

APPENDIX G: PRICE DETERMINATION WORKSHEET

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|---|---|
| Price (or cost) per unit ____ X ____ units = total | + |
| Profit (or mark up) | + |
| Commissions | + |
| Financing costs | + |
| EX FACTORY | = |
| Crating/containerization charges (if done at factory) | + |
| Labeling & marking costs (if done at factory) | + |
| Drayage charges (usually associated with movement of containers from railroad ramp to plant and back to ramp) | + |
| Loading charges, if applicable | + |
| Demurrage and detention charges, if applicable | + |
| FREE ON BOARD (FOB)--TRUCK OR RAIL CAR AT POINT OF ORIGIN | = |
| Inland freight charges (including fuel surcharges) | + |
| Unloading charges at port facilities | + |
| Drayage to packer (crater/containerizer), if applicable | + |
| Containerization/crating charges (if done at port) | + |
| Labeling and marking (if done at port) | + |
| Freight forwarding and documentation charges (includes charges associated with consular fees, export license, postage, telex, and telephone/telegram use, etc.) | + |
| Drayage to warehouse and unloading, if applicable | + |
| Warehousing charges, if applicable | + |
| Loading and drayage to pier from packer or warehouse, if applicable | + |
| Wharfage charges | + |
| Terminal notification charges | + |
| Demurrage/detention at port | + |
| FREE ALONGSIDE VESSEL AT PORT OF _____ | = |
| Vessel loading charges | + |
| Heavy lift or extra-length charges, if applicable | + |
| Other charges (specify) | + |
| FREE ON BOARD VESSEL AT PORT OF _____ | = |
| Ocean freight charges | + |
| Bunker or other surcharges, if applicable | + |
| COST AND FREIGHT TO _____ | = |
| Insurance | + |
| COST, INSURANCE AND FREIGHT TO _____ | = |