Customer 4977 - Flir Systems Inc - Wilsonville

Salesperson 404 - Scott Kendig
Payment Term Net 30 Days
Title Brand Book

Currency US\$ - U.S. Dollar
Remuneration Group STANDARD

Estimate 26,000 Emission 05/26/2019 06:30 PM

Contact David Hodson (Customer)

Agency

Cost Ref Date 05/25/2019 06:36 PM

Product Case Bind / Hard Cover with Jacket

Finished format 11 x 8.5"

Process	Rep	Color	Varnish	Flat Format	Paper Format	Cutting format	Cut	Cycle Elem	Print system	Cycles	Printers	Trimmed Waste	Makerea
End Sheet 4p	2	0 x 0	0 × 0	22 x 8.5"	26 x 40"	22.5 x 18.25"	1/2	2				28.08 %	28.18 %
Text 1/2p	3	4 × 4	0 × 0	22 x 8.5"	28 x 40"	29 × 2 9 "	1/2	2	F/B	1,734	IS29 Komori	49.9 1 %	29 .83 %
Text 14pp	1	4 × 4	0 × 0	22 x 8.5"	28 × 40"	19 × 2 5 "	1/2	2	F/B	1,332	IS29 Komori	89.2 1 %	69.63 %
Cover Case Bir	1	4 × 0	0 × 0	22 x 8.5"	28 x 40"	23 x 29"	1/1	2	1 Side	380	IS29 Komori	66.61 %	69.87 %

Substrate Cost

Description	Unit Qty	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Cougar Opaque Smooth Text White Domtar FSC 100# 28 x 40" 260 ppi	1,935	456.21	lbs			1.10	500.00
Special Order Uncoated Cover Non FSC 80# 26 x 40" 210 ppi	290	290.00	Sht			1.00	290.00
Sterling Ultra C1S Gloss Verso Non FSC 100# 28 x 40" 400 ppi	383	90.30	lbs			1.00	90.30
Total							880.30

Others Raw Material Cost

Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Process - Other inks	6.76	lbs			93.50	631.69
Box 8.75x11.25x12 USK-294 RSC	8.00	Ea			1.89	15.12
Epson-IS29	9.00	Ea			14.00	126.00
Design Jet-IS29	5.00	Ea			20.00	100.00
Total						872.81

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
Case Bind	Boxing	Boxing	1	1			63.00		8.00	Cycle	00:38		00:07:37	50.01	38.02
End Sheet 4p	Cut for Press	Cutter	2	1	2	0.70 %	2,589.70	4	142.00	Cycle	00:05	00:01	00:03:17	64.99	14.71
End Sheet 4p	Score	Heidelberg 28	2	1	25	1.18 %	2,000.00	2	255.00	Cycle	00:25	00:05	00:07:39	65.00	54.49
End Sheet 4p	Cut for Press	Cutter	2	1	2	0.40 %	2,589.70	2	252.00	Cycle	00:10	00:01	00:05:50	65.00	25.65
End Sheet 4p	Fold	MBO 26	2	1	15	2.31 %	2,385.00	1	477.00	Cycle	00:09	00:02	00:12:00	100.01	61.67
Text 14pp	-	EP	1	1				4	1.00	Ea					
Text 1400	Cut for Press	Cutter	3	1	2	0.55 %	4,346.3 0	4	586 .00	Cycle	00:05	00:01	00:08:34	6 5.99	39.28
Text 12p	Cut for Press	Cutter	3	1	2	0.55 %	5,300.3 0	4	578 .00	Cycle	00:05	00:01	00:06:47	6 5.03	39.24
Text 12p	Print Uncollated F/B 4x4	IS29 Komori	3	1	18 5	2.45 %	1,275.00	2	562 .00	Cycle	00:20	00:03	00: 24:06	42 5.00	Z49 52
Text 14pp	Print Uncollated F/B 4x4	IS29 Komori	1	1	10 5	2. 69 %	1,275.00	2	260 .00	Cycle	00:20	00:03	00:22:04	42 5.99	249.58
Text 12p	Fold	MBO 26	3	1	23	2.31 %	2,385.00	1	477.00	Cycle	00:31	00:02	00:12:00	100.00	121.67
Text 4p	Post-Press Cut (Minimum)	Cutter	1	1	2	0.39 %	4,346.70	2	257.00	Cycle	00:05	00:01	00:03:33	67.74	10.78
Text 4p	Fold	MBO 26	1	1	25	2.31 %	2,385.00	1	477.00	Cycle	00:09	00:02	00:12:00	99.99	38.33
Cover Case Bir	-	EP	1	1				2	1.00	Ea					
Cover Case Bir	Cut for Press	Cutter	1	1	2	0.26 %	7,789.30	2	380.00	Cycle	00:05	00:01	00:02:56	64.99	9.67
Cover Case Bir	Print Uncollated F 4x0	IS29 Komori	1	1	105	2.61 %	2,550.00	2	268.00	Cycle	00:20	00:03	00:06:18	424.99	207.58
Cover Case Bir	Post-Press Cut (Minimum)	Cutter	1	1	2	0.42 %	6,629.20	2	239.00	Cycle	00:05	00:01	00:02:10	67.77	9.22
	Total														1,598.81

