山西启扬永盛商贸有限公司

SHANXI YOUNG SHINE TRADING CO.,LTD.

每年三月一日至六月三十日办理上一年度的年检手续，逾期按规定处罚。

企业法人营业执照

注册号 140100200432817

名　　称　山西启扬永盛商贸有限公司

住　　所　太原市迎泽区郝庄镇赵北峰村南街51号

法定代表人姓名　杨立辉

注册资本　人民币壹佰壹拾万元整

公司类型　有限责任公司(自然人投资或控股)

实收资本　人民币壹佰壹拾万元整

经营范围　许可经营项目：***

一般经营项目：进出口贸易；普通机械设备及配件、印刷品设备及配件、塑料制品、电子产品、办公用品、针纺织品的销售。(法律、法规禁止经营的不得经营，需获审批未经批准前不得经营，许可项目在许可证有效期内经营)***

成立日期　二〇一〇年六月二日

营业期限　自 二〇一〇年六月二日 至 二〇二〇年六月一日 止

发照机关：太原市[illegible]行政管理局

二〇一〇 年 六 月 [illegible] 日

总经理简介:

杨立辉 Andy Yang

2001年7月毕业于山西大学外语学院科技英语专业。

2001年7月加入“山西运城萨瓦莱斯制版有限公司”,是该公司第一位从事海外销售的人员，2003年成为海外市场部经理，开始管理海外市场。海外部的每一位员工都由其亲自面试并进行培养，至2011年3月离职时，Andy 在短短10年间，将海外销售队伍由0壮大至23人，其中包括6名女性销售助理、16名男性销售精英。曾到21个国家开拓市场并进行商务洽谈，了解多个国家的商业文化和谈判风格。

2009年至今，致力于自己的外贸公司，2013年被原集团分公司“佛山运城压纹制版有限公司”、“昆山运城压纹制版有限公司”和“龙游运城压纹制版有限公司”邀请，担任海外部经理。

2014年7月，因其在国际市场的影响力和口碑，“香港联佳科技有限公司”诚聘Andy为“Marketing And Customer Service Manager”。

