

◎姓名及准考證號碼 書寫請由左至右 橫書填寫	姓名	准考證號碼(免學科者需加註 A)

國貿業務丙級技術士技能檢定術科測試試題

一、基礎貿易英文(本題語群選項不可重覆，共 10 小題，每小題 2 分，合計 20 分)

台灣貿易有限公司係一家專門經營攝影器材之進口貿易商，上星期進口一批器材發現有瑕疵，已擬妥一封索賠函將向國外客戶提出索賠。請於下列答案語群中，選出最適當之答案，並將答案代號填入答案紙，完成索賠函之內容。

答案代號	答 案 語 群
A	scrapped
B	report
C	plane
D	packing
E	surveyor
F	claim
G	defective
H	arbitration
I	replacement
J	freight
K	damage
L	opening
M	refund
N	complaint
O	short-shipped
P	dry
Q	uneven
R	compensation
S	wet
T	photographs

TAIWAN TRADING COMPANY LIMITED
NO.100 TAI ROAD TAIPEI,
TAIWAN, R.O.C.

Date: March 15, 2009

METRO AG
SCHLUTERSTRABE 1
40235 DUSSELDORF
GERMANY

Dear Josef,

Concerning our order No.1968, 500 pcs. of digital cameras had arrived last week .

Upon ① the cases, we found that 30 pcs. of digital cameras were completely ② because they had got wet with rainwater. Moreover, surfaces of cameras are stained and ③. In addition, we found that you have ④ the consignment by two boxes.

We have contacted with ⑤ of SGS Taiwan Ltd. to investigate the extent of ⑥, and we will forward the report together with ⑦ of the ⑧ products for your reference. Meanwhile, we will make a ⑨ as soon as the survey is completed.

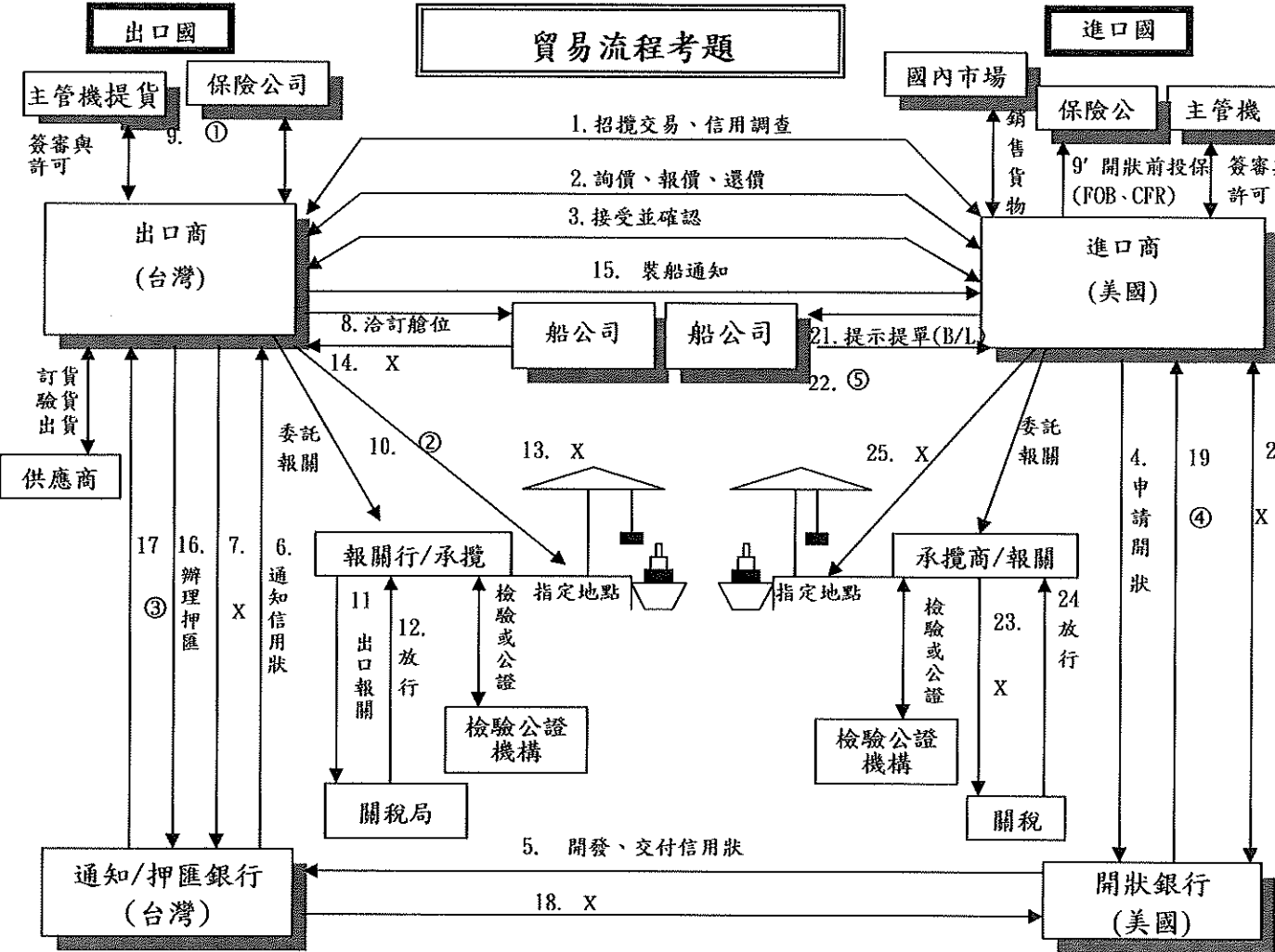
In order to deliver the digital cameras to our new customers in time, please dispatch 40 pcs. by air ⑩ at your cost as soon as possible. Your attention to this matter and urgent reply will be appreciated.

