



Star Printing

Estimate Number: 692
 Estimator: Kathy Hart
 Last Calculated: 02/04/16 1:24 pm

Print Date: 03/09/16
 11:51 am
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Project Description	Customer:	Sales Rep: Jeff Hyatt
Air Travel Monthly & mailing inserts Component 1 - 64pp 4/4 w/ 2/2 cover (2 printing segments w/finishing segment) Component 2 - 4pp 2/2 insert	Tree Top Airlines 4185 Lone Oak Blvd Duluth, MN 54781 Phone: 218-457-5455 Fax: 218-455-6131	

Customer to supply: Composite film in 2 page printers spreads
 Dylux proof
 Matchprint proof

Component Description: Air Travel Monthly - 64pp w/cover

Segment Configuration: Printing Segment
Description: 64pp 4/4 text

Description	Segment Detail: 50,000		100,000		200,000		250,000		500,000	
	Units	Price	Units	Price	Units	Price	Units	Price	Units	Price
20 X 24 Dylux Proof	4.00	12.78	4.00	12.78	4.00	12.78	4.00	12.78	4.00	12.78
40" 1 down Burn	32.00	607.70	32.00	607.70	32.00	607.70	32.00	607.70	64.00	1,215.41
60# #3 Gloss Book	29,111.00	34,332.92	57,719.00	68,072.62	114,752.00	135,336.18	143,159.00	168,838.82	285,594.00	336,823.78
Four Color Process	793.82	23,455.95	1,571.96	46,448.59	3,123.26	92,286.71	3,895.92	115,117.42	7,770.16	229,594.24
Material Price Sub		58,409.36		115,141.69		228,243.38		284,576.73		567,646.20
Wholenberg Cutter/Setup	0.10	10.29	0.10	10.29	0.10	10.29	0.10	10.29	0.10	10.29
Wholenberg Cutter/Cutting	6.88	707.65	13.72	1,411.19	27.44	2,822.39	34.32	3,530.04	68.60	7,055.97
T66 Folder/Setup	0.70	58.71	0.70	58.71	0.70	58.71	0.70	58.71	0.70	58.71
T66 Folder/Folding	44.09	3,697.73	88.18	7,395.46	176.37	14,791.76	220.46	18,489.49	440.92	36,978.99
Finishing Labor Price Sub		4,474.38		8,875.65		17,683.14		22,088.53		44,103.95
Stripping/Stripping	25.60	1,417.84	25.60	1,417.84	25.60	1,417.84	25.60	1,417.84	25.60	1,417.84
Proofing/Dylux Proof	0.30	18.99	0.30	18.99	0.30	18.99	0.30	18.99	0.30	18.99
Platemaking/Frame Plating	4.80	341.80	4.80	341.80	4.80	341.80	4.80	341.80	9.60	683.60
Prepress Labor Price Sub		1,778.63		1,778.63		1,778.63		1,778.63		2,120.43
540 Sheetfed Press/Makeready Straight	13.20	3,759.81	13.20	3,759.81	13.20	3,759.81	13.20	3,759.81	24.72	7,041.10
540 Sheetfed Press/Run Straight	94.10	26,802.88	182.23	51,905.30	356.50	101,543.32	440.87	125,574.77	833.81	237,497.44
540 Sheetfed Press/Wash Up	1.15	327.56	1.15	327.56	1.15	327.56	1.15	327.56	1.15	327.56
Press Labor Price Sub		30,890.25		55,992.67		105,630.69		129,662.13		244,866.09
Segment Price Total		95,552.61		181,788.63		353,335.84		438,106.02		858,736.68
***** Finish piece net weight										
64pp 4/4 text		18,897		37,794		75,587		94,484		188,968

Segment Configuration: Printing Segment
Description: 4pp 2/2 cover, 80# text cover

Description	Segment Detail: 50,000		100,000		200,000		250,000		500,000	
	Units	Price	Units	Price	Units	Price	Units	Price	Units	Price
20 X 24 Dylux Proof	1.00	3.19	1.00	3.19	1.00	3.19	1.00	3.19	1.00	3.19
40" 1 down Burn	2.00	37.98	2.00	37.98	2.00	37.98	2.00	37.98	2.00	37.98
80# Coated Gloss Cover	3,673.00	7,333.14	7,141.00	14,257.01	14,111.00	19,330.92	17,601.00	24,111.93	34,996.00	47,941.67
Black & 1 PMS	28.72	366.97	54.90	701.49	107.54	1,374.10	133.86	1,710.41	265.20	3,388.62
Material Price Sub		7,741.29		14,999.67		20,746.20		25,863.52		51,371.46

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Wholenberg Cutter/Setup	0.15	15.43	0.15	15.43	0.15	15.43	0.15	15.43	0.15	15.43
Wholenberg Cutter/Cutting	1.85	190.28	3.71	381.60	7.34	754.97	9.13	939.08	18.24	1,876.11
T66 Folder/Setup	0.30	25.16	0.30	25.16	0.30	25.16	0.30	25.16	0.30	25.16
T66 Folder/Folding	5.40	452.89	10.27	861.32	19.73	1,654.71	24.66	2,068.18	49.33	4,137.20
Finishing Labor Price Sub		683.76		1,283.51		2,450.27		3,047.85		6,053.89
Stripping/Stripping	1.60	88.62	1.60	88.62	1.60	88.62	1.60	88.62	1.60	88.62
Proofing/Dylux Proof	0.15	9.49	0.15	9.49	0.15	9.49	0.15	9.49	0.15	9.49
Platemaking/Frame Plating	0.30	21