公司组织架构

总经理
杨立辉
科技英语

客服经理
孟娜
文秘英语

技术经理
张成辉
工业设计

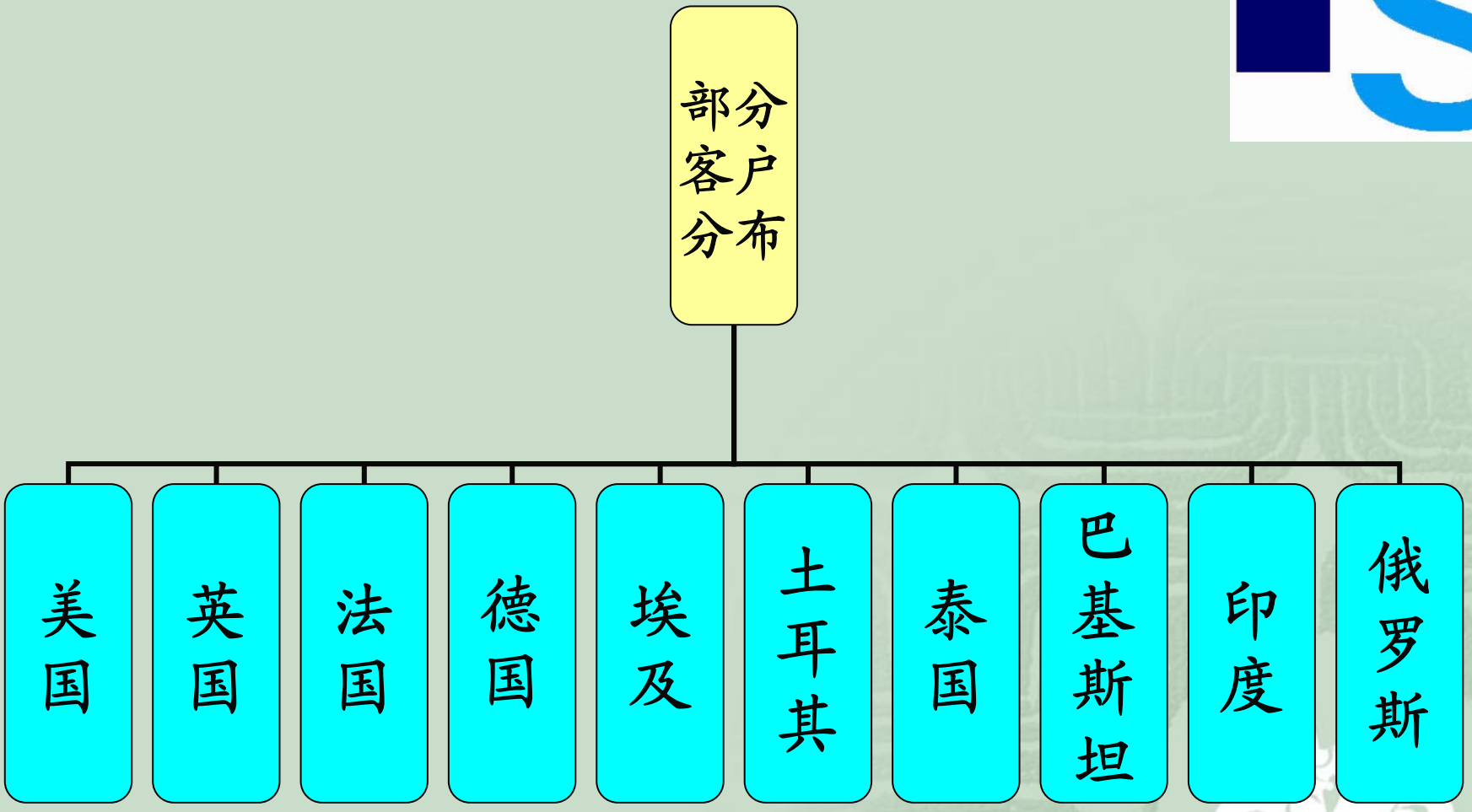
业务助理
崔飞虹
MBA

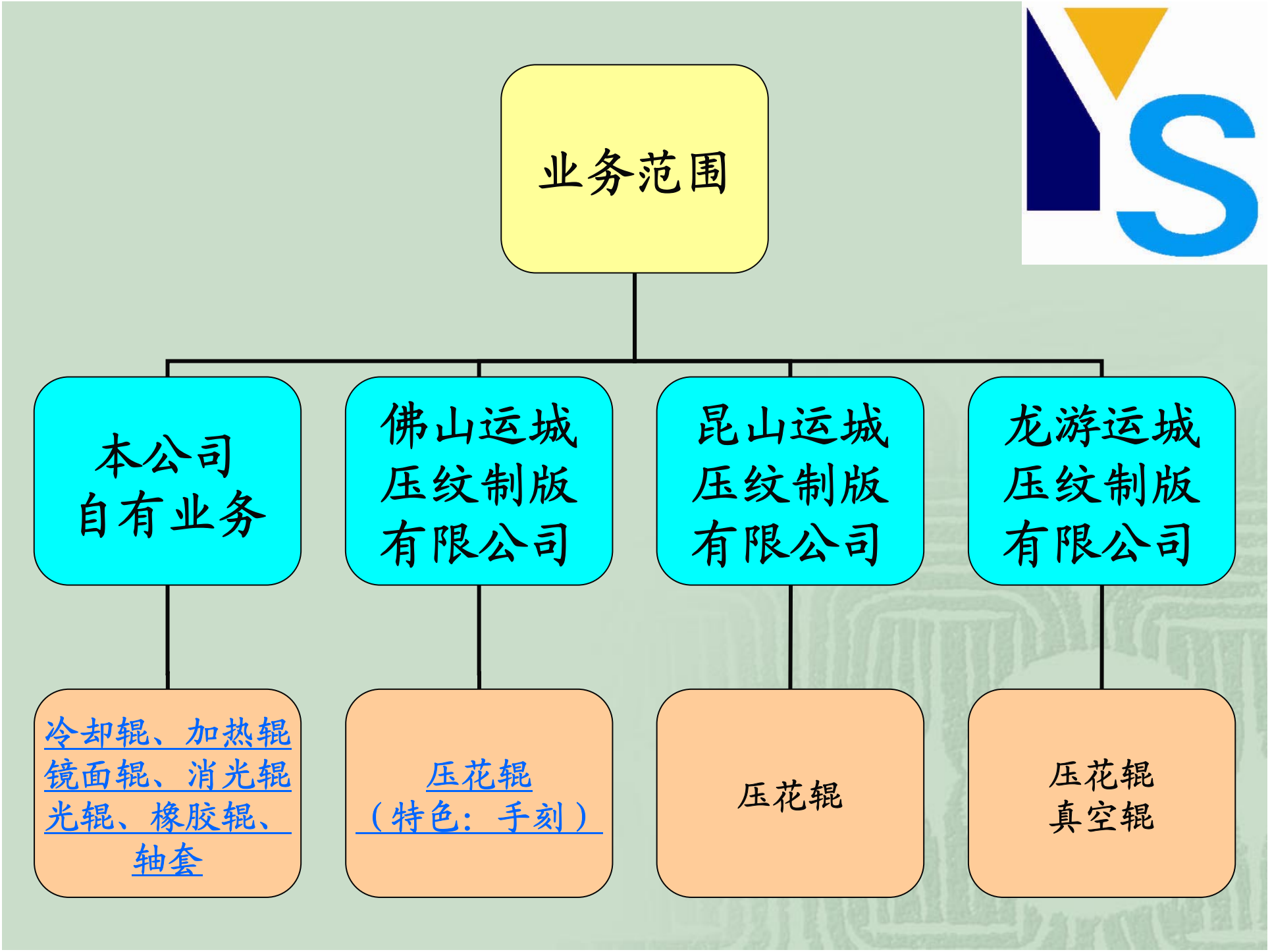
业务助理
孟宇苗
国际贸易

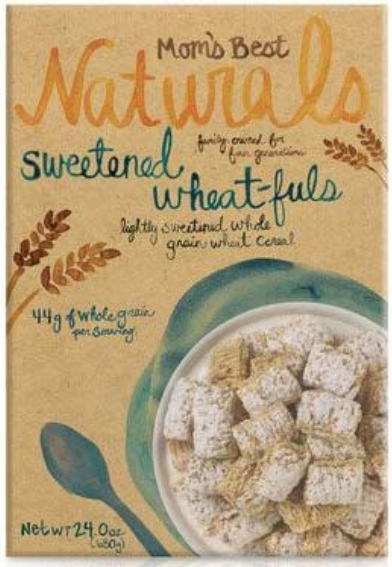
业务助理
李维琴
俄语

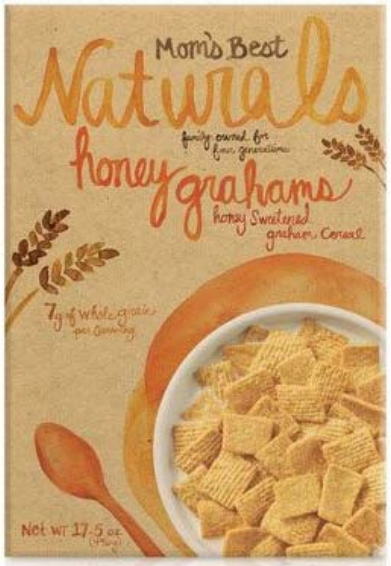
业务助理
谢丹
国际贸易

业务助理
薛晓芳
包装工程

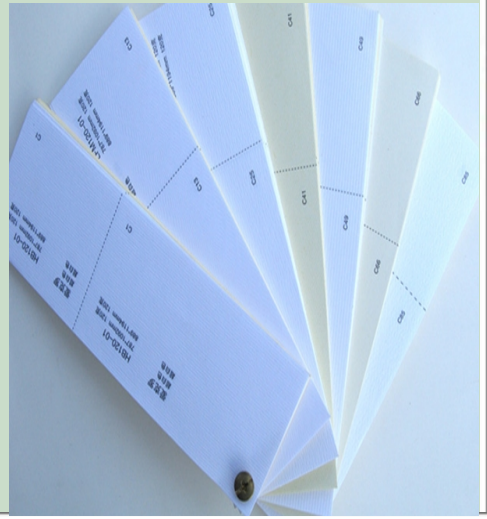

分户布
部客分
美国
英国
法国
德国
埃及
土耳其
泰国
巴基斯坦
印度
