

Beginner's Guide to Export Price Analysis

A Worksheet to Guide Beginner's in Preparing an Export Price Analysis

GLACIERLAND RESOURCE CONSERVATION AND DEVELOPMENT COUNCIL

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Credits

The East Central Wisconsin Regional Planning Commission is the official comprehensive planning agency for the East Central Wisconsin Counties of Calumet, Fond du Lac, Green Lake, Marquette, Menominee, Outagamie, Shawano, Waupaca, Waushara and Winnebago. With an emphasis on promoting intergovernmental cooperation in planning for the future of our region, services include regional comprehensive planning, local contract planning, and technical services, as well as data collection and analysis.

Our staff works with individuals to decide what type of planning is most appropriate for them and their community. Staff provides planning and technical assistance to counties, communities, businesses, interest groups, and individuals. Communities will often realize cost savings and added value for their money as we receive federal and state dollars to match local dollars.

As a part of this mission and commitment to the community, East Central Regional Planning Commission obtained a Rural Planning Commission Wood Utilization Grant through the Wisconsin Department of Natural Resources. Working in collaboration with Glacierland RC&D, the purpose of this worksheet is to aid rural/local businesses determine the feasibility and cost of exporting their products.

Worksheet Updated:
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Review/Editing:
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This report is funded in part by a Wisconsin Department of Natural Resources Regional Planning Commission Wood Utilization Grant.

The purposes of the following document were to create an electronic copy of/update the existing Exportation Price Quote Guide originally created/designed by Terry Mace, Wisconsin Dept. of Natural Resources.

The figures and percentages used throughout this document are subject to change depending on the conditions of existing markets, supply and demand, current dollar value, local, state, and national economic status, and other unforeseeable variables. All information provided hereafter is true to the best of our knowledge and any oversight or misrepresentation is unintentional. All information is presumed to be the most up-to-date information available as of June 2007. Direct research should be done for the most current information when looking for specific costs/prices in your area. New technology and innovative practices are constantly being discovered and the most efficient systems and methods today could be outdated in the near future. This study was written to give as accurate information as possible.

Beginner's Guide to Export Price Analysis

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General Company Information

Name of Company Preparing Quotation

Banks Name

Address

Telephone Number

City

Fax Number

State

Zip

Name of company requesting price quotation

Email Address

Address

Telephone Number

City

Fax Number

State

Zip

Sellers Reference:

Email Address

Arbitrary number or identification transaction code assigned to the inquiry by the seller for tracking the inquiry.

Telephone Number

Buyers Reference:

Fax Number

Arbitrary or code assigned by buyer normally found on inquiry. Similar to a purchase order number. Should be on all correspondence back to buyer.

Cable

*Complete Number
and international code*

Telephone Number

Complete number with area code

General Product Information:

Commodity:

Product being sold.

Schedule "B" Number: _____

The number is listed in the Federal Catalogue and can be reached by calling the USDA, Department of Commerce, Milwaukee, Wisconsin - 414-227-4063

Bill of Lading Description:

Commodity: What is being shipped, size, number, weight, 5,000 bd', 4/4 red oak (*Must match verbiage exactly in letter of credit and the commodity must also match the description quoted for steamship line tariff description. Forwarder or steamship line can tell you exact description quoted for the applicable rate).

Number of Units (not packages) in Shipment: _____

Volume (in units of measure agreed upon by buyer and seller)

Weight of Shipment: _____ Unit of Measure: _____

Total weight (convert if necessary to buyers unit of measure; convert lbs. to kilos.). (lbs. x 0.4536 = kilos).

Dimensions of Shipment: _____ Unit of Measure: _____

Convert to metric (2.54 cm/inch; the dimensions of freight are length x width x height)

Volume of Shipment: _____ Unit of Measure: _____

Convert to metric "35.313 cubic ft/cubic meter. Example: 35.313 x cubic ft = meters cubed.

Manufacturing Origin:

Location of manufacturing plant.

Port of Shipment:

US port where product leaves the country.

Destination or Port or Customer's Plant:

Where product will be shipped and buyer takes possession from the ship (overseas); ie. destination port/customer plant).

Payment Method:

Method by which the seller will be paid

Export Price of Shipment, FOB Plant

Priced at point to which seller will deliver goods without charges to the buyer. Additional transporting charges become the responsibility of the buyer.

Inland Freight and Miscellaneous Charges:

Transportation cost from factory to export port.

