Estimate 18,113 Emission 07/29/2019 04:37 PM

Customer 2310 - CANADA POST CORPORATION

Salesperson 769 - CPC Commercial

Payment Term Immediate Credit to Your Account

Title Peer Mentor Guides

Currency \$ - CAD

Remuneration Group 1 - Markup: +15%

Contact Adrian Dizon (Customer)

Agency

Cost Ref Date 07/29/2019 04:24 PM
Product Bound / Spiral / Wire-o

Finished format 8.5 x 11"

| Process | Rep | Color | Varnish | Flat Format | Paper Format | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers | Trimmed Waste | Makerea |
|---------------|-----|-------|---------|-------------|--------------|----------------|-----|---------------|--------------|--------|--------------------|------------------|---------|
| Front Cover 2 | 1 | 4 x 0 | 0 x 0 | 8.5 x 11" | 18 x 12" | 18 x 12" | 1/1 | 1 | 1 Side | 27 | Nexpress 3000 (HC) | 56.71 % | 8.00 % |
| Text 2p | 1 | 4 x 4 | 0 x 0 | 8.5 x 11" | 12 x 18" | 18 x 12" | 1/1 | 1 | F/B | 27 | Nexpress 3000 (HC) | 56.71 % | 8.00 % |

Substrate Cost Description Unit Qty Qty UN Reviewed Provided Cost Unit Total Cost Carolina C1S Cover Non FSC 10 pt 18 x 12" 200 ppi-HC 27 1.68 lbs 1.27 2.12

 Carolina C1S Cover Non FSC 10 pt 18 x 12" 200 ppi-HC
 27
 1.68 lbs
 1.27
 2.12

 Carolina C1S Cover Non FSC 10 pt 8.5 x 11" 200 ppi-HC
 27
 0.73 lbs
 1.27
 0.92

 Rolland HiTech FSC 70 # 12 x 18" 370 ppi-HC
 27
 0.86 lbs
 1.20
 1.20
 1.03

 Total
 4.07

Others Raw Material Cost

| Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---------------|------|------|----------|----------|-----------|------------|
| Carton 1 (HC) | 1.00 | each | | | 1.60 | 1.60 |
| Total | | | | | | 1.60 |

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 |
|---------------|-----------------------|--------------------|-----|----|----------------|---------------------|----------|---------------|------------------|--------|----------------|--------------|------------------|-----------|------------|
| Blank back co | · - | Prepress | 1 | 1 | | | | 1 | 27.00 | Cycles | | | | | |
| Front Cover | 2 - | Colour Proof | 1 | 1 | | | | 1 | 1.00 | each | | | | | |
| Front Cover | Digital Print F 4x0 | Nexpress 3000 (HC) | 1 | 1 | | | 2,000.00 | 1 | 27.00 | Run | 00:10 | | 00:00:49 | 210.03 | 37.84 |
| Front Cover | 2 - | Prepress | 1 | 1 | | | | 1 | 27.00 | Cycles | | | | | |
| Text 2p | - | Prepress | 1 | 1 | | | 1.00 | 1 | 1.00 | Cycles | | | 01:00:00 | | |
| Text 2p | - | Colour Proof | 1 | 1 | | | | 1 | 1.00 | each | | | | | |
| Text 2p | Digital Print F/B 4x4 | Nexpress 3000 (HC) | 1 | 1 | | | 1,000.00 | 1 | 27.00 | Run | 00:10 | | 00:01:37 | 210.00 | 40.67 |
| Text 2p | - | Prepress | 1 | 1 | | | | 1 | 27.00 | Cycles | | | | | |
| | Total | | | | | | | | | | | | | | 78.51 |

Outsourcing Cost

| Process | Activity | Production Group | Description | Rep | Cycle Elem | Setup Was | Produ Waste % | Qty Produ | UN | Revie | Cost Unit | Total Cost | Notes |
|---------|----------|-----------------------|-------------------------------------|-----|---------------|--------------|---------------------|--------------|-------|-------|-----------|------------|-------|
| Bound | Spiral | Spiral Outsource (HC) | Spiral Outsource (HC) Cost per M (M | 1 | 1 | | 8.00 % | 0.03 | Thous | | 37,037.04 | 1,000.00 | |
| Bound | Spiral | Spiral Outsource (HC) | Spiral Outsource (HC) Fixed cost | 1 | 1 | | 8.00 % | 1.00 | each | | | | |
| Bound | Spiral | Spiral Outsource (HC) | Spiral Outsource (HC) Freight | 1 | 1 | | 8.00 % | 1.82 | lbs | | | | |
| | | | Total | | | | | | | | | 1.000.00 | |

Other Costs

| Process | Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|----------------|--|----------|------|----------|----------|-----------|------------|
| Blank back cov | Prepress Cost per page Cost Unit Fixed | 2.00 | each | | | 4.50 | 9.00 |
| Front Cover 2 | Colour Proof Cost per page Cost Unit Fixed | 93.50 | each | | | 0.06 | 5.14 |
| Front Cover 2 | Nexpress 3000 (HC) Cost per click (color 18 x 12) Cost Unit - Fixed (Click Charge) Activity Quantity · | 27.00 | each | | | 0.06 | 1.67 |
| Front Cover 2 | Prepress Cost per page Cost Unit Fixed | 2.00 | each | | | 4.50 | 9.00 |
| Text 2p | Colour Proof Cost per page Cost Unit Fixed | 4,487.99 | each | | | 0.06 | 246.84 |
| Text 2p | Prepress Cost per hour Cost Unit Fixed | 1.00 | each | | | 80.00 | 80.00 |
| Text 2p | Nexpress 3000 (HC) Cost per click (color 18 x 12) Cost Unit - Fixed (Click Charge) Activity Quantity · | 54.00 | each | | | 0.06 | 3.33 |
| Text 2p | Prepress Cost per page Cost Unit Fixed | 2.00 | each | | | 4.50 | 9.00 |
| | Total | | | | | | 363.98 |

Production Cost

Production Total Cost 1,448.15

Sale Cost

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

Delivery Method **FOB Plant**Qty **25.00**

| | Commissions | Original % | Real % | Value | Ta | xes/ Others Costs | Original % | Real % | Value |
|----|-------------------|------------|--------|-------|-------------|-------------------|------------|--------|-------|
| Со | mmission Agency | | | | Financial o | charge | | | |
| Co | mmission Producer | | | | | | | | |

Commission Seller

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 |
|---|---------|-------------|-------|------|----------|-----------|-------------|--------------|------------|----------------------|-------------|------------------------------|-----------------------|---------------|
| E | Bound | Default | 25.00 | each | 15.00 % | 217.22 | 17.76 % | 295.73 | 66.6153 | 66,615.30 | 1,665.38 | 15.00 % | 1,665.38 | |

Product/ Delivery

Wheight of the Job Weight (Total) /

| Product | Delivery | Quantity | Unit | Value 1 | Value 2 | |
|---------|----------|----------|------|---------|---------|--|
| Bound | Default | 1.69 | lbs | | | |