Sincerely yours,
Taiwan Trading Co., Ltd.

Amy Lin
Amy Lin
Import Manager

AL/yn

二、貿易流程圖(本題共 5 小題，每小題 2 分，合計 10 分)
請依下列之貿易流程圖，依序將①②③④⑤之步驟名稱填入答案欄內。(本測試項目評分依公佈範例為準)



三、商業信用狀分析(本題為填充題，合計 20 分)
請依下列信用狀之內容，回答答案紙所列問題，並將正確答案填入。

09 MARCH 06 11:45:08 MIZUHO BANK LTD., TOKYO	
MT 700 ISSUE OF A DOCUMENTARY CREDIT	
Basic Header:	HNBKTW
Application Header:	HUA NAN COMMERCIAL BANK LTD.
User Header:	Bank Priority 113
Sequence of Total	27 : 1/1
Form of Doc. Credit	40A : IRREVOCABLE
Doc. Credit Number	20 : 9PH2-01968-122
Date of Issue	31C : 090306
Applicable Rules	40E : UCP LATEST VERSION
Expiry	31D : DATE 090530 PLACE IN THE BENEFICIARY'S COUNTRY
Applicant	50 : ROSE TRADING CORPORATION P.O. BOX 9988 , TAICHUNG, TAIWAN R.O.C.
Beneficiary	59 : ORCHID CO., LTD. P.O.BOX 8568 TOKYO, JAPAN
Amount	32B : CURRENCY JPY AMOUNT 148,760
Available with/by	41D: ADVISING BANK IN THE BENEFICIARY'S COUNTRY BY NEGOTIATION
Drafts at....	42C : AT SIGHT FOR 90 PCT OF INVOICE VALUE
Drawee	42D: ISSUING BANK
Partial Shipments	43P : PROHIBITED
Transshipment	43T : PROHIBITED
Loading in Charge	44A : ANY JAPANESE PORT
For Transport to...	44B : TAICHUNG
Latest Date of Ship.	44C : 090520
Description of Goods	45A : ELECTRONIC SWITCHES 10,000 PCS. FOB JAPANESE PORT
Documents Required	46A : 1. SIGNED COMMERCIAL INVOICE IN QUADRUPLICATE INDICATING THIS CREDIT NUMBER 2. PACKING LIST IN TRIPLICATE 3. FULL SET(3/3) LESS ONE CLEAN ON BOARD BILLS OF LADING MADE OUT TO ORDER OF HUA NAN COMMERCIAL BANK LTD. MARKED FREIGHT COLLECT AND THIS CREDIT NUMBER NOTIFYING APPLICANT 4. BENEFICIARY'S CERTIFICATE IN DUPLICATE STATING THAT ONE ORIGINAL B/L AND ONE SET OF NON-NEGOTIABLE DOCUMENTS HAVE BEEN SENT DIRECTLY TO THE APPLICANT BY REGISTERED AIRMAIL
Additional Condition	47A : 1. THE DRAFT(S) MUST BEAR THE CLAUSE: DRAWN UNDER DOCUMENTARY CREDIT NO. (AS INDICATED ABOVE) OF HUA NAN COMMERCIAL BANK LTD 2. A DISCREPANCY DOCUMENTS FEE OF USD65.00 OR EQUIVALENT IS TO BE DEDUCTED FROM THE REIMBURSEMENT CLAIM FOR EACH PRESENTATION OF

