

**Sample Quotation**

<b>QUOTATION</b>	
Exporter	
XYZ Exporter	
8888 Happy Way, Pullman, WA 99163, U.S.	
Phone: (509)123-456	
Client	
ABC Importer	
6666 Fortune Way, Heze, Shandong 526850, China	
Phone: (2342)5842-1253	
Product Description	
Quantity	
Unit Price	
EX-WORKS(EXW) Pullman, Washington, U.S. Quotation	
Export Labeling, Translation and Printing	
Export Packaging	
Charges for Loading onto Trucks	
Insurance to Exit Port	
Charges for Export Documentation	
Certificate of Inspection Fees	
Certificate of Health Fees	
Phytosanitary Certificate Fees	
Shippers Export Declaration Fee	
Certificates of Origin Fees	

Charges for Export License	
Banking Charges for Letter of Credit	
Charges for Freight Forwarder	
Inland Freight to Exit Port	
Ocean Terminal Handling Fees, Unloading Charges, Dock Charges, Forklift Charges	
Other Fees	
Free Alongside Ship (FAS) Port of Seattle, Washington, U.S. Quotation	
Charges for Loading onto Ship	
Other Fees	
Free on Board (FOB) Port of Seattle, Washington, U.S. Quotation	
Charges for Harbor Maintenance	
Ocean Freight	
Other Fees	
Cost and Freight (CFR) Port of Qingdao, Shandong, China Quotation	
Insurance to Entry Port	
Other Fees	
Cost, Insurance and Freight (CIF) Port of Qingdao, Shandong, China Quotation	