# IMPORT SALES OPPORTUNITY WORKSHEET

| Salesperson | | Date | |
|---|---|---|---|

**Description of Sales Opportunity** (Sales potential, delivery date(s), etc)

| Vendor | | Customer | | Customer Ship-To(s) |
|---|---|---|---|---|
| | | | | |
| FOB Port | | Terms of Sale | | |
| Terms Payment | | Terms of Payment | | |

**Product Description**

**Customer Compliance Requirements**

| | | |
|---|---|---|
| | Packaging | |
| | Labeling | |
| | Bar Codes (UCP/UCC) | |
| | Master Carton Marks/Labels | |
| | Documents | |
| | Delivery | |
| | Returns | |
| | EDI | |
| | Samples | |
| | Other | |

**Product Compliance Requirements**

| | | |
|---|---|---|
| | U/L, ETL Testing/Certification | |
| | FCC Testing/Certification | |
| | Law Labels | |
| | Quota / ADD | |
| | Pre-Shipment Inspection | |
| | Hazmat | |
| | Other Agency | |

# IMPORT SALES OPPORTUNITY WORKSHEET

| Logistics / Delivery Requirements | | |
|---|---|---|
| | Ocean / Air International | |
| | Domestic Delivery | |
| | Customs Duties | |
| | Overseas Consolidation | |
| | Other | |
| | Other | |
| | U.S. Breakbulk | |

| Price / Margin / Sales Estimation | | |
|---|---|---|
| | Target FOB Cost / Unit | |
| | | |
| | | |
| | Estimated Other Costs | |
| | | |
| | | |
| | | |
| | | |
| | Target Price / Unit | |
| | | |
| | Estimated Margin | |
| | | |
| | Estimated Sales | |
| | | |

| Comments / Notes |
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**Sales Executive Signature / Date** _____