DALIAN FENGZE INTERNATIONAL TRADE CO., LTD.

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PROFORMA INVOICE

PI No.	FZ-{{YYYYMMDD}}-01	**Date**	{{YYYY-MM-DD}}
Valid	30 days from date	**Incoterm**	FOB DALIAN (Incoterms 2020)

BUYER

Company	{{Buyer company}}
Address	{{Buyer address}}
Contact	{{Name / title / email / phone}}
End use	{{camp / municipal / relief operation}}

No.	Description	Model	Qty	Unit	Unit price (USD)	Amount (USD)
1	Field kitchen trailer, deployable canopy, 4 cooking modules, 250 meals / 2 h, diesel / LPG burner	XC250	1	set	0.00	0.00
2	Water purification trailer, 3 t/h, UV + activated carbon, 3 operators	{{model}}	1	set	0.00	0.00
3	One-year spare-parts kit (burner nozzles, seals, pump gaskets, tyres)	—	1	kit	0.00	0.00
				TOTAL (FOB DALIAN)		**0.00**

TERMS AND CONDITIONS

Price basis	FOB DALIAN, Incoterms 2020. CIF quoted on request. DDP not offered.
Payment	30% T/T in advance with order; 70% against copy of Bill of Lading. Or 100% irrevocable L/C at sight.
Lead time	{{xx}} working days after receipt of deposit or L/C advice, subject to production slot.
Packing	Seaworthy export packing, canopy folded. Unit height 2.42 m — loads in a 40 ft HC container, not in a 20 ft GP. Indicative 2 units per 40 ft HC. Final loading plan and gross weight confirmed at order.
Documents	Commercial invoice, packing list, Bill of Lading, Certificate of Origin, insurance policy (CIF only), test reports, plus SONCAP / PVoC / SASO / COC where required by destination.
Warranty	12 months from delivery, excluding wear parts. Commissioning drawings and video support included; on-site engineer at cost on request.
Validity	This offer is valid for 30 days. Prices exclude destination duties, port charges and installation.
End use	Buyer confirms civilian / municipal end use and will provide an End User Certificate where required for export licensing.

BENEFICIARY BANK DETAILS

Beneficiary	Dalian Fengze International Trade Co., Ltd.
Account no.	{{...}}
Bank	{{Bank name, branch}}
SWIFT	{{...}}
Bank address	{{...}}

Confirmed and accepted by buyer:

Signature / company stamp / date

报价单 / PI 使用说明

必改的 5 项	① 公司地址电话邮箱 ② PI 号与日期 ③ 买方四行 ④ 型号与数量 ⑤ 单价（F 列）
单价怎么填	F 列填 FOB 大连美元单价，G 列自动算金额；空行不填数量时不报错
汇率与退税	用 03_客户开发线索表 的「5_报价核算表」先算 FOB 底价，再回填这里
价格纪律	不写 best price；不写 contact us；报价只用 FOB，CIF 另出；DDP 不接
装箱要点	XC250 高 2.42 m，进不了 20GP，必须 40HQ（门高 2.585 m）或框架箱/散杂货
单据承诺	SONCAP / PVoC / SASO 是目的国强制，签约前先确认能不能做，别写进 PI 再改
保存命名	PI 号_客户简称_日期.pdf，例：FZ-20261116-01_Acme_20261116.pdf
发给客户前	导出 PDF，不要发 Excel；PDF 文件名带公司名与型号