

INCOTERMS SELECTION GUIDE

Trade31 - Global Trade Toolkit

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Seller: Shanghai Ocean Export Co., Ltd.

No. 888 Pudong Avenue, Shanghai 200120, China

Buyer: Atlantic Import LLC

1200 Harbor Blvd, Los Angeles, CA 90001, USA

Incoterms: FOB Shanghai, Incoterms 2020

Payment: 30% T/T deposit, 70% before shipment

Item | Description | HS Code | Qty | Unit Price | Amount

1 | Bluetooth Speaker Model BT-200, black, r | 85183000 | 500 PCS | USD 12.50 | USD 6250.00

2 | Bluetooth Speaker Model BT-200, white, r | 85183000 | 300 PCS | USD 12.50 | USD 3750.00

3 | Gift packaging carton (inner pack) | 44219990 | 800 PCS | USD 0.85 | USD 680.00

Total: USD 10,680.00

Bank Information

Beneficiary: Shanghai Ocean Export Co., Ltd.

Bank: Bank of China, Shanghai | SWIFT: BKCHCNBJ300

Account (USD): 4567890123456789

Notes: Replace example fields. Keep all export documents consistent.

Authorized Signature

Company Chop / Date

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