

**Contact   No Contact (Customer)**

Salesperson **763 - Andrew Robertson**

Agency

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

Cost Ref Date 07/25/2019 03:43 PM  
Contact Sheri Deanne (Customer)

**Salesperson Title SKCL18 - Julie Nebels**

Product	Bound / Perfect Bind
Agency	

Payment Term **COD**

Cost Ref Date 07/08/2019 05:02 PM

Remuneration Group 1 - Markup: +15%

## Product Sheets

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

**Finished format 24 x 35"**

Remuneration Group **STANDARD**

Process	1' 4 x 4	1 x 0	15.5 x 10.42	23 x 35"	35 x 23"	1/1	4' 1 Side	2,116	Heidelberg CD 102 (HC)	19.75 %	69.22 %
1p 4/4 16p	25 4 x 4	0 x 0	15.5 x 10.42	34 Format	34 x 23.5"	1/1 Cut	178 Print system	117,360	Rotoman N16 (STL)	Trimmed Waste	Makes
2p 4/4 8p	1 2 x 0	0 x 0	5.5 x 10.42	23 x 25"	23 x 13.125"	1/1	1 REV	6,428	Heidelberg CD 105 (HC)	49.15 %	3,259.08
2p 1/4 16p	2 0 x 0	0 x 0	15.5 x 10.42	24 x 36"	24 x 33.59"	1/1	1 REV	55,089	Heidelberg XL 105 (HC)	13.98 %	44.89 %

**Substrate Cost** =

Description	Unit Qty	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
#3 Coated Gloss Cover FSC 80 # 33 x 25 x 30 400 ppi	2,156	584.05	lbs	<div><div></div></div>	<div><div></div></div>	0.70	409.24
#4 Coated Gloss text FSC 45 # 33" 820 ppi-STL	6,400	232.00	lbs	<div><div></div></div>	<div><div></div></div>	0.70	162.40
#4 Coated Gloss text FSC 45 # 34" 820 ppi-STL	166,434	12,166.52	lbs	<div><div></div></div>	<div><div></div></div>	0.70	8,516.56
<b>Total</b>							

**Others Raw Material Cost** \_\_\_\_\_

Material Name & Technical Details		Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Description		Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Pantone-UV		1.00	lbs	<input type="checkbox"/>	<input type="checkbox"/>	20.00	20.00
Gloss Acrylics (Post Finishing)		20.00	lbs	<input type="checkbox"/>	<input type="checkbox"/>	3.00	75.00
Process	Breached UV Process	304.59	lbs	<input type="checkbox"/>	<input type="checkbox"/>	8.04	748.89
Process		42.00	lbs	<input type="checkbox"/>	<input type="checkbox"/>	33.89	329.64
Cylinder Plate	612mm x 975mm Plate (Roto) (STL)	120.00	each	<input type="checkbox"/>	<input type="checkbox"/>	550.00	1,930.00
Design Jet	700mm x 1025mm (CD) (STL)	2.00	each	<input type="checkbox"/>	<input type="checkbox"/>	50.00	294.00
Design Jet	811mm x 1055mm (XL) (STL)	20.00	each	<input type="checkbox"/>	<input type="checkbox"/>	26.00	770.00

[illegible]

Total Process		Activity	Production Group	Rep	In...	Setup Waste	Produ... Waste %	Speed	Cycle Elm	Qty Producing	UN	Fixed Setup	Rep Setup	Producti... Time	Cost Unit	Total Cost
Outer wrap 2i			EP	1	1				9	1.00	Ex					4,154.52
Outer wrap 2i	Plate burn	Activity	CTP Platemaking	1	1	Setup	Produ...	3.40	9	2.00	Cycle	Fixed	Rep	00:36:00	105.00	63.00
Process wrap 2i	Print F 2x0		Komori 840P-C	Rep	In...	Waste	Waste	5,700.00	Elem	Prod...	Run	Setup	Setup	00:06:55	350.00	437.01
Polybag 0 Out	Roller F (Varnish 1x0)		Roller 840P-C	1	1	135	5.00 %	5,706.00	9	20.00	Run	00:50	00:28	00:00:29	350.00	456.29
Polybag 0 Out	Hand Misc Bindery		Hand Misc Bindery (STL)	1	1	2	5.88 %	3,707.50	9	17.00	Cycles	00:10	00:02	00:00:29	65.00	324.19
Polybag 2 Out	Color Press (Minimum)		Color (STL)	1	1	2	0.68 %	7,789.90	1	147.00	Cycles	00:10	00:01	00:00:08	95.99	25.00
Polybag 2 Out	Hand Misc Bindery		Hand Misc Bindery (STL)	1	1			1.50	1	1,072.00	Cycles	00:10		714:40:00	45.00	32,167.59

