

Figure 10 Sample Export Quotation Worksheet

EXPORT QUOTATION WORKSHEET

DATE _____	REF/PRO FORMA INVOICE NO. _____
COMMODITY _____	EXPECTED SHIP DATE _____
CUSTOMER _____	PACKED DIMENSIONS _____
COUNTRY _____	PACKED WEIGHT _____
PAYMENT TERMS _____	PACKED CUBE _____

PRODUCTS TO BE SHIPPED FROM _____
TO _____

SELLING PRICE OF GOODS: \$ _____

SPECIAL EXPORT PACKING:

\$ _____ quoted by _____
 \$ _____ quoted by _____
 \$ _____ quoted by _____ \$ _____

INLAND FREIGHT:

\$ _____ quoted by _____
 \$ _____ quoted by _____
 \$ _____ quoted by _____ \$ _____

Inland freight includes the following charges:

- unloading pier delivery terminal _____

OCEAN FREIGHT

\$ _____	quoted by _____	# _____	tariff item _____
\$ _____	_____	# _____	_____
\$ _____	_____	# _____	_____

AIR FREIGHT

\$ _____	quoted by _____	# _____	spec code _____
\$ _____	_____	# _____	_____
\$ _____	_____	# _____	_____

Ocean freight includes the following surcharges:

- Port congestion Heavy lift
 Currency adjustment Bunker
 Container rental Wharfage

Air freight includes the following surcharges:

- Fuel adjustment
 Container stuffing

INSURANCE includes war risk
 rate: _____ per \$100 or \$ _____

INSURANCE includes war risk
 rate: _____ per \$100 or \$ _____

TOTAL OCEAN CHARGES \$ _____
 notes: _____

TOTAL AIR CHARGES \$ _____ \$ _____
 notes: _____

FORWARDING FEES: \$ _____

Includes: Courier Fees Certification Fees Banking Fees _____

CONSULAR LEGALIZATION FEES: \$ _____

INSPECTION FEES: \$ _____

DIRECT BANK CHARGES: \$ _____

OTHER CHARGES: _____ \$ _____
 _____ \$ _____

TOTAL: FOB _____ C & F _____
 FAS _____ CIF _____ \$ _____