From: _____ To: _____
Manufacturing Plant Port of Shipment

a. Via: _____ Rate: _____ \$US per _____ Total: _____ \$US
(i.e. rail, truck, etc.) Amount Unit of measure

b. Pier Delivery: _____ Total: _____ \$US
(containers - railroad to pier, usually included in inland freight)

Local Inland Drayage Total (Items a-b): _____ \$US

Export Price of Shipment, Free Alongside Ship (FAS):

All FOB costs and all costs to alongside vessel from plant to port of export.

a. Unloading Charge: _____ \$US per _____ Total: _____ \$US
(charge to unload cars or truck at US Port) (Unit of Measure)

b. Terminal Charge: _____ Total: _____ \$US
(charges that are charged by port authority)

c. Export Crating: _____ Total: _____ \$US
(charges for packing, shipping, marking, packing lists, etc.)

d. Wharfage: _____ Total: _____ \$US
(storage fees at port)

e. Freight Forwarding Charges: _____ Total: _____ \$US
(fees charged by freight to book ship and prepare documentation to match identical to letter credit if applicable)

f. Other Charges: _____ Total: _____ \$US
(bank fees, lawyer fees, etc.)

g. Phytosanitary Certificates: _____ Total: _____ \$US
(certificates obtained from DATCP when proper inspection and treating has to be done. Call the Department of Agriculture for more information.)

Total Export Price, Fee Alongside Ship (Items a-g): _____ \$US

Total Cost of Drayage to Port: _____ \$US

Ocean Freight and Ancillary Charges

All of the following charges can be obtained from the port of export or freight forward but should be identified individually.

-
- a. Vessel Loading (bulk only): _____ *Total: _____ \$US*
(additional charges for loading bulk material into a vessel)
- b. Heavy Lift Charge (bulk only) _____ *Total: _____ \$US*
(additional charges for heavy items)
- c. Extra Length Charge (bulk only) _____ *Total: _____ \$US*
(additional charges for over-length items)
- d. Ocean Freight: _____ \$US per _____ *Total: _____ \$US*
(all of the following charges can be obtained from the port of export or freight forward but should be identified individually)
- e. Bunker Surcharge: _____ \$US per _____ *Total: _____ \$US*
(charge for moving and storage within ship)
- f. Port Congestion Surcharge: _____ \$US per _____ *Total: _____ \$US*
(needs to be identified by port authority or freight forwarder)
- g. Country Landing Charge: _____ \$US per _____ *Total: _____ \$US*
(needs to be identified by port authority or freight forwarder)
- h. Currency Adjustment Surcharge: _____ %/Ocean Freight *Total: _____ \$US*
(percentage of ocean freight)
- i. Other Charges _____ *Total: _____ \$US*
(any other charges - i.e. offloading fees, in negotiation, identify when buyer takes ownership of goods)
- j. Other Charges _____ *Total: _____ \$US*
(any other charges - i.e. offloading fees, in negotiation, identify when buyer takes ownership of goods)

Total Ocean Freight and Ancillary Charges: _____ \$US

Consular Fees

Fees that are sometime charged by different consuls, probably included in forwarding fees.

-
1. Describe: _____ *Total: _____ \$US*
2. Describe: _____ *Total: _____ \$US*
3. Describe: _____ *Total: _____ \$US*

Total Consular Fees: _____ \$US

Total Export Price, Cost and Freight (C&F): \$US

Seller quotes price including goods and all transportation charges to the named point of destination (does not include insurance).

Ocean Cargo Insurance:

Sum Insured _____ *110% of C & F Price* Total: _____ \$US

a. Rate, Marine Risk _____ \$US per \$100 Valuation Total: _____ \$US

b. Rate, War Risk: _____ \$US per \$100 Valuation Total: _____ \$US

Total Ocean Cargo Premium: _____ \$US

Export Price, CFR Foreign Port: \$US

Total Price: Including cost of goods, marine insurance, and all transportation costs to the point of destination (include banking fees for letter of credit). (CFR: Cost, Freight at name port)

TOTAL EXPORT PRICE QUOTED TO BUYER: _____ \$US

Total of all applicable costs for this order

Calculated By: _____
Who Did the Quote (Printed Name and Title)

Signature *Date*

Verified By: _____
Who Checked the Quote(Printed Name and Title)

Signature *Date*

Resources

For More Information on Analyzing Exportation Costs or Exporting in General, Please Contact:

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