		DISCREPANT DOCUMENTS UNDER THIS L/C. PLEASE NOTE THAT THE DISCREPANCY FEE IS ALWAYS FOR BENEFICIARY'S ACCOUNT.
		3. THIRD PARTY DOCUMENTS NOT ACCEPTABLE.
Details of Charges	71B :	ALL BANKING CHARGES AND STAMP DUTY OUTSIDE TAIWAN INCLUDING REIMBURSEMENT COMMISSION ARE FOR BENEFICIARY'S ACCOUNT
Presentation Period	48 :	DOCUMENTS MUST BE PRESENTED FOR NEGOTIATION WITHIN 10 DAYS AFTER THE DATE OF SHIPMENT BUT NOT LATER THAN THE VALIDITY OF THIS CREDIT
Reimbursing Bank Confirmation	53D	THE CHASE MANHATTAN BANK NEW YORK, USA
Instruction	49 :	WITHOUT
Instructions	78 :	ALL REQUIRED DOCUMENTS MUST BE SENT DIRECTLY TO HUA NAN COMMERCIAL BANK LTD. HEAD OFFICE-INT'L BANKING DEPT. NO.38 SEC.1 CHUNG-KING S. RD., TAIPEI TAIWAN R.O.C.
Sender to Receiver Information	72	THIS CREDIT IS SUBJECT TO UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDIT (2007 REVISION) ICC PUBLICATION NO.600
Advise Through Trailer	57D:	MIZUHO BANK LTD. TOKYO BRANCH MAC: 86AA8F56

四、貿易單據製作

請依下列信用狀及相關工廠出貨明細資料，填製(一)Bill of Exchange (二)Invoice (三)Shipping Order 等單據所要求之內容，並請依照題號①、②、③…欄位依序將正確答案填入空格內。

		MT 700	ISSUE OF A DOCUMENTARY CREDIT
Sender	:	THE BANK OF TOKYO—MITSUBISHI UFJ, LTD.	
Receiver	:	MEGA INTERNATIONAL COMMERCIAL BANK, TAIPEI	
Sequence of Total	*27:	1/1	
Form of Doc. Credit	*40A:	IRREVOCABLE TRANSFERABLE	
Doc. Credit Number	*20:	BTMU-6668-09	
Date of Issue	*31C:	090215	
Applicable Rules	*40E:	UCP LATEST VERSION	
Expiry	*31D:	DATE 090415 PLACE TAIWAN	
Applicant	*50:	HYONEN BUSINESS CO., LTD. P.O.BOX 1968, YOKOHAMA, JAPAN	
Beneficiary	*59:	TAIWAN TRADING CO., LTD. P.O. BOX 9168, TAICHUNG, TAIWAN R.O.C.	
Amount	*32B:	CURRENCY JPY AMOUNT 1,892,000	
Available with/by	*41D:	ANY BANK IN TAIWAN BY NEGOTIATION	
Drafts at...	*42C:	60 DAYS AFTER SHIPPING DATE FOR 100 PCT OF INVOICE VALUE	
Drawee	*42D:	ISSUING BANK	
Partial Shipments	*43P:	PERMITTED	
Transshipment	*43T:	PROHIBITED	
Latest Date of Ship.	*44C:	090405	
Loading in Charge	*44A:	ANY ASIAN PORT	
For transportation to...	*44B:	YOKOHAMA	
Description of Goods	*45A:	BABY STROLLER TT-18 1,000 PCS AS PER BUYER'S ORDER NO.HB-128 DATED 25 JAN. 2009 TRADE TERMS: FOB	
Documents Required	*46A:	+SIGNED COMMERCIAL INVOICE IN TRIPLICATE +PACKING LIST IN DUPLICATE +FULL SET CLEAN ON BOARD BILL OF LADING, MADE OUT TO SHIPPER'S ORDER, MARKED FREIGHT COLLECT AND NOTIFY APPLICANT AND US	
Additional Cond.	*47A:	+THE ADVISING BANK IS AUTHORISED AS A TRANSFERRING BANK +IN CASE DISCREPANT DOCUMENTS ARE PRESENTED WE SHALL DEDUCT OUR DISCREPANCY FEE JPY8100 FROM EVENTUAL SETTLEMENT.	
Presentation Period	*48:	DOCUMENTS MUST BE PRESENTED FOR NEGOTIATION WITHIN 10 DAYS AFTER THE DATE OF SHIPMENT BUT NOT LATER THAN THE VALIDITY OF THIS CREDIT	
Details of Charges	*71B:	ALL BANKING CHARGES OUTSIDE JAPAN ARE FOR BENEFICIARY'S ACCOUNT.	
Confirmation Instruction	*49:	WITHOUT	

