

WE KNOW

INTERNATIONAL TRADE

EXPORT PRICE PLANNER SAMPLE

This Export Price Planner Sample is designed as a guide for use by members of The Chamber. It is part of a suite of resources to help businesses put in place effective practices and procedures for their organisations.

Please be aware that no generic document can cover all circumstances and that you may need to adapt this to the needs of your business.

If you need further assistance with putting this resource into effect, or with other employment or business issues, please call The Chamber Advisors on 03 366 5096.

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1.	Total factory costs (wholesale price) (i.e. materials, labour, overheads, consumables)	_____	
2.	Margin allocation (e.g. 60%)	_____	
3.	Ex factory costs (Ex-Works) Sub Total (1-2)		NZ\$ _____
	Ex-Works foreign currency amount		_____
4.	Export credit insurance	_____	
5.	Freight/handling costs (factory to ship or carrier)	_____	
6.	Finance costs (foreign exchange, bank charges)	_____	
7.	Documentation costs (e.g. MAF/NZFSA certificate, certificate of origin)	_____	
8.	Export packaging (inner and outer packaging)	_____	
9.	Free on Board or Free Carrier (FOB or FCA) Sub Total (3-8)		NZ\$ _____
	FOB or FCA foreign currency amount		_____
10.	Freight costs (sea/air/courier)	_____	
11.	Cost and Freight (CFR or CPT) Sub Total (9-10)		NZ\$ _____
	CRF or CPT foreign currency amount		_____
12.	Marine insurance costs (value +10%)	_____	
13.	Cost, Insurance & Freight (CIF or CIP) Sub Total (11-12)		NZ\$ _____
	CIF or CIP foreign currency amount		_____
14.	Handling and delivery charges	_____	
15.	Customs clearance charges	_____	
16.	Tariffs/duties & taxes (overseas charges)	_____	
17.	Landing charges	_____	
18.	Indemnity insurance	_____	
19.	Contingency (e.g. fumigation, demurrage)	_____	
20.	Deliver Duty Paid (DDP) Sub Total (13-19)		NZ\$ _____
	DDP foreign currency amount		_____
	OTHER MARK-UPS IN COUNTRY OF DESTINATION		
21.	Agent's commission (e.g. 8%)	_____	
22.	Distributor's mark-up (e.g. 15%)	_____	
23.	Wholesale mark-up (e.g. 25%)	_____	
24.	Retail mark-up (e.g. 40%)	_____	
25.	Retail Price (20-24) (foreign currency amount)		_____