俄罗斯

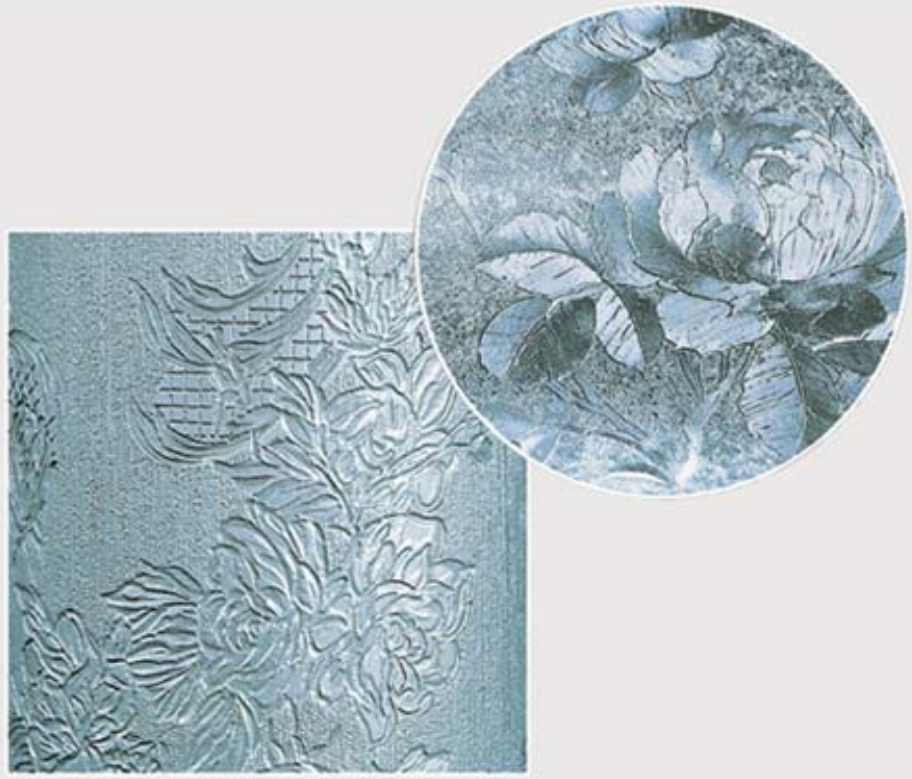

业务范围
本公司
自有业务
佛山运城
压纹制版
有限公司
昆山运城
压纹制版
有限公司
龙游运城
压纹制版
有限公司
冷却辊、加热辊
镜面辊、消光辊
光辊、橡胶辊、
轴套
压花辊
（特色：手刻）
压花辊
压花辊
真空辊


Mom's Best
Naturals
Sweetened Wheat-fuls
Net WT 24.0 oz


Mom's Best
Naturals
Honey grahams
Net WT 17.5 oz

Fonte de Vitamina C
AdeS
tangerina
maçã

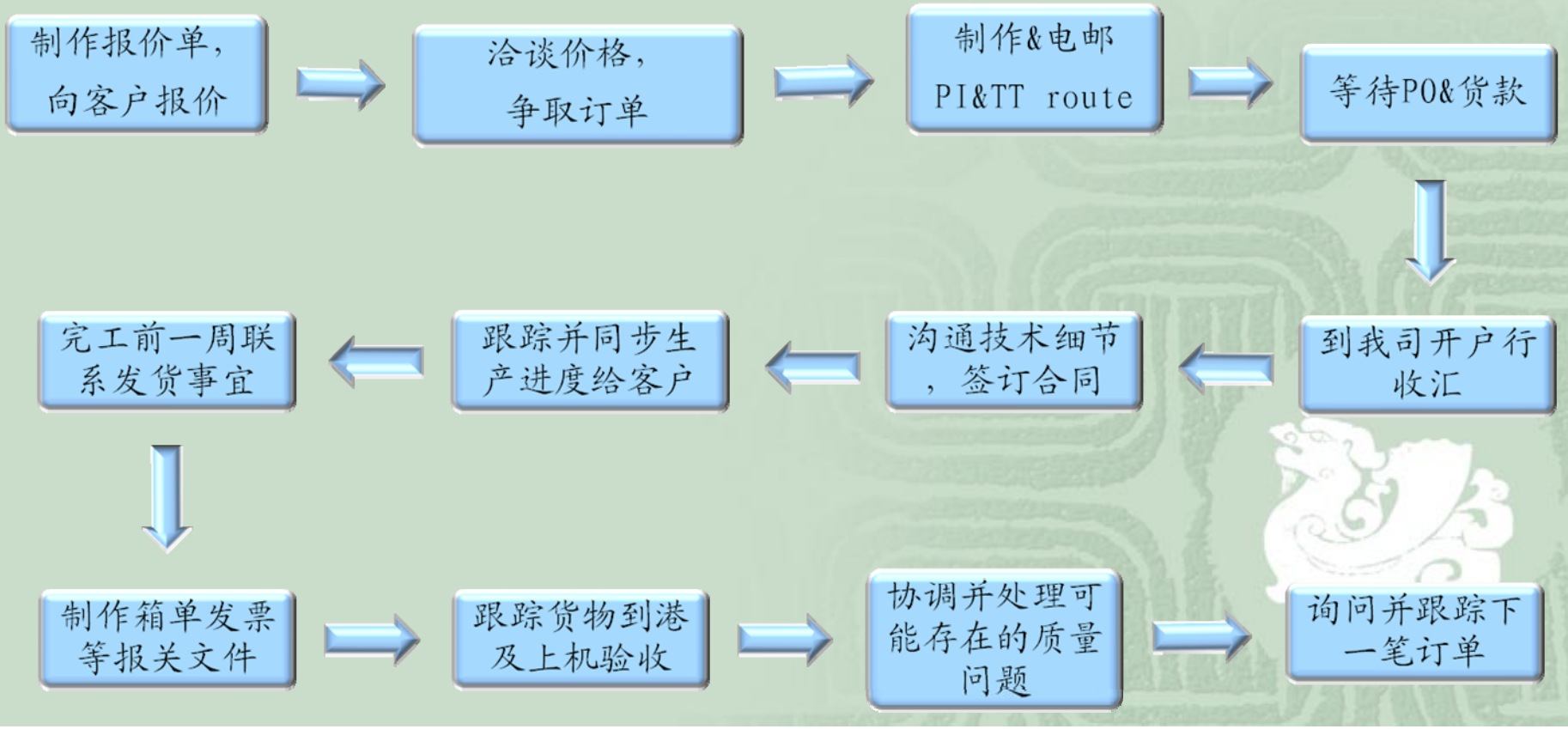




工作流程:

1. Andy与客户做前期沟通，确定购买意向，转给业务助理。
2. 业务助理与客户做进一步沟通，并向工厂传达客户的意愿。

工作流程如下:



与客户邮件沟通示例1

Re: Emboss dates

Nora Zhang

收件人: Andrew Lyth ;

Dear Mr. Andrew,

Have a good day.
The emboss roller 61414 will be finished about on 14th,Dec , the emboss roller 63014 will be finished about on 30th,Nov.
We are looking forward to receving the feedback for samples of 61214,62814&62714.