Instructions *78: ALL DOCUMENTS MUST BE FORWARDED IN ONE LOT BY COURIER TO THE BANK OF TOKYO-MITSUBISHI UFJ, LTD..UPON RECEIPT OF DOCUMENTS IN ORDER WE SHALL COVER THE NEGOTIATING BANK ACCORDING TO THEIR INSTRUCTIONS

Sender to Receiver *72: THIS CREDIT IS SUBJECT TO UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDIT (2007 REVISION) ICC PUBLICATION NO.600

工廠出貨明細資料:

型號	TT-18
包裝方式	2PCS/CTN
每箱尺寸	48cm x 42cm x 36cm
每箱重量	N.W. 15KGS ; G.W. 16KGS
出貨數量	520 PCS

BILL OF EXCHANGE

Draft No. 980310

For ① TAIWAN MARCH 10 2009

At ② SIGHT of this FIRST of Exchange (Second the same tenor and date being unpaid) Pay to the order of TAIWAN COOPERATIVE BANK

the sum of XXXXX value received

Drawn under ③

Irrevocable L/C No. BTMU-6668-09 Dated FEB. 15 2009

TO XXXXX XXXXX

Authorized signature

TAIWAN TRADING COMPANY LIMITED
P.O. BOX 9168 TAICHUNG
TAIWAN, R.O.C.

Tel: +886-4-252xxxx
Fax: +886-4-252xxxx

INVOICE

No.980308 Date: MARCH 10 2009

Invoice of ④

For account and risk of Messrs. ⑤

Shipped Per S.S. EVER GREAT V.68W

Sailing on /or about MARCH 10 2009

Shipment From: ⑥ To: XXXX via

Order/Contract No. HB-128

Marks & Nos.	Quantity	Description of Merchandise	Unit Price	Amount
⑦	520 pcs. vvvvvvvv	BABY STROLLER TT-18 SIZE: 15" x 12-1/2" x 8"	⑧ XXXXXX	XXXXXX
	SAY ⑨			
	DRAWN UNDER XXXX			
	L/C NO. BTMU-6668-09 DATED FEB. 15 2009			
			TAIWAN TRADING CO., LTD.	

Shipper XXXXXX. 統一編號:		Pakistan National Shipping Corporation SHIPPING ORDER For Seven Ocean Maritime Transport Co., Ltd.		
Consignee ⑩				
Notify Party ⑪				
Vessel EVER GREAT	Voyage No. 68W	Service Required 註明運送方式 ⑬ 1. ☐ LCL-LCL 2. ☐ LCL-FCL 3. ☐ FCL-LCL 4. ☐ FCL-FCL	FREIGHT ⑭ ☐ PREPAID ☐ COLLECT	
Place of Receipt	Port of Loading SHANGHAI			
Port of Discharge ⑫	Place of Delivery			
Mark & Number XXXXXX	No. of Packages ⑮	Description of Goods BABY STROLLER SAY XXXXX ONLY.	Gross Weight XXXXXX	Measurement XXXXXX
Container Required _____ x 20', _____ x 40' _____ x 40'HQ, _____ x 45'		Remarks Date		
B/L Required _____ Original _____ Non-Negotiable				
Copies				
Name of Custom Broker _____ 報關行 電話: _____				

五、出口價格核算 (本題共 10 小題，每小題 2 分，合計 20 分)

根據以下資料，對貨號 A 與貨號 B 兩種以體積噸計算海運運費的貨物，分別以併櫃與整櫃運量，核算相關運費與報價。

產品資料：

型號	A	B
包裝方式	2DOZ/CTN	4PCS/CTN
包裝尺寸	15¾" × 13" × 12½"	58 cm × 45 cm × 39cm
採購成本	NTD560/DOZ	NTD850/PC

