



Estimate **4,273**

Emission **09/09/2019 05:19 PM**

Customer **373706 - MCJUNKIN CORP**

Contact **Default Contact (Customer)**

Salesperson **338 - OPEN**

Estimator

Agency

Payment Term **Immediate Credit to Your Account**

Cost Ref Date **09/09/2019 05:14 PM**

Title **Flat Sheet**

Product **Flat Sheet**

Currency **US\$ - U.S. Dollar**

Finished format **10 x 12"**

Remuneration Group **Standard**

| Process | Rep | Color | Varnish | Flat Format | Paper Format | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers | Trimmed Waste | Makerea... |
|----------|-----|-------|---------|-------------|--------------|----------------|-----|------------|--------------|--------|----------|---------------|------------|
| Sheet 2p | 1 | 4 x 0 | 0 x 0 | 10 x 12" | 25 x 38" | 38 x 25" | 1/1 | 6 | 1 Side | 2,191 | 640 | 24.21 % | 31.43 % |

Substrate Cost

| Description | Unit Qty | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---|----------|-----------|-----|--------------------------|--------------------------|-----------|---------------|
| C2S Board, Standard - 12pt 25 x 38" 170 ppi | 2,191 | 14,455.00 | ft2 | <input type="checkbox"/> | <input type="checkbox"/> | 0.04 | 626.34 |
| Total | | | | <input type="checkbox"/> | <input type="checkbox"/> | | 626.34 |

Others Raw Material Cost

| Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---------------------------|------|------|--------------------------|--------------------------|-----------|--------------|
| Process- S/F | 1.90 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 3.71 | 7.04 |
| 40" Plates (each, iQuote) | 4.00 | Each | <input type="checkbox"/> | <input type="checkbox"/> | 7.32 | 29.28 |
| Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 36.32 |

Transformation Cost

| Process | Activity | Production Group | Rep | In... | Setup Waste | Produ... Waste % | Speed | Cycle Elem | Qty Producing | UN | Fixed Setup | Rep Setup | Producti... Time | Cost Unit | Total Cost |
|----------|-----------------------|----------------------------|-----|-------|-------------|------------------|----------|------------|---------------|--------|-------------|-----------|------------------|-----------|---------------|
| Sheet 2p | Color Proof | Epson/Contract Color Proof | 1 | 1 | | | 4.00 | 6 | 1.00 | Cycles | | | 00:15:00 | 60.00 | 15.00 |
| Sheet 2p | Preflight | Prepress Preflight | 1 | 1 | | | | 6 | 1.00 | Cycles | 00:30 | 00:15 | | 120.00 | 90.00 |
| Sheet 2p | Processing | Prepress Processing | 1 | 1 | | | 4.00 | 6 | 1.00 | Cycles | 00:20 | | 00:15:00 | 99.99 | 58.33 |
| Sheet 2p | Plate burn | CTP (Platesetter) | 1 | 1 | | | 6.60 | 6 | 4.00 | Cycles | | | 00:36:22 | 72.01 | 43.64 |
| Sheet 2p | Sheet-fed Press F 4x0 | 640 | 1 | 1 | 420 | 3.63 % | 5,696.70 | 6 | 1,709.00 | Run | | 00:54 | 00:18:00 | 157.00 | 188.40 |
| Sheet 2p | Cut | 45" Cutter | 1 | 1 | 25 | 1.02 % | 4,302.00 | 6 | 1,667.00 | Cycles | 00:15 | | 00:23:15 | 42.01 | 26.78 |
| | Total | | | | | | | | | | | | | | 422.15 |

Other Costs

| Process | Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|----------|--|------|------|--------------------------|--------------------------|-----------|-------------|
| Sheet 2p | Epson/Contract Color Proof cost per ft2 standard Cost Unit Fixed | 0.83 | Each | <input type="checkbox"/> | <input type="checkbox"/> | 10.40 | 8.67 |
| | Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 8.67 |

Production Cost

Production Total Cost **1,093.47**

Sale Cost

Rule **Standard**

Delivery Method **Customer pick up**

Sales Type **Standard**

Qty **10,000.00**

| Commissions | Original % | Real % | Value | Taxes/ Others Costs | Original % | Real % | Value |
|---------------------|---------------|---------------|--------------|---------------------|------------|--------|-------|
| Commission Producer | | | | Financial charge | | | |
| Commission Seller | | | | | | | |
| Target Price | 5.00 % | 5.00 % | 60.68 | | | | |
| Total | 5.00 % | 5.00 % | 60.68 | | | | |

Sales price

| Product | Destination | Qty | Un | % Margin | \$ Margin | % Value add | \$ Value add | Unit Price | Price x Thousands | Total price | % Target Margin/ Table | Ideal Price/ Table | % Discount |
|--------------|-----------------|------------------|-------------|----------------|---------------|----------------|---------------|---------------|-------------------|-----------------|------------------------|--------------------|------------|
| Sheet | Standard | 10,000.00 | Each | 10.99 % | 120.13 | 44.68 % | 542.28 | 0.1214 | 121.36 | 1,213.60 | 10.99 % | 1,213.60 | |

Product/ Delivery

Target Price **Target Price /**

Weight **Weight /**

| Product | Delivery | Value 1 | % | Value 2 | - | Quantity | Unit | Value 1 | Value 2 |
|---------|----------|----------|---|---------|---|----------|------|---------|---------|
| Sheet | Standard | 1,274.28 | | | | 463.85 | lbs | | |

Product/ Delivery

Production Price **PrePress / Press**

| Product | Delivery | Quantity | Unit | Value 1 | Value 2 |
|---------|----------|-----------|------|---------|---------|
| Sheet | Standard | 10,000.00 | Each | 280.19 | 214.99 |

