

KZN CLOTHING AND TEXTILE CLUSTER

EXPORT COSTING AND PRICING



Session 1

Registration (Tea and coffee on arrival)

Welcome

Markets

International commercial terms

Shipping and logistics

Ocean and Airfreight

Air/Sea consolidation and courier

Port and airport costs

Pre – Carriage costs

Tea

Session 2

Other export transport value chain costing

Delays and demurrages

Insurance costs

Finance and instrument cost

Product costing (all costs)

Marginal costing and break down volumes

Fixed and variable costing

Lunch

Session 3

Other costs

Export product and pricing strategy

Price setting

Competitor pricing

Customer perceived value pricing

Demand and Supply

Distribution overseas

Warranties and guarantees

Tariffs and duties

Q & A Feedback and Assessment