

Price Calculation Worksheet

Item	Amount	Comments
List Price (factory or port)		
Exchange rate		
Freight (sea, truck or rail)		
Duties		
Customs clearance, insurance		
Inland freight: port to distributor		
Landed Cost		
Product Stickers		
Listing Fees		
Marketing fund accrual		
Distributor Margin		
Other Distributor Fees		
Price to Retailer		
Retailer promotions, incentives, rebates		
Other Retailer Fees		
Retailer Margin		
Sales Tax/VAT		
Consumer shelf price		