



A part of the Smurfit Kappa Group

Estimate **5,740**

Emission **14/08/2019 17:07**

Customer **1436 - Frito-Lay Trading Co. GMBH**

Salesperson **1435 - scottal**

Payment Term **⚠ Immediate Credit to Your Account**

Title **D34649 Morrisons Green Classic & Meaty 10pk Stacking Tray tc.**

Currency **£ - GBP**

Remuneration Group **Standard**

Contact **Accounts Payable (Customer)**

Agency

Cost Ref Date **14/08/2019 16:59**

Product **Basic Tray**

Finished format **78.38583 x 37.83465"**

| Process      | Rep | Color | Varnish | Flat Format   | Paper Format  | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers                          | Trimmed Waste | Makerea... |
|--------------|-----|-------|---------|---------------|---------------|----------------|-----|------------|--------------|--------|-----------------------------------|---------------|------------|
| D34649A Stac | 1   | 4 x 0 | 0 x 0   | 78.38583 x 37 | 97.04724 x 18 | 79.96063 x 39  | 1/1 | 1          | 1 Side       | 1,310  | HP Digital Press 17000 (Wetherby) | 5.89 %        | 6.24 %     |

#### Substrate Cost

| Description  | Unit Qty | Qty  | UN     | Reviewed                 | Provided                 | Cost Unit | Total Cost      |
|--|----------|------|--------|--------------------------|--------------------------|-----------|-----------------|
| EB-180DC/120KB Supplier 1 - FSC 4103 µ - Generic - sheet | 1,310    | 2.66 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 605.00    | 1,611.72        |
| <b>Total</b>   |          |      |        | <input type="checkbox"/> | <input type="checkbox"/> |           | <b>1,611.72</b> |

#### Others Raw Material Cost

| Description  | Qty  | UN   | Reviewed                 | Provided                 | Cost Unit | Total Cost   |
|--------------|------|------|--------------------------|--------------------------|-----------|--------------|
| UK Standard  | 5.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 3.50      | 17.50        |
| <b>Total</b> |      |      | <input type="checkbox"/> | <input type="checkbox"/> |           | <b>17.50</b> |

#### 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    |
|--------------|------------------------------|-----------------------------|-----|-------|-------------|------------------|--------|------------|---------------|-------|-------------|-----------|------------------|-----------|---------------|
| D34649A Stac | Digital Print - Display F 4x | HP Digital Press 17000 (Wet | 1   | 1     | 5           | 2.03 %           | 130.00 | 1          | 1,279.00      | Run   | 00:15       |           | 09:50:18         | 64.10     | 646.67        |
| D34649A Stac | Die Cutting Existing Die     | Young Shin (Wetherby)       | 1   | 1     | 21          | 2.03 %           | 712.50 | 1          | 1,233.00      | Sheet | 00:45       |           | 01:43:50         | 46.37     | 115.02        |
|              | <b>Total</b>                 |                             |     |       |             |                  |        |            |               |       |             |           |                  |           | <b>761.69</b> |

#### Other Costs

| Process      | Description   | Qty  | UN     | Reviewed                 | Provided                 | Cost Unit | Total Cost    |
|--------------|---|------|--------|--------------------------|--------------------------|-----------|---------------|
| D34649A Stac | HP Digital Press 17000 (Wetherby) HP Press 17000 Toner Cost One cycle Cost Unit Activity Quantity | 2.66 | Th. Sq | <input type="checkbox"/> | <input type="checkbox"/> | 215.00    | 572.60        |
|              | <b>Total</b>  |      |        | <input type="checkbox"/> | <input type="checkbox"/> |           | <b>572.60</b> |

#### Production Cost

Production Total Cost **2,963.51**

#### Sale Cost

Rule **Default**  
Sales Type **Standard**

Delivery Method **External Provider**  
Qty **1,233.00**

| Commissions              | Original % | Real % | Value | Taxes/ Others Costs     | Original % | Real % | Value |
|--------------------------|------------|--------|-------|-------------------------|------------|--------|-------|
| Commission Producer      |            |        |       | Financial charge        |            |        |       |
| Commission Seller Rebate |            |        |       | Orination Tooling Costs |            |        |       |
| <b>Total</b>             |            |        |       | <b>Total</b>            |            |        |       |

#### 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 |
|----------------------------|----------------|-----------------|-------------|----------------|-----------------|----------------|-----------------|---------------|-------------------|-----------------|------------------------|--------------------|------------|
| <b>D34649A Stacking Tr</b> | <b>Default</b> | <b>1,233.00</b> | <b>each</b> | <b>48.12 %</b> | <b>1,425.96</b> | <b>49.84 %</b> | <b>2,187.66</b> | <b>3.5600</b> | <b>3,560.00</b>   | <b>4,389.48</b> | <b>48.12 %</b>         | <b>4,389.48</b>    |            |

Product/ Delivery

Net Contribution **Contribution / Price**

| Product                      | Delivery | Value 1  | %       | Value 2  | - |
|------------------------------|----------|----------|---------|----------|---|
| D34649A Stacking Tray - (D34 | Default  | 1,425.96 | 32.49 % | 4,389.48 |   |