

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

Contact David Hodson (Customer)

Agency

Cost Ref Date 07/19/2019 05:33 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 x 0	22 x 8.5"	26 x 40"	22.5 x 18.25"	1/2	2				28.08 %	28.18 %
Text 12p	3	4 x 4	0 x 0	22 x 8.5"	23 x 35"	23 x 29"	1/1	1	F/B	1,734	IS29 Komori	30.31 %	29.33 %
Text 4p	1	4 x 4	0 x 0	22 x 8.5"	19 x 25"	19 x 25"	1/1	2	F/B	372	IS29 Komori	21.26 %	65.01 %
Cover Case Bir	1	4 x 0	0 x 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# 19 x 25" 260 ppi	372	37.20	lbs	<input type="checkbox"/>	<input type="checkbox"/>	1.10	40.77
Cougar Opaque Smooth Text White Domtar FSC 100# 23 x 35" 260 ppi	1,746	295.87	lbs	<input type="checkbox"/>	<input type="checkbox"/>	1.10	324.28
Special Order Uncoated Cover Non FSC 80# 26 x 40" 210 ppi	290	290.00	Sht	<input type="checkbox"/>	<input type="checkbox"/>	1.00	290.00
Sterling Ultra C1S Gloss Verso Non FSC 100# 28 x 40" 400 ppi	383	90.30	lbs	<input type="checkbox"/>	<input type="checkbox"/>	1.00	90.30
Total				<input type="checkbox"/>	<input type="checkbox"/>		745.35

Others Raw Material Cost

Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Process - Other inks	6.76	lbs	<input type="checkbox"/>	<input type="checkbox"/>	93.50	631.69
Box 8.75x11.25x12 USK-294 RSC	8.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	1.89	15.12
Epson-IS29	9.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	14.00	126.00
Design Jet-IS29	5.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	20.00	100.00
Total			<input type="checkbox"/>	<input type="checkbox"/>		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	00:10	00:01	00:03:17	65.01	20.13
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 4p	-	EP	1	1				4	1.00	Ea					
Text 12p	Cut for Press	Cutter	3	1	2	0.35 %	5,107.30	1	578.00	Cycle	00:05	00:01	00:06:47	65.01	30.74
Text 4p	Print Uncollated F/B 4x4	IS29 Komori	1	1	105	2.69 %	1,275.00	2	260.00	Cycle	00:20	00:03	00:12:14	424.99	249.58
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 12p	Print Uncollated F/B 4x4	IS29 Komori	3	1	55	2.15 %	1,275.00	1	512.00	Cycle	00:20	00:03	00:24:06	425.00	717.42
Text 4p	Fold	MBO 26	1	1	25	2.31 %	2,385.00	1	477.00	Cycle	00:09	00:02	00:12:00	100.01	61.67
Text 4p	Fold	MBO 26	1	1	25	2.31 %	2,385.00	1	477.00	Cycle	00:09	00:02	00:12:00	100.01	61.67
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														1,594.95

Outsourcing Cost

Process	Activity	Production Group	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	<input type="checkbox"/>	1.00	1.00	<input type="checkbox"/>
Case Bind	Case Bound	Case Bound Outsource	Case Bound Outsource Cost per Each	1	1		6.00 %	477.00	Ea	<input type="checkbox"/>	1.00	477.00	<input type="checkbox"/>
Cover Case Bi	Laminate	Lam Outsource	Lam Outsource Setup Cost	1	2		10.74 %	1.00	Ea	<input type="checkbox"/>	1.00	1.00	<input type="checkbox"/>
Cover Case Bi	Laminate	Lam Outsource	Lam Outsource Cost per Each	1	2		10.74 %	268.00	Ea	<input type="checkbox"/>	1.00	268.00	<input type="checkbox"/>
	Total									<input type="checkbox"/>		747.00	<input type="checkbox"/>

Other Costs

Process	Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Text 4p	EP Cost per Page (32-63 pages) Cost Unit w/VA Fixed	20.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	7.16	143.20
Text 12p	EP Cost per Page (32-63 pages) Cost Unit w/VA Fixed	20.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	7.16	143.20
Text 4p	IS29 Komori EP Fixed Setup (Digital) Cost Unit w/VA Fixed (Minimum)	1.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	21.00	21.00
Text 12p	IS29 Komori EP Fixed Setup (Digital) Cost Unit w/VA Fixed (Minimum)	3.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	21.00	63.00
Cover Case Bir	EP Cost per Page (32-63 pages) Cost Unit w/VA Fixed	1.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	7.16	7.16

Cover Case Bir	EP Cost per Page (1-31 pages)	Cost Unit w/VA Fixed	1.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	7.80	7.80
Cover Case Bir	IS29 Komori EP Fixed Setup (Digital)	Cost Unit w/VA Fixed (Minimum)	1.00	Ea	<input type="checkbox"/>	<input type="checkbox"/>	21.00	21.00
Total					<input type="checkbox"/>	<input type="checkbox"/>		399.20

Production Cost

Production Total Cost 4,359.29

Sale Cost

Rule Default

Delivery Method

Sales Type Standard

Qty 450.00

Commissions	Original %	Real %	Value
Commission Agency			
Commission Seller			
Total			

Taxes/ Others Costs	Original %	Real %	Value
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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	22.71 %	989.82	55.78 %	2,983.96	11.8869	11,886.91	5,349.11	22.71 %	5,349.11	