



Estimate **1,104**

Emission **08/06/2019 10:45 AM**

Customer **1 - HUB LABELS, INC.**

Salesperson **281 - Salesperson**

Payment Term **1% 10, NET 30**

Title **Sheeted Label Product - review with Mark Smith**

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

Remuneration Group **Standard**

Contact **Contact (Customer)**

Agency

Cost Ref Date **08/06/2019 10:30 AM**

Product **Direct Mail Product**

Finished format **3 x 4"**

| Process | Rep | Color | Varnish | Flat Format | Paper Format | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers | Trimmed Waste | Makerea... |
|---------------|-----|-------|---------|-------------|--------------|----------------|-----|------------|--------------|--------|----------------------|---------------|------------|
| Sheeted Label | 1 | 6 x 0 | 1 x 0 | 3 x 4" | 12.5" | 12.5 x 12" | 1/1 | 12 | REV | 15,500 | Flexo Press (EM-410) | 4.00 % | 24.00 % |

Substrate Cost

| Description | Unit Qty | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|--|----------|----------|--------|--------------------------|--------------------------|-----------|-----------------|
| BOPP CLEAR SHEET - 7.84 pt 12.5" 260 ppi | 15,500 | 2,325.00 | M inch | <input type="checkbox"/> | <input type="checkbox"/> | 0.55 | 1,267.12 |
| Total | | | | <input type="checkbox"/> | <input type="checkbox"/> | | 1,267.12 |

Others Raw Material Cost

| Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|------------------------------------|-------|------|--------------------------|--------------------------|-----------|---------------|
| Pantone Main Color - Outras tintas | 2.11 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 12.00 | 25.27 |
| Process - Outras tintas | 4.21 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 12.00 | 50.54 |
| Varnish - UV Gloss - UV | 10.52 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 4.00 | 42.10 |
| Standard Box | 75.00 | each | <input type="checkbox"/> | <input type="checkbox"/> | 1.00 | 75.00 |
| Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 192.91 |

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 |
|---------------|----------------------------|----------------------|-----|-------|-------------|------------------|----------|------------|---------------|----|-------------|-----------|------------------|-----------|---------------|
| Sheeted Label | Flexo press 6x0 (Varnish 1 | Flexo Press (EM-410) | 1 | 1 | 1,500 | 12.00 % | 8,160.00 | 12 | 12,500.00 | ft | 01:20 | 02:20 | 01:31:55 | 187.57 | 975.08 |
| | Total | | | | | | | | | | | | | | 975.08 |

Other Costs

| Process | Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---------|--------------|-----|----|--------------------------|--------------------------|-----------|------------|
| | Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | |

Production Cost

Production Total Cost **2,435.13**

Sale Cost

Rule **Default**

Sales Type

Standard

Delivery Method **Customer pick up**

Qty

150,000.00

| Commissions | Original % | Real % | Value |
|---------------------|------------|--------|-------|
| Commission Agency | | | |
| Commission Producer | | | |
| Commission Seller | | | |
| Total | | | |

| Taxes/ Others Costs | Original % | Real % | Value |
|---------------------|------------|--------|-------|
| Financial charge | | | |
| Discount | | | |
| Total | | | |

Sales price

| Product | Destination | Qty | Un | % Margin | \$ Margin | Unit Price | Price x Thousands | Total price | % Target Margin/ Table | Ideal Price/ Table | % Discount |
|-----------------------|-------------|------------|------|----------|-----------|------------|-------------------|-------------|------------------------|--------------------|------------|
| Sheeted Label Product | Default | 150,000.00 | each | 24.84 % | 804.87 | 0.0216 | 21.60 | 3,240.00 | 24.84 % | 3,240.00 | |