

## Exercises

1. In the following export transaction a certificate of origin, proforma and invoice must be produced.

- Exporter's details: Irish Exports Ltd, Dublin Port, Dublin, Ireland.
- Importer's details: ABC Imports Ltd, Tabanoa Road, Auckland, New Zealand.
- Transport: Marine
- Description of goods: Terra Cotta Pressed Tiles
- Containers: 1
- Pallets: 15.
- Proforma Invoice No: 1-2795-01
- Total weight: 21,840 kg

Solicit a certificate of origin for this transaction from your Chamber of Commerce. Or, alternatively, draft a certificate of origin of your own, using the data provided.

2. Specify the documents you need for an export transaction of furniture from your country to India. The transaction is under CIF (Bombay). Also indicate who issues these documents.

3. You are an Export Manager for Irish Water Taps Ltd, 25/27 White Street, Dublin. Your client is XYZ Imports Ltd, 5 Mar de Plata, Buenos Aires, Argentina. The client has placed an order for:  
Product model: 12121, units: 10,000, and  
Product model: 31313, units: 5,000

Here is your price list (EXW prices):  
Unit price, model 12121 = 4.20 EUR  
Unit price, model 31313 = 3.04 EUR  
(These prices include the cost of container for the quantity ordered)

Total boxes: 220  
Gross weight: 6,200 kg  
Net weight: 5,060 kg  
Method of payment: documentary credit.

Make up an invoice using the data provided. You can use the model provided on the course or draw up one of your own.