Best regards
Nora

From: Andrew Lyth
Sent: Tuesday, November 04, 2014 8:09 PM
To: mailto:leather@youngshinetrade.com
Subject: Emboss dates

Hi Nora

I hope your well.

Could you please give me an update on the timings of the embosses we have ordered, when will/can the embosses be delivered.

I will chase up the feedback of the emboss samples and let you know as soon as possible.

Thank-you
Andrew

Andrew Lyth
Stylist/Proof Room Manager

Graham & Brown
Design & Marketing Centre
Stanley Street
Blackburn
Lancashire
BB1 3BW
United Kingdom

与客户邮件沟通示例2

发件人: Guillot, Bill
日期: 2014年9月22日 20:08
收件人: Tracy Cui ; Lake, JoAnne
抄送: Andy Yang
主题: RE: Forwarder's Information of GUANGZHOU For OMNOVA(USA)

Tracy
You are correct. the shipments for Monroe and Auburn are broken out by our POs. Different destinations.

Bill

From: Tracy Cui [mailto:printing@youngshinetrade.com]
Sent: Monday, September 22, 2014 8:04 AM
To: Guillot, Bill; Lake, JoAnne
Cc: Andy Yang
Subject: Re: Forwarder's Information of GUANGZHOU For OMNOVA(USA)

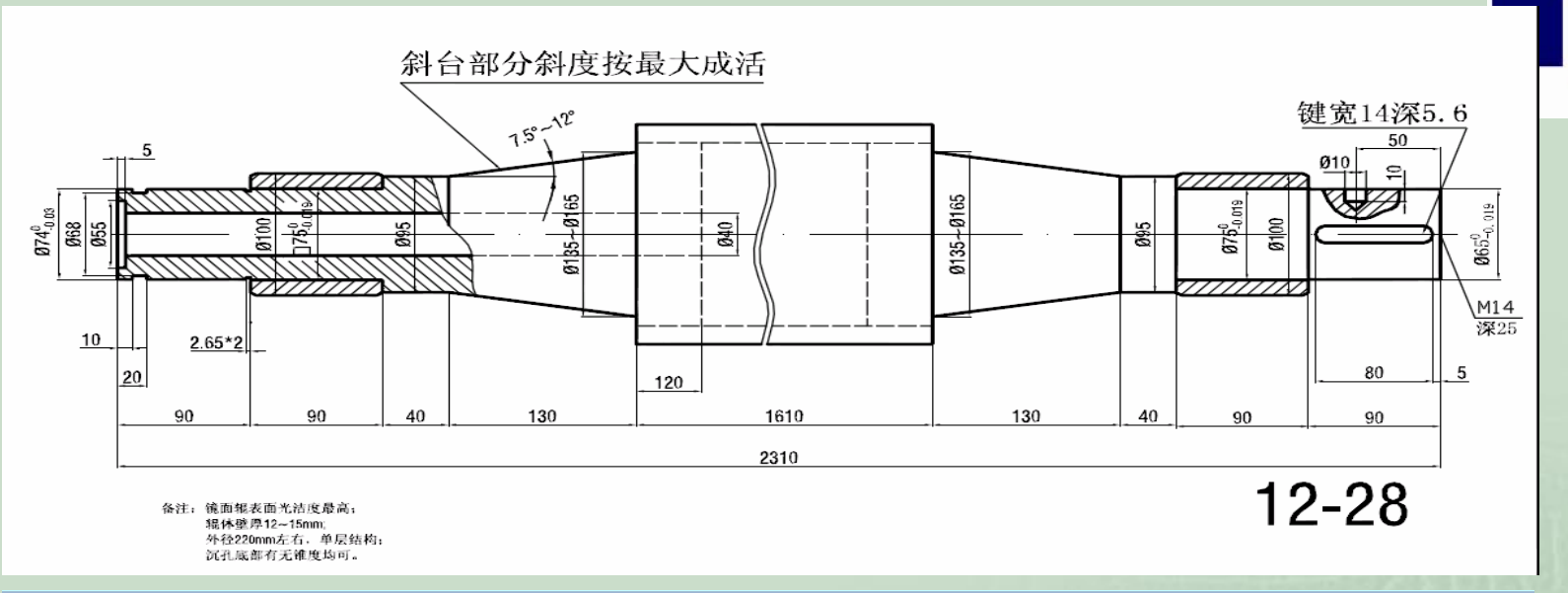
Dear Bill,

Glad to read your email.
Would you mind confirm that what our understanding is right or not.