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Bound Process	Perfect Binding Activity	Perfect Binder (STL) Production Group	1	2	200	5.00 %	4,000.00	Cycle	1	10	100.00	Cycles	01:30		02:30:00	86.67	2,080.00
Bound	Hand Misc Bindery	Hand Misc Bindery (STL)	1	1	Description	Rep	Item	Setup	Was	5,000.00	Waste %	Qty	UN	Revie...	Cost Unit	Total Cost	Notes
Sita Processing	Plate Processing - File Set	Plate Processing - File Set	Formout 1	Setup Cost	P-Dinh Conve	1	1	1		18.550%	each	1.00	Ea			1.00	
Sita Processing	Plate Processing - File Set	Plate Processing - File Set	Formout 1	Cost per Each	P-Dinh Cor	1	1	1		18.550%	each	1.00	Ea			1.00	
Sita Processing	Plate Processing - File Set	Plate Processing - File Set	Formout 2	Cost per Each	Anderson S	1	1	1		20.890%	each	1.00	Ea			1.00	
Cover 4n	Anderson	Formout 1	Formout 2	Setup Cost	Anderson S	1	1	4		20.890%	each	1.00	Ea			1.00	
Cover wrap 2	Laminate	Lam Outsource	Lam Outsource	Setup Cost		1	9	4		16.570%	each	1.00	Ea			1.00	
Cover wrap 2	Laminate	Lam Outsource	Lam Outsource	Cost per Each		1	9	4		2.16670%	Cycles	1.00	Ea			1.00	
Cover 4n	Plate burn	CTP Plate Processing (STL)	Total	1			35.00	4		4.00	Cycles				00:06:51	100.456.00	11.43

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Cover 4p	Sheet-fed Press B 0x4	Heidelberg CD 102 (HC)	Description	1	1	345	2.83 %	7,021.40		4	1,342.00	Run UN	00:40	00:24	00:11:28	406.85	511.73
Cover 4p	Process	Cutter (STL)		1	1		0.30 %	4,268.70		4	1,338.00	Cycles	01:14	00:08	00:18:48	90.00	151.21
Outer wrap 2p	EP Cost per Page (1-31 pages) Cost Unit w/VA Fixed	Content/digi blues		1	1					15	1.00	Each	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	7.80	7.80
240pp 4/4 16r	Komori 840P-C EP Fixed Setup (Offset) Cost Unit w/VA Fixed (Minimum)	Colour Proof		1	1					15	1.00	Each	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	86.62	86.62
Outer wrap 2p	Komori 840P-C EP Fixed Setup (Offset) Cost Unit w/VA Fixed (Minimum)	Prepress		1	1				1.00	15	1.00	Cycles	<input type="checkbox"/>	<input type="checkbox"/>	01:00:00	86.62	86.62
240pp 4/4 16r	Total	Wendel 4x4	Rotoman N16 (STL)	15	1	1,537	3.26 %	21,400.00		1	5,700.00	Cycles	00:45	00:24	00:15:59	876.00	9,191.04

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Production Total Cost: 3,597.96

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**DATE:** \_\_\_\_\_

Rule	Default	Delivery Method
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Sales Type: Standard										Qty: 183.00									
152pp k/k 8p	Sheet-fed Press	REV 1x1	Heidelberg	XL 105 (HC)		1	1	175	2.4	%	9,155.80	1	5,779.00	Run	00:18	00:06	00:37:52	231.75	238.98
Commissions			Original %	Real %		9	1	175	2.4	%	Taxes/	Others	Costs	Run	Original %		Real %		Value
152pp k/k 10p	Sheet-fed Press	REV 1x1	Heidelberg	XL 105 (HC)		9	1	175	2.4	%	9,155.80	1	5,779.00	Run	00:18	00:06	00:37:52	231.75	1,594.59
Commission Agency				MBO (STL)		9	1	50	0.5										

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**Other Costs**  
**Sales price**

Process	Product	Destination	Qty	Un	Description	% Margin	\$ Margin	% Value add	\$ Value add	Unit Price	Qty	Price x Thousands	Reviewed	Provider	% Target Margin/ Table	Cost/Unit	Ideal Price/ Table	Total Cost	%
Data Processing Kit	Data Processing - File Setup (MC)	Default	103.00	EA	Cost 1st File Cost Unit Fixed	22.02 %	571.95	55.31 %	1,753.37	30.7758	1.00	each 30,775.82	<input type="checkbox"/>	<input type="checkbox"/>		22.02 %	82.00	3,169.91	82.00
Data Processing Kit	Data Processing - File Setup (MC)	Default	103.00	EA	Cost add File Cost Unit Fixed	22.02 %	571.95	55.31 %	1,753.37	30.7758	1.00	each 30,775.82	<input type="checkbox"/>	<input type="checkbox"/>		22.02 %	82.00	3,169.91	82.00

### Production Cost

**Production Total Cost 71,869.48**

**Sale Cost**

Rule	Default
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Sales Type **Standard**

**Delivery Method** **FOB Plant**

Qty 5,000.00

**Sales price**

### Product/ Delivery

Weight of the Job    Weight (Total) /