

EXPORT PRICING WORKSHEET (C.I.F.)¹

Date: March 1996

Ref: 6243

Name of customer: Mr. Buyer, Importers Inc.

Address: 162 Overseas Blvd., Foreign Country

Product: WIDGET

Special terms or conditions quoted: unit quotes: 1000; gross weight: 64 kg;
cubic measure: 140 m³**ITEM****COST (C\$)****Cost and Freight**

1. Cost of unit before profit	10 000
2. Profit at 10%	1000
3. Overseas agent's commission at 7.5%	825
4. Export packing	75
5. Labelling cost	10
6. Stencil marking cost	0
7. Strapping cost	5
8. Cartage	2
9. Freight to seaboard cost: \$6.00 per 1000; Type of carrier: rail	6
10. Unloading charges	2
11. Terminal charges	1
12. Long-load or heavy loading charges	0
13. Consular documents charges	N/A
14. Other charges (cable, phone)	4
15. Ocean freight cost	30
16. Forwarding agent's fee	10
17. Export credit insurance at 1%	100
18. Financing charges for credit sales	400
Total of cost and freight	12 470
Insurance	
19. Marine insurance (add 10% to total of cost and freight) Approximate premium Amount to be insured	13 717 137 13 854
20. Type of insurance — all risk: Rate: 1% Premium: 138.54	139
Grand total (C.I.F.)	12 609
Convert Canadian \$ to export market currency	104 203/zks

¹ Cost, Insurance, Freight