

| | | | |
|--------------------|---------------------------------|-----------------|-------------------------|
| Customer | 23333 - Hawthorne Gardening Co. | Contact | Sheri Deanne (Customer) |
| Salesperson | 15848 - Julie Nebels | Agency | |
| Payment Term | COD | Cost Ref Date | 07/08/2019 05:02 PM |
| Title | Turned Edge Binder | Product | Sheets |
| Currency | US\$ - U.S. Dollar | Finished format | 24 x 35" |
| Remuneration Group | STANDARD | | |

| Process | Rep | Color | Varnish | Flat Format | Paper Format | Cutting format | Cut | Cycle Elem | Print system | Cycles | Printers | Trimmed Waste | Makerea... |
|---------------|-----|-------|---------|-------------|--------------|----------------|-----|------------|--------------|--------|---------------|---------------|------------|
| Outer wrap 2p | 1 | 2 x 0 | 1 x 0 | 5 x 6" | 19 x 25" | 25 x 19" | 1/1 | 9 | 1 Side | 400 | Komori 840P-C | 43.16 % | 3,258.08 % |
| Liner 2p | 1 | 0 x 0 | 0 x 0 | 24 x 35" | 24 x 36" | 24 x 35" | 1/1 | 1 | | | | 2.78 % | 45.63 % |

Substrate Cost

| Description | Unit Qty | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---|----------|--------|-----|--------------------------|--------------------------|-----------|------------|
| Special Order Coated Book Non FSC 100 24 x 36" 400 ppi | 150 | 150.00 | Sht | <input type="checkbox"/> | <input type="checkbox"/> | 1.00 | 150.00 |
| Sterling Ultra C1S Gloss Verso Non FSC 80# 19 x 25" 500 ppi | 400 | 32.00 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 1.00 | 32.00 |
| Total | | | | <input type="checkbox"/> | <input type="checkbox"/> | | 182.00 |

Others Raw Material 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 |
| SGUV - Cyrel - (Post Finishing) | 20.00 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 3.80 | 76.00 |
| Sheetfed UV Process | 1.35 | lbs | <input type="checkbox"/> | <input type="checkbox"/> | 8.04 | 10.85 |
| CTP 40" | 2.00 | Ea | <input type="checkbox"/> | <input type="checkbox"/> | 33.85 | 67.69 |
| Cyrel Plate | 1.00 | Ea | <input type="checkbox"/> | <input type="checkbox"/> | 550.00 | 550.00 |
| Design Jet - 19x25 | 1.00 | Ea | <input type="checkbox"/> | <input type="checkbox"/> | 54.00 | 54.00 |
| Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 778.54 |

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 |
|---------------|-------------------------|------------------|-----|-------|-------------|------------------|----------|------------|---------------|-------|-------------|-----------|------------------|-----------|------------|
| Outer wrap 2p | - | EP | 1 | 1 | | | | 9 | 1.00 | Ea | | | | | |
| Outer wrap 2p | Plate burn | CTP Platemaking | 1 | 1 | | | 3.40 | 9 | 2.00 | Cycle | | | 00:36:00 | 105.00 | 63.00 |
| Outer wrap 2p | Print F 2x0 | Komori 840P-C | 1 | 1 | 210 | 4.40 % | 5,700.00 | 9 | 182.00 | Run | 00:35 | 00:38 | 00:01:55 | 350.00 | 437.01 |
| Outer wrap 2p | Print F (Varnish 1x0) | Komori 840P-C | 1 | 1 | 135 | 5.00 % | 5,700.00 | 9 | 20.00 | Run | 00:50 | 00:28 | 00:00:13 | 350.00 | 456.23 |
| Outer wrap 2p | Post-Press Cut | Cutter | 1 | 1 | 2 | 5.88 % | 3,707.90 | 9 | 17.00 | Cycle | 00:20 | 00:02 | 00:00:17 | 65.00 | 24.13 |
| Liner 2p | Cut for Press (Minimum) | Cutter | 1 | 1 | 2 | 0.68 % | 7,789.30 | 1 | 147.00 | Cycle | 00:10 | 00:01 | 00:01:08 | 98.91 | 20.00 |
| | Total | | | | | | | | | | | | | | 1,000.37 |

Outsourcing Cost

| Process | Activity | Production Group | Description | Rep | Cycle Elem | Setup Was... | Produ... Waste % | Qty Produ... | UN | Revie... | Cost Unit | Total Cost | Notes |
|--------------|------------|------------------|------------------------------------|-----|------------|--------------|------------------|--------------|----|--------------------------|-----------|------------|--------------------------|
| Kit | - P-Dinh | Farmout 1 | Farmout 1 Setup Cost P-Dinh Conve | 1 | 1 | | 18.55 % | 1.00 | Ea | <input type="checkbox"/> | 1.00 | 1.00 | <input type="checkbox"/> |
| Kit | - P-Dinh | Farmout 1 | Farmout 1 Cost per Each P-Dinh Cor | 1 | 1 | | 18.55 % | 147.00 | Ea | <input type="checkbox"/> | 1.00 | 147.00 | <input type="checkbox"/> |
| Kit | - Anderson | Farmout 2 | Farmout 2 Cost per Each Anderson S | 1 | 1 | | 20.39 % | 124.00 | Ea | <input type="checkbox"/> | 1.00 | 124.00 | <input type="checkbox"/> |
| Kit | - Anderson | Farmout 2 | Farmout 2 Setup Cost Anderson Scr | 1 | 1 | | 20.39 % | 1.00 | Ea | <input type="checkbox"/> | 1.00 | 1.00 | <input type="checkbox"/> |
| Outer wrap 2 | Laminate | Lam Outsource | Lam Outsource Setup Cost | 1 | 9 | | 16.67 % | 1.00 | Ea | <input type="checkbox"/> | 1.00 | 1.00 | <input type="checkbox"/> |
| Outer wrap 2 | Laminate | Lam Outsource | Lam Outsource Cost per Each | 1 | 9 | | 16.67 % | 182.00 | Ea | <input type="checkbox"/> | 1.00 | 182.00 | <input type="checkbox"/> |
| | Total | | | | | | | | | <input type="checkbox"/> | | 456.00 | <input type="checkbox"/> |

Other Costs

| Process | Description | Qty | UN | Reviewed | Provided | Cost Unit | Total Cost |
|---------------|--|------|----|--------------------------|--------------------------|-----------|------------|
| Outer wrap 2p | 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 |
| Outer wrap 2p | Komori 840P-C EP Fixed Setup (Offset) Cost Unit w/VA Fixed (Minimum) | 1.00 | Ea | <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) | 1.00 | Ea | <input type="checkbox"/> | <input type="checkbox"/> | 86.62 | 86.62 |
| | Total | | | <input type="checkbox"/> | <input type="checkbox"/> | | 181.04 |

Production Cost

Production Total Cost 2,597.96

Sale Cost

| | | | |
|---------------------|------------|-----------------|--------|
| Rule | Default | Delivery Method | |
| Sales Type | Standard | Qty | 103.00 |
| Commissions | Original % | Real % | Value |
| Commission Agency | | | |
| Taxes/ Others Costs | Original % | Real % | Value |

| | | | |
|-------------------|--|--|--|
| 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 |
|---------|-------------|--------|----|----------|-----------|-------------|--------------|------------|-------------------|-------------|------------------------|--------------------|------------|
| Kit | Default | 103.00 | Ea | 22.02 % | 571.95 | 55.31 % | 1,753.37 | 30.7758 | 30,775.82 | 3,169.91 | 22.02 % | 3,169.91 | |