

Customer 6476 - Wells Fargo, Commercial Simplified

Contact Accounting (Customer)

Salesperson 556 - Drew Scott

Agency

Payment Term 28 - Net 45 Days, Net 30 Days

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

Title 2A Page per sq inch 5018458 5018458 versions 7144133

Product Bound / Saddle Stitch Self Cover

Currency US\$ - U.S. Dollar

Finished format 85x111.25"

Remuneration Group Standard

Process	Rep	Color	Varnish	Flat Format	Paper Format	Cutting format	Cut	Cycle Elem	Print system	Cycles	Printers	Trimmed Waste	Makerea...
4pp 591345 2p	1	4 x 0	0 x 0	18 x 11.25"	25.5" x 38"	18.5 x 25.3"	1/1	2 E/Side		1,002.592 SF-XL105 6C	8 6C Half Web	17.06 %	75.82 %
2pp 591346 2p	1	4 x 0	0 x 0	18 x 11.25"	25" x 38"	18 x 25.75"	1/1	4 E/Side		2,166.200 SF-XL105 6C	Half Web	18.39 %	98.02 %

Substrate Cost		Description	Unit Qty	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
		31x10 0.0085lb Web 10460W558T 860F #25 x 58 4350 ppi		1,002.592	50.989.50 lbs	<input type="checkbox"/>	<input type="checkbox"/>	0.67	23,968.68
		31x10 0.0085lb Web 10460W558T 860F #25 x 58 4350 ppi		2,166.200	111.886.00 lbs	<input type="checkbox"/>	<input type="checkbox"/>	0.63	51,988.88
Total						<input type="checkbox"/>	<input type="checkbox"/>		75,957.56

Others Raw Material Cost		Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
Process UV			630.00	lbs	<input type="checkbox"/>	<input type="checkbox"/>	18.09	2,350.54
004 Directed Plate - SF-XL105 6C			908.00	each	<input type="checkbox"/>	<input type="checkbox"/>	16.00	9,020.00
014 Directed Plate Carton 55lb			1,368.00	each	<input type="checkbox"/>	<input type="checkbox"/>	10.00	13,580.00
024 Carton Box 35lb			2,473.00	each	<input type="checkbox"/>	<input type="checkbox"/>	20.00	2,468.00
Pallet Total			57.00	each	<input type="checkbox"/>	<input type="checkbox"/>	20.00	1,452.00

Transformation Cost		Process	Activity	Production Group	Rep	In...	Setup Waste	Prod Waste	Speed	Cycle Elem	Qty Producing	UN	Fixed Setup	Rep Setup	Product Time	Cost Unit	Total Cost
		1) Process	Activity	Production Group	Rep	In...	Setup Waste	Prod Waste	Speed	Cycle Elem	Qty Producing	UN	Fixed Setup	Rep Setup	Product Time	Cost Unit	Total Cost
		1) 591345 2p	Boxing	Carton Packing	1	1			10,000.00		2,478.00	Cycles			00:00:50	60.00	18.24
		1) 591345 2p	Plate burn	GERLberg Stitche	1	1	91	0.60 %	5,516.30	4	1,140,000	Cycles	03:00	00:00	208:39:24	215.82	44,383.53
		1) 591345 2p	Pallet	Pallet stock charge	1	1			10.00	4	10,552.00	Cycles			05:42:00	101.52	578.66
		4pp 591345 2p	Imposition	Imposition	1	1			80.00	2	1.00	Cycles	00:06	00:06	00:00:45	120.71	25.65
		4pp 591345 2p	Pallet	Pallet stock charge	1	1			4.00	2	1,002,592	Cycles			00:30:00	101.52	50.76
		4pp 591345 2p	Sheetfed Press F 4x0	SF-XL105 6C	1	1	259	0.95 %	11,758.30	2	10,996.00	Cycles	00:15	00:08	00:52:08	359.63	6,889.98
		4pp 591345 2p	Dip Coating	Bobst/LBrousse	1	1	45	1.00 %	4,080.00	2	10,058.00	Cycles	00:00	00:00	02:00:45	189.03	893.06
		4pp 591345 2p	Die Press 1x1	Plate 860 8 6C Half Web	1	1	384,66	0.58 %	30,800.00	2	10,000.00	Cycles	00:25	90:24	02:48:49	298.08	32,858.09
		2pp 591346 2p	Die Press	Die Press	1	1	65	1.02 %	12,131.70	2	573,446.00	Cycles	01:04		47:16:13	100.00	4,833.70
		2pp 591346 2p	Boxing	Carton Packing	1	1			10,000.00	1	20.00	Cycles			00:00:07	60.00	0.12
		2pp 591346 2p	Plate burn	GERe stock charge	1	1			16.70	4	2,166,200	Cycles		00:03	00:14:24	115.62	33.53
		2pp 591346 2p	Plate burn	GERe stock charge	1	1			16.70	4	5,886.00	Cycles		00:03	81:21:30	115.63	9,413.02
		2pp 591346 2p	Imposition	Imposition	1	1			80.00	4	1.00	Cycles	00:06	00:06	00:00:45	120.71	25.65
		2pp 591346 2p	Die Press 1x1	Plate 110 6C Half Web	1	1	929,33	7.84 %	27,004.00	1	1,146,800	Cycles	00:21	135:36	02:28:00	287.92	45,925.28
		2) 591346 2p	Sheetfed Press F 4x0	SF-XL105 6C	1	1	226	0.96 %	11,546.10	4	5,126.00	Run		00:48	00:26:38	359.61	144,207.98
		2) 591346 2p	Die Cutting	Dynastrie	1	1		2.01 %	4,580.00	4	5,025.00	Cycles			01:07:00	189.03	211.88
		2) 591346 2p	Die	Polar Cutter	1	1		0.90 %	4,602.40	4	5,000.00	Cycles			01:09:11	189.03	199.02
			Total														2,747.91

