

Sample

EXPORT WORKSHEET

CEA Hardware Ltd.

Date: March 31, 1987

Buyer's Name & Address: Hung Sue Co. Ltd., 20 Sing St., Hong Kong

Telephone: 721-3301 **Telex:** 02-57362 **Products:** Paint brushes **Destination:** Hong Kong

1. Cost per unit \$5.00 Quantity 1 000 - total cost		CDN \$ 5 000.00
2. Profit margin in percentage, over cost (25%)		\$ 1 250.00
3. Foreign agent's commission		—
4. Export packing		\$ 75.00
5. Marking cases or cartons		\$ 8.00
6. Bundling, strapping		\$ 16.50
7. Special labelling, containers, etc.		\$ 6.60
8. PRICE F.O.B. (Free on Board) FACTORY:	Total	CDN \$ 6 356.10
9. <u>Inland transportation charges</u>		
Local drayage		\$ —
Freight to seaport: carrier rail		\$ 71.60
Unloading charges		\$ 15.00
Terminal charges		\$ 15.75
Demurrage, cold storage, etc.		\$ —
Wharfage		\$ 9.00
Miscellaneous charges		\$ 15.00
10. PRICE F.A.S. (Free Alongside Ship):	Total	CDN \$ 6 482.45
11. <u>Ocean transportation and ancillary charges</u>		
Loading vessel		\$ 17.50
Heavy lift charges		\$ —
Consular documents		\$ 10.00
Other documentation charges		\$ 23.00
Ocean freight		\$ 250.00
Other charges		\$ —
12. PRICE C & F (Cost & Freight):	Total	CDN \$ 6 842.95
13. <u>Marine insurance</u>		
Value shipment \$ 6 842.95		
Add 10% of Value \$684.00, value insured \$ 7 526.95		
Insurance premium & type All Risk		\$ 80.00
Export credit insurance		\$ 75.00
14. Finance charge if sold on credit (60 days at 14%)		\$ 182.94
15. PRICE C.I.F. (Cost, Ins. & Freight):	Total	CDN \$ 7 864.89
16. PRICE C.I.F. in US Dollars @ 1.33 rate:	Total	US \$ 5 898.71