The first order(60pcs):
1.PO No.4500132546, this 40pcs ship to Monroe facility.
2.PO No.4500132558, this 20pcs ship to Auburn facility.
For this 60 rolls, the factory is in Guangzhou, so we'd better ship from Guangzhou.

The second order(40pcs):
PO No. 4500137679, 10pcs ship to Auburn facility and 30pcs ship to Monore facility.
For this 40 rolls, the factory is in Shanghai, so we'd better ship from Shanghai.

版辊图纸及报价



J12

QUOTATION

TO:

LENSO VINYL CO.,LTD
292 LENSO HOUSE 3,2 ND FLOOR,ROOM 321,
SRINAKARIN ROAD,HUAMARK,BANGKAPI,
BANGKOK 10240, THAILAND

Attn: Mr. Somkiat

SHANXI YOUNG SHINE TRADING CO.,LTD.
SOUTH STREET 51#,ZHAOBEIFENG VILLAGE,
Haozhuang Town, Yingze District
TAIYUAN CITY,SHANXI PROVINCE, P.R.CHINA

CASE #: SXYS[2013]023
DATE: 2014/6/6

Item No.	Total Length (mm)	Using Length (mm)	Outer Diameter (mm)	Quantity (pc)	C&F Unit Price (USD)	Sub-total (USD)
Mesh Roller Mesh 120 by laser engraving	2630	1830	165.14	2	1,600	3,200
Embossing Rubber Roller rubber thickness 17.5mm	2249	1700	310	1	3,600	3,600
Total						**6,800**

Payment: T/T the total amount before production.

形式发票PI

TT route

FOSHAN YUNCHENG EMBOSSING ROLLER MAKING CO. ,LTD.
KEBAO ROAD NANHAI SCIENCE&TECHNOLOGY INDUSTRIAL PARK,
SHISHAN TOWN, NANHAI DISTRICT, FOSHAN, GUANGDONG PROVINCE,CHINA
TEL: +86 757-81206268 FAX: +86 757-81206269

PROFORMA INVOICE

Buyer GRAHAM AND BROWN LIMITED
Address PO BOX 39 INDIA MILL, HARWOOD STREET,
BLACKBURN, LANCASHIRE BB1 3DB, U.K.
TEL: 01254-691321 ext. 4030

NO. FSYW[2014]011
DATE 2014-4-9

Price Term FOB GUANGZHOU
Payment T/T 30% BEFORE PRODUCTION, BALANCE AFTER RECEIVED THE B/L
Delivery 20 DAYS

Marks	Description	Quantity		Unit Price FOB(USD)	Sub-Total (USD)
GRAHAM & BROWN	60213 EMBOSSING ROLLER (INCLUDING HAND ENGRAVING)	1	PC	6,500	6,500
Total		1	PC		6,500

Foshan Yuncheng Embossing Roller Making Co., Ltd

Thank you for your business!

佛山运城压纹制版有限公司
FOSHAN YUNCHENG EMBOSSING ROLLER MAKING CO., LTD.

APPLICATION FOR MONEY TRANSFER

Date:

We Hereby Request You To Remit By	☒ T/T	☐ D/D	☐ IC	☐ BOOKS TRAN.	☐ CASH ☐ OTHER
Applicant	NAME		ADD/TEL		
	ACCT		BANK		
Currency & AMT in words					
Correspondent of Bene's Banker Name & Addr.	*JPMORGAN CHASE BANK, NEW YORK (SWIFT CODE: CHASUS33)*		Beneficiary's Banker's A/C No.		
Benificiary	Name	*FOSHAN YUNCHENG EMBOSSING ROLLER MAKING CO., LTD.*		Country	*CHINA*
	ACCT	*201309301914000172 7*		City	*GUANGZHOU*
	Bene's Banker & Addr	*THE INDUSTRIAL AND COMMERCIAL BANK OF CHINA NO.123, YAN JIANG XI ROAD, GUANGZHOU P.R. CHINA*		SWIFT Addr.	*ICBKCNBJ*
Overseas Charges	☐ FOR BENE'S ACCT ☒ FOR MY/OUR ACCT		Signature(s)		
Message					

KEBAO ROAD, NAN HAI SCIENCE&TECHOLOGY INDUSTRIAL PARK,
SHISHAN TOWN, NAN HAI DISTRICT, FOSHAN, GUANGDONG PROVINCE, CHINA
TEL: 0086-757-81201120 FAX: 0086-757-81206269 PC: 528225 WEBSITE: WWW.FSYCYW.COM