Other Costs		Process	Activity	Description	Qty	UN	Reviewed	Provided	Cost Unit	Total Cost
		4pp Text 4p	Litho Prep Content Proof per sq inch Cost unit (not in transformation) Fixed		84,149.83	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	6,873.49
		4pp Text 4p	Litho Prep Mac Files Furnished per sq inch Cost Unit (in transformation) Fixed		84,150.00	UN	<input type="checkbox"/>	<input type="checkbox"/>	0.06	4,813.38
		4pp 591345 2p	Litho Prep Content PNR Cost Unit (not in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	8.30	8.30
		4pp 591345 2p	Litho Prep Preflight Proof (not in transformation) Fixed		202.80	each	<input type="checkbox"/>	<input type="checkbox"/>	36.08	36.95
		4pp 591345 2p	Litho Prep Mac Files Furnished per sq inch Cost Unit (in transformation) Fixed		93.80	each	<input type="checkbox"/>	<input type="checkbox"/>	36.06	35.85
		4pp 591345 2p	Litho Prep Mac Files PNR Cost Unit (in transformation) Fixed		50,970.88	each	<input type="checkbox"/>	<input type="checkbox"/>	0.80	150.92
		2pp 591346 2p	Litho Prep Content PNR Cost Unit (not in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	8.35	8.35
		2pp 591346 2p	Litho Prep Content PNR Cost Unit (not in transformation) Fixed		168,299.56	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	13,745.99
		2pp 591346 2p	Litho Prep Mac Files Cost Unit (in transformation) Fixed		168,300.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.05	9,626.75
		2pp 591346 2p	Litho Prep Mac Files PNR Cost Unit (in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.52	36.52
		2pp 591346 2p	Litho Prep Preflight per sq inch Cost Unit (in transformation) Fixed		3,084.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.08	36.75
		2pp 591346 2p	Litho Prep Preflight per sq inch Cost Unit (in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	166.68	166.68
		2pp 591346 2p	Litho Prep Content PNR Cost Unit (not in transformation) Fixed		111,702.66	each	<input type="checkbox"/>	<input type="checkbox"/>	8.00	338.78
		2) 591346 2p	Litho Prep Content Proof per sq inch Cost unit (not in transformation) Fixed		202.50	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	35,646.64
		2) 591346 2p	Litho Prep Mac Files Furnished per sq inch Cost Unit (in transformation) Fixed		93.80	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	6.33
		2) 591346 2p	Litho Prep Mac Files PNR Cost Unit (in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	0.52	0.52
		2) 591346 2p	Litho Prep Content PNR Cost unit (not in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	4.33	4.33
		2) 591346 2p	Litho Prep Preflight per sq inch Cost unit (not in transformation) Fixed		202.50	each	<input type="checkbox"/>	<input type="checkbox"/>	0.08	16.33
		2) 591346 2p	Litho Prep Preflight Cost Unit (in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.75	36.75
		2) 591346 2p	Litho Prep Content PNR Cost Unit (not in transformation) Fixed		1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	36.75	36.75

2) 591346 2p	Issue stock charge per pound	Cost Unit	Activity	Quantity		1,575.34	Ros	<input type="checkbox"/>	<input type="checkbox"/>	0.00	4.69
2) 591346 2p	Dymatrix Standing die	Cost Unit (in transformation)	Fixed			1.00	each	<input type="checkbox"/>	<input type="checkbox"/>	106.08	106.08
	Commissions		Original %		Real %			Original %		Real %	Value
	Total										466.37
Production Cost											
Production Total Cost: 6,583.74											

Sale Cost													
Sales price													
Rule Default													
Delivery Method FOB JR Dock													
Sales Type Standard								Qty 60,000.00					
Bound	Commissions	Default	1,140,000.00	each	7.34 %	20,862.53	59.06 %	180,131.25	0.2675	267.54	304,991.95	7.34 %	304,991.95
								Taxes/ Others Costs					
Customer Add Ons								Financial charge					
Labor Factor													
Total	Product		Delivery	2.00 %	2.00 %	Value 1	148.12 %						

Sales price										Minimum Price - /				
Product/ Delivery														
Product	Destination	Qty	Un	%	Margin	\$ Margin	% Value add	\$ Value add	Unit Price	Price x Thousands	Total price	% Target Margin/ Table	Ideal Price/ Table	% Discount
Product		Delivery				Value 1	%		Value 2	-				
1) 591345	Default	40,000.00	each	10.23 %	446.09	51.61 %	2,531.18	0.1226	122.62	4,804.79	10.23 %	4,804.79		
2) 591346	Default	20,000.00	each	10.26 %	228.12	50.58 %	1,265.08	0.1251	125.08	2,501.29	10.26 %	2,501.29		
Total		60,000.00		10.24 %	674.22	51.28 %	3,796.26	0.1234	123.43	7,406.08	10.24 %	7,406.08		

Product/ Delivery						Mailing Pricing Breakdown /						Weight Pounds /					
Product						Value 1						Quantity					
Delivery						%						Unit					
1) 591345												Value 1					
2) 591346												Value 2					
Total																	

Product/ Delivery						Minimum Price - /					
Product						Value 1					
Delivery						%					
1) 591345						4,804.70					
2) 591346						2,501.29					
Total						7,406.00					