



Export Costing Worksheet

Customer Information

Name: _____

City: _____

Country: _____

Phone: _____

Email: _____

Product Info

Product: _____

No. of Units: _____

Net Weight (Unit): _____

Gross Weight: _____

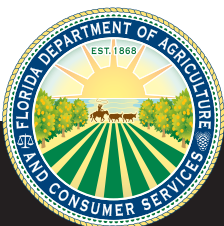
Dimensions: _____ X _____ X _____

Cubic Measure (sq. in.): _____

Total Measure: _____

SIC Code: _____

H.S. No.: _____



Ex Work Costs	
Direct Materials	
Direct Labor	
Factory Burden	
Cost of Goods	
Selling Expenses (should be less than domestic sales)	
General Expenses (includes cost of money to be borrowed)	
Administrative Expenses	
Export Marketing Cost (product changes, labeling)	
Profit Margin	
Total Ex Works Price	
Additional Exporting Costs	
Foreign Sales Commission (if applicable)	
Special Export Packaging Costs (typically 1-1.5% above ex works price)	
Special Labeling and Marketing (to protect from moisture, theft, rough handling)	
Inland Freight to Pier (normal domestic common carrier; should also have carry insurance)	
Unloading Charges (include demurrage, if any)	
Terminal Charges (include wharfage, if any)	
Consular Documents (includes Shippers Export Declaration (ED), export license and/or certificate of origin)	
Freight (port-to-port) (determined by freight forwarder)	
Freight Forwarder Fees (must be included)	
Export Insurance (insurance for transit risk; also for credit risk; if credit-worthiness of buyer is unknown)	
Cost of Credit (include credit reports, letter of credit costs, amendments, if any)	
Total Additional Exporting Costs	
Quote : Ex Works Price + Total Additional Exporting Costs	