客户订单PO

Suppliers Address
FOSHAN YUNCHENG EMBOSSING ROLLER MAKING CO LTD
KEBAO ROAD. NANHAI SCIENCE & TECHNOLOGY INDUSTRIAL PARK
SHISHAN TOWN, NANHAI DISTRICT,
FOSHAN, GUANGDONG PROVINCE, CHINA
Fax :

Delivery Address
MURASPEC
TONBRIDGE ROAD
EAST PECKHAM
TONBRIDGE
KENT
TN12 5JX

Muraspec
Tonbridge Road, East Peckham, Tonbridge, Kent TN12 5JX
Tel: +44 1622 873519
Fax: +44 1622 871011
VAT Registration No. GB 143 777 882
Muraspec Decorative Solutions Ltd.
Certificate No. Q6111

Purchase Order No. 45076
Please quote this Order Number on all Advice and Delivery Notes, Invoices and Correspondence

PURCHASE ORDER

Order Date	Supplier No.	Requisition No.	Originator
31/10/2014	99999	18878	J. LANGFIELD

ATTENTION

Important: Please Acknowledge this Order.
This is subject to our conditions of Purchase which are available on application from the Registered Office:
74-78 Wood Lane End,Hemel Hempsted,Hertfordshire HP2 4RF, England.
Registered No. 3564408

No.	Item Number	Product Description	Due Date	Quantity Ordered	Unit	Unit Price	Net Value
010	MISC	PLEASE MANUFACTURE STEEL BASE TO DRAWING BM32-537. PREPARE FILE OF DESIGN G44172 ENGRAVE ROLLER TO MATCH SAMPLE PROVIDED & LAYOUT APPROVED J. LANGFIELD. SUPPLY IN SUITABLE CONTAINER FOR SHIPPING CONFIRMATION NORA THANE	03/11/2014	1.00	LOT	7,000.00	7,000.00

Total 7,000.00

Special Instructions / Delivery
Dial the Muraspec - East Peckham Site Purchasing Department Direct:-

Christine Hawkins - Purchasing Assistant: 01622 873519
Dave Coulthard - Goods In - 01622 873585 / 07768 044178
Kelly Pakinson - Supply Chain Manager 01622 873574 / 07831 353567
Fax: 01622 871011

Signature .....
Christine Hawkins

开制通知单

开制通知单

编号 2014021

公司名称	Muraspec	**国　　家**	英国
公司版号	G44172	**客户编号**	
付款方式	C&F USD7000; 生产前付 50%，发货前见提单付尾款。		
开制日期	2014-11-05	**被通知人**	张瑜
制作要求	按客户确认的小样制作； 按客户最后确认的电子文件制作。		

发票箱单

FOSHAN YUNCHENG EMBOSSING ROLLER MAKING CO. ,LTD.
KEBAO ROAD NANHAI SCIENCE&TECHNOLOGY INDUSTRIAL PARK,
SHISHAN TOWN, NANHAI DISTRICT, FOSHAN, GUANGDONG PROVINCE,CHINA
TEL: 0757-81206268 FAX: 0757-81206269

INVOICE

Buyer GRAHAM AND BROWN LIMITED
Address PO BOX 39 INDIA MILL, HARWOOD STREET,
BLACKBURN, LANCASHIRE BB1 3DB, U.K.
TEL: 01254-691321 ext. 4030

NO. FSYW[2014]011
DATE 2014/7/18

Item No.	Description	Quantity	Unit Price	Sub-Total
G43425	60213 EMBOSSING ROLLER (INCLUDING HAND ENGRAVING)	1 PC	US$7,500	US$7,500
Total	**FOB GUANGZHOU AIRPORT**	**1 PC**		**US$7,500**

Thank you for your business!

FOSHAN YUNCHENG EMBOSSING ROLLER MAKING CO. ,LT
KEBAO ROAD NANHAI SCIENCE&TECHNOLOGY INDUSTRIAL PARK,
SHISHAN TOWN, NANHAI DISTRICT, FOSHAN, GUANGDONG PROVINCE,CHINA
TEL: 0757-81206268 FAX: 0757-81206269

PACKING LIST

Customer
MURASPEC DECORATIVE SOLUTIONS LIMITED
TONBRIDGE ROAD, EAST PECKHAM
TONBRIDGE KENT TN12 5JX UK
TEL: +44 (0)1622 873563 FAX: +44 (0)1622 872763

No. FSYW[2014]022&024
Date: 2014/9/11

Item No.	Description	Qty (pc)	N.W (kg)	G.W (kg)	Measurement (CBM)
G44038	EMBOSSING ROLLER NO HAND ENGRAVING	1	356	386	2540 × 345 × 350 = 0.307
G44093		1	343	373	2540 × 345 × 350 = 0.307
Total		**2**	**699**	**759**	**0.613**
Mark	Muraspec		PACKED IN	2	IRON BOXES

Thank you for your business!

