

Sample

EXPORT WORKSHEET

CEA Hardwares 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 \$ 6 782.95
13. <u>Marine insurance</u>	
Value shipment \$ 6 782.95	
Add 10% of Value \$678.00, value insured \$ 7 460.95	
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 \$ 7 120.89
16. PRICE C.I.F. in US Dollars @ 1.20 rate:	Total US \$ 5 950.21