30,000.00
 - Date of expiry: October 7th, 2012
- 3-2. Write a letter from Global Enterprise Co., Ltd., indicating the would-be problems with the above clauses when presenting the documents for negotiation under L/C No. 317/2012-600M and asking the buyer to amend the L/C accordingly. (10%)
- 3-3. An amendment to L/C may not reach the seller before the credit expiry. Write a letter from the seller asking the buyer to confirm acceptance of all the discrepancies, pointing out that the banking commission, cable charges and discrepancy fee shall be for the buyer's account. (10%)

Reference Answers

3-1. (5%)

This is to inform you that we have opened an irrevocable L/C in your favor for a maximum amount of US\$30,000, valid until October 7th, 2012.

3-2. (10%)

Dear Mohammed,

We are grateful to have received your L/C No. 317/2012-600M amounting to US\$30,000. Having reviewed the clauses in your established L/C, we noticed some errors and ask you to make the following amendments to avoid unnecessary discrepancy in our negotiation.

43T: Transshipment: PROHIBITED

As goods will be shipped from our factory in Ningbo to Ajman via Jebel Ali, please amend it to read Transshipment ALLOWED.

46A: Documents Required

- SIGNED COMMERCIAL INVOICE IN 1 ORIGINAL AND 1 COPY.

ORIGINAL COMMERCIAL INVOICE MUST BE LEGALIZED BY UAE CONSULATE.

There is no UAE consulate in Taiwan, and our price offer does not include the legalization cost. We will only supply documents certified by the Chamber of Commerce. Please amend it accordingly.

- FULL SET OF AT LEAST TWO ORIGINAL MARINE BILLS OF LADING ISSUED TO THE ORDER OF RIYAD BANK AND NOTIFY APPLICANT, SHOWING FREIGHT COLLECT.

As the price term is CIF Ajman, please amend it to be FULL SET OF AT LEAST TWO ORIGINAL MARINE BILLS OF LADING ISSUED TO THE ORDER OF RIYAD BANK AND NOTIFY APPLICANT, SHOWING FREIGHT PREPAID

We would appreciate your immediate amendment of the above L/C as requested.

Best regards,

Diane Gill
Global Enterprise Co., Ltd.

3-3. (10%)

Dear Mohammed,

The time of shipment is fast approaching and an amendment to L/C may not be able to reach us before the credit expiry. Based on our trust in you and to save you both the trouble and expenses of amending the L/C, we would like to request you to confirm acceptance of all the discrepancies which are bound to appear, so we can negotiate the documents at our bank and get the payment in due course.

As we are not responsible for the discrepancies, please pay for all the relative bank commission,

cable charges and discrepancy fee.

Your earliest confirmation would be much appreciated.

Best regards,

Diane Gill
Global Enterprise Co., Ltd.

Question Four (25%)

Case 4

Our Ref.:0920-1/12
September 20, 2012

ABC Co., Ltd.
13, Sec.1, Nanking East Road
Taipei, Taiwan

Dear Sirs,

Our associate XYZ Co., Ltd. told us that you were looking for an agent to represent you for marketing cabinet lamps in the U.S.A. We have visited your website and are deeply impressed by the fashionable design and excellent applications of your products.

We are a well-established trading company with complete sales networks, supplying our wholesalers and distributors with cabinet lamps. We are quite willing to offer you credit references. Since the market demand for cabinet lamps is rapidly increasing, we can also assure you excellent sales prospects.

We would like to act as your exclusive agent and receive a commission of 10% on all sales in the U.S.A. If this type of agency interests you, please contact us so that we can draw up a draft contract for your evaluation.

Please be assured that our company will offer you first class representation to guarantee your success in this country.

We firmly believe that an exclusive agency for marketing your cabinet lamps in the U.S.A. would be of great benefit to both of us. We look forward to your interest in our proposal.

Very truly yours,
Worldwide Trading Corp.

Michael Clinton
President

MC/yl

Questions

- 4-1. Use complete English sentences to define “Exclusive Agency.” (10%)
- 4-2. Write a letter on behalf of the seller to decline the request for an exclusive agency and suggest alternative arrangements. (15%)

Reference Answers

4-1. (10%)

An agent sells or buys on behalf of a principal and earns commissions for his/her services.

“Exclusive Agency” means that the agent has exclusive rights to sell or buy the products in a territory, precluding competition from the principal and other firms.

4-2. (15%)

Mr. Michael Clinton
President
Worldwide Trading Corp.
1011 Broadway
New York, N.Y. 10033
U.S.A.

Dear Mr. Clinton:

We have received your letter of May 20, offering your service as our exclusive agent in your country.

Although we appreciate your proposal, we are not prepared to consider it for the time being. Having no ideas of your sale records and the possible annual turnover, it is rather difficult for us to make a decision now.

It would be advisable for us to start business on case-by-case commission basis first. After we have done more business together and our mutual understanding has solidified, we may revisit this subject. At that time you would be considered as our exclusive agent in your country.

We very much look forward to hearing from you soon.

Sincerely yours,
ABC Co., Ltd.

David Lin
Manager

DI/jl