## **Express Cost of Sample**

For the sample, we will charge the sampling, the cost is Unit Price + Express Cost. The express is very expensive, much more expensive than the Unit Prices. The rates are around as follow:

When parcel is over 21KGS, it will be around USD12/KGS; When parcel is over 10KGS, it will be around USD17/KGS; When parcel is less than 10KGS, it will be around 23USD/KGS; When parcel is less than 5KGS, it will be around USD28/KGS; When parcel is less than 1KGS, it will be around USD45/Parcel;

## Here is an Example only:

The Packing size of the balance board is  $87 \times 33 \times 23$  CM, the actual weight is 3.88 KG, and the cubic weight is 14KGS. The shipping cost is 238 USD (= USD17/KGS x 14KGS), So we will charge a unit price of 12.9USD and a shipping cost of 238USD.

The weight of the product is calculated by the express company as below:

Here we have 2 concepts:

Actual Weight: the weight of the parcel.

**Cubic Weight**: let's make an example, if the carton size is 87Length x 33Width x 23Thickness CM, the cubic weight will be: 87x33x23/5000 = 66033/5000 = 13.2KGS, and the express company will take 13.2KGS as 14KGS.

When the actual weight is bigger than the cubic weight, the express company will calculate the freight by actual weight.

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The cubic weight of the balance board is 14kg, which is much bigger than the actual weight of 3.88kg. So the express will calculate the shipping cost with 14kg.

If our clients can find a better price on their sides, and arrange the sample pick up from our factory, then we will not charge freight anymore.