運費資料：

運費	併櫃(CFS)	20 呎整櫃	40 呎整櫃
	USD48	USD975	USD1,300
最低裝運量	1 CBM	28 CBM	56 CBM

其他報價資料：

匯率：買入 USD1=TWD33.25; 賣出 USD1=TWD33.35	利潤率：12%
保險費率：0.08%	業務費率：3.5%

注意事項

1. 本題共 10 小題，每小題 2 分，合計 20 分;計算過程不需列出，直接填入數字答案。
2. 核算要求：計算過程無法整除者，CBM 計算至小數點第 4 位，四捨五入後取 3 位；其餘請計算至小數點第 3 位，四捨五入後取 2 位。
3. 佣金計算方式：以所求報價條件本身為佣金計算基礎，如 FOB&C 與 CIF&C 分別為 FOB 與 CIF 為基礎之含佣價。

貨號 A：40 呎整櫃方式報價

題 目	答 案	單 位
1. 每箱才數		CFT
2. 每箱 CBM 數		CBM
3. 40 呎櫃報價約可裝箱數		CTNS
4. 每打運費		USD/DOZ
5. CIF 報價		USD/DOZ

貨號 B：併櫃方式報價

題 目	答 案	單 位
6. 每箱 CBM 數		CBM
7. 每件運費		USD/PC
8. FOBC5 報價		USD/PC
9. CFR 報價		USD/PC
10. CIFC6 報價		USD/PC

初閱總分		複閱總分	
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國貿業務丙級技術士技能檢定術科測試答案紙

☐ 缺考 ☐ 違規

初閱		複閱	
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初閱		複閱	
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一、基礎貿易英文(本題語群選項不可重覆，共10小題，每小題2分，合計20分)

①	②	③	④	⑤
⑥	⑦	⑧	⑨	⑩

初閱		複閱	
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二、貿易流程(本題共5小題，每小題2分，合計10分)

題 號	答 案
①	
②	
③	
④	
⑤	

三、商業信用狀分析(本題為填充題，合計20分)

題 目	答 案
信 用 狀 本 身	
開狀銀行 (英文作答) (2分)	
信用狀有效期限及地點 (中文作答) (2分)	年 月 日_____
轉讓信用狀 (1分)	☐ 是 ☐ 否
匯 票	
匯票發票人 (英文作答) (2分)	
匯票金額 (填入數字) (2分)	JPY_____
應 檢 附 單 據 規 定	
押匯時應提示之單據及份數 (中文作答) (4分)	1. _____(____份) 2. _____(____份) 3. _____(____份) 4. _____(____份)
提單之收貨人 (英文作答) (2分)	
提單之託運人 (英文作答) (2分)	
保險費由何方負擔 (1分)	☐ 買方 ☐ 賣方
其 他 事 項	
補償銀行 (英文作答) (2分)	

准考證號碼(免學科者需加註 A)	
姓名	

一、答案卷共2頁，於每頁指定欄位書寫姓名及准考證號碼。
二、請各位應檢人勿將答案卷拆開。
三、作答時一律不可使用“鉛筆”。
四、可使用計算機(不具有儲存程式功能)。

注意事項

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初 閱		複 閱	
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初 閱		複 閱	
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四、貿易單據製作（本題共 15 小題，每小題 2 分，合計 30 分）

題號	答 案
①	
②	
③	
④	
⑤	
⑥	
⑦	
⑧	
⑨	
⑩	
⑪	
⑫	
⑬	1. ☐ LCL-LCL 2. ☐ LCL-FCL 3. ☐ FCL-LCL 4. ☐ FCL-FCL
⑭	☐ PREPAID ☐ COLLECT
⑮	

五、出口價格核算（本題共 10 小題，每小題 2 分，合計 20 分）

貨號 A：40 呎整櫃方式報價

題 目	答 案	單 位
1. 每箱才數		才(CFT)
2. 每箱 CBM 數		CBM
3. 40 呎櫃報價約可裝箱數		CTNS
4. 每打運費		USD/DOZ
5. CIF 報價		USD/DOZ

貨號 B：併櫃方式報價

題 目	答 案	單 位
6. 每箱 CBM 數		CBM
7. 每件運費		USD/PC
8. FOBC5 報價		USD/PC
9. CFR 報價		USD/PC
10.CIFC6 報價		USD/PC

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