

Figure 11 Sample Pro Forma Invoice

PROFORMA INVOICE/EXPORT ORDER

SHIPPER: Tech International 1000 J Street, N.W. Washington, DC 20005	Ph. 202-555-1212 Fax 202-555-1111
CUSTOMER: Gomez Y. Cartagena Aptdo. Postal 77 Bogota, Colombia	
SHIP TO (If different than Customer):	
NOTIFY (Intermediate Consignee):	

PRO FORMA INVOICE NO. Col.91-14	DATE July 12, 1997
COMMERCIAL INVOICE NO.	DATE
CUSTOMER REFERENCE LTR	DATE July 9, 1997
TERMS OF SALE CIP Buenaventura, Colombia	
(INCOTERMS 1990)	
SHIP VIA AIR	EST. SHIP DATE 60 DAYS FROM RECEIPT OF ORDER AND LETTER OF CREDIT

PART NUMBER	UNIT OF MEASURE	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
2-50	EA	3	Separators in accordance with attached specifications	\$14,750.00	\$44,250.00
14-40	EA	3	First-stage Filter Assemblies per attached specifications	\$ 1,200.00	\$ 3,600.00
custom	EA	3	Drive Units - 30 hp each (for operation on 3-phase 440 v., 50 cy. current) complete with remote controls	\$ 4,235.00	\$12,705.00
TOTAL EX WORKS Washington, D.C. domestic packed...					\$60,555.00
Export processing, packaging, prepaid inland freight to Dulles International Airport & forwarder's handling charges					\$ 3,115.00
TOTAL FCA WASHINGTON DULLES AIRPORT					\$63,670.00
Estimated air freight and insurance					\$ 2,960.00
TOTAL Est. CIP Buenaventura, Colombia					\$66,630.00
Estimated gross weight 9,360 lbs. • Estimated cube 520 cu. meters Export packed 4.212 kg. • Export packed 15.6 cu. meters					

1. All prices quoted herein are US dollars.
2. Prices quoted herein for merchandise only are valid for 60 days from July 12, 1997.
3. Any changes in shipping costs or insurance rates are for account of the buyer.

<p style="text-align: center;">ADDITIONAL CHARGES</p> FREIGHT <input type="checkbox"/> Ocean <input checked="" type="checkbox"/> Air <u> </u> INCLUDED CONSULAR/LEGALIZATION <u> </u> INSPECTION/CERTIFICATION <u> </u> SPECIAL PACKING <u> </u> INSURANCE <u> </u> INCLUDED <u> </u> <u> </u> <u> </u> <u> </u>	<p style="text-align: center;">TERMS OF PAYMENT</p> <input checked="" type="checkbox"/> LETTER OF CREDIT Bank <u> </u> <input type="checkbox"/> DRAFT Terms <u> </u> <input type="checkbox"/> OPEN ACCOUNT Terms <u> </u> <input type="checkbox"/> OTHER <u> </u> <u> </u> CURRENCY OF PAYMENT <u>US Dollars</u>
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