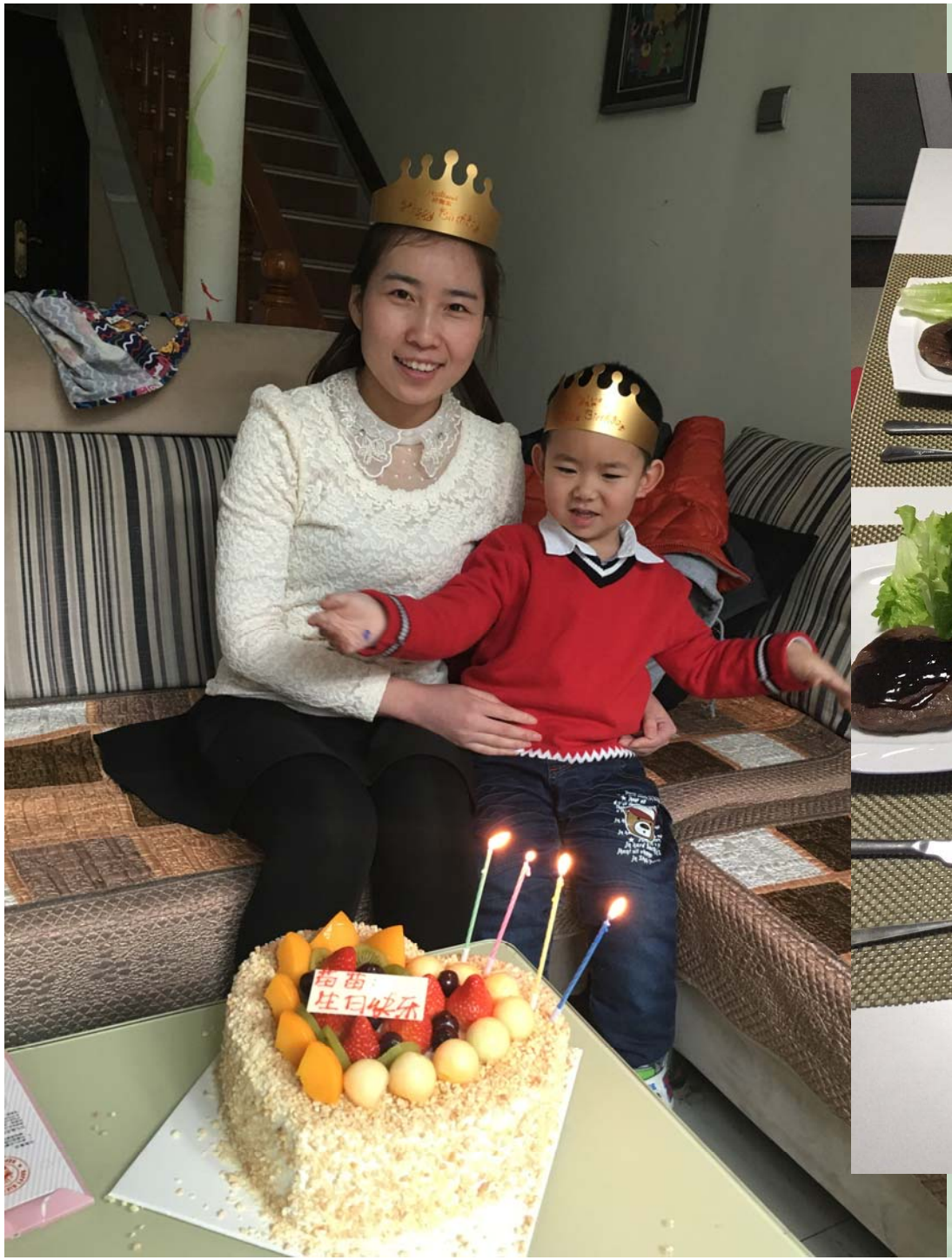
◆招聘岗位及要求

岗位名称：外贸业务助理；
学历要求：本科及以上；
专业要求：英语、俄语、韩语；
任职资格：女性，专业语言听说读写能力良好；
对国际贸易有浓厚兴趣，有志于长期从事进出口行业；
思维严谨、条理缜密，有良好的团队协作精神。

◆薪酬福利

观察期：7天，无薪酬；
试用期3000元/月，6个月转正后4000元/月；
转正后公司缴纳全额社保（公司承担员工应缴纳的部分，不在4000元工资里扣除）；
提供免费食宿；
按法定节假日休息，有带薪年假及年终奖金。

Eintracht Frankfurt 1873
Bieber
Schäfferhofer


宝贝
生日快乐

FOYSONIS

3.1

YIJIAN

诚邀您的加盟！

谢谢！