

WE KNOW

# INTERNATIONAL TRADE

## IMPORT PRICE PLANNER SAMPLE

This Import 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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	<b>Total factory costs (wholesale price)</b>		
1.	<b>i.e. materials, labour, overheads, consumables)</b>	_____	
2.	Packaging (for shipment)	_____	
3.	Finance costs (foreign exchange, bank charges, letter of credit)	_____	
4.	Documentation costs (Customs Agent)	_____	
5.	Handling charges	_____	
6.	Freight cost (to ship or aircraft)	_____	
7.	<b>Free on Board or Free Carrier (FOB or FCA) foreign currency Sub Total (1-6)</b>	_____	
	<b>FOB or FCA costs (including currency adjustments)</b>		<b>NZ\$</b> _____
8.	Freight costs (sea/air/courier)	_____	
9.	<b>Cost &amp; Freight (CFR or CPT) foreign currency Sub Total (7-8)</b>	_____	
	<b>CFR or CPT costs (including currency adjustments)</b>		<b>NZ\$</b> _____
10.	Marine (transport) insurance	_____	
11.	<b>Cost, Insurance, Freight (CIF or CIP) Sub Total (9-10)</b>	_____	
	<b>CIF or CIP costs (including currency adjustments)</b>		<b>NZ\$</b> _____
12.	Landing charges		<b>NZ\$</b> _____
13.	Customs duties or taxes		<b>NZ\$</b> _____
14.	Customs clearance charges		<b>NZ\$</b> _____
15.	Inland handling and delivery charges		<b>NZ\$</b> _____
16.	Bank charges (local)		<b>NZ\$</b> _____
17.	Contingency (e.g. fumigation, demurrage)		<b>NZ\$</b> _____
18.	<b>Delivery Duty Paid (DDP) Total (11-17)</b>		
	<b>(landed cost per item)</b>		<b>NZ\$</b> _____
	 <b>OTHER MARK-UPS IN NEW ZEALAND</b>		
19.	Agent's commission (e.g. 8%)		<b>NZ\$</b> _____
20.	Distributor's mark-up (e.g. 15%)		<b>NZ\$</b> _____
21.	Wholesale mark-up (e.g. 25%)		<b>NZ\$</b> _____
22.	Retail mark-up (e.g. 40%)		<b>NZ\$</b> _____
23.	<b>Retail Price (18-22)</b>		<b>NZ\$</b> _____