Outsourcing Cost

Process	Process Activity Produ		Description	Rep	Cycle Elem	Setup Was	Produ Waste %	Qty Produ	UN	Revie	Cost Unit	Total Cost	Notes
Case Bind	Case Bound	Case Bound Outsource	Case Bound Outsource Setup Cost	1	1		6.00 %	1.00	Ea		1.00	1.00	
Case Bind	Case Bound	Case Bound Outsource	Case Bound Outsource Cost per Eac	1	1		6.00 %	477.00	Ea		1.00	477.00	
Cover Case Bi	Laminate	Lam Outsource	Lam Outsource Setup Cost	1	2		10.74 %	1.00	Ea		1.00	1.00	
Cover Case Bi	Laminate	Lam Outsource	Lam Outsource Cost per Each	1	2		10.74 %	268.00	Ea		1.00	268.00	
			Total									747.00	

Other Costs

Process	Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Text 14pp	EP Cost per Page (32-63 pages) Cost Unit w/VA Fixed	20.00	Ea			7.16	143.20
Text 19p	EP Cost per Page (32-63 pages) Cost Unit w/VA Fixed	20.00	Ea			7.16	143.20
Text 14pp	IS29 Komori EP Fixed Setup (Digital) Cost Unit w/VA Fixed (Minimum)	1.00	Ea			21.00	23 .00
Text 1/2p	IS29 Komori EP Fixed Setup (Digital) Cost Unit w/VA Fixed (Minimum)	3.00	Ea			21.00	63 .00
Carray Casa Di	ED Cook now Dogo (4, 24 pages) Cook Unit w/// Fixed	1 00	E			7 00	7.00

Cover Case bil	Er Cost per rage (1-	31 pages) Cost Oil	it w/ vA Fixeu		1.00	Ld			7.00	7.00		
Cover Case Bir	IS29 Komori EP Fixed	d Setup (Digital) C	ost Unit w/VA Fixe	d (Minimum)		1.00	Ea			21.00	21.00	
	Total										399.20	
Production Co	st Cost 4,498.12											
Sale Cost												
	Rule Default		ery Method									
	Sales Type Standar	d			Qty 450.00							
Con	nmissions	Original %	Real %	Value	Taxes/ Ot	thers Costs		Original %	Rea	I %	Value	
Commission Ag	gency											
Commission Se	eller											
Total												

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
Case Bind	Default	450.00	Ea	22.92 %	1,031.14	54.78 %	3,029.14	12.2872	12,287.22	5,529.25	22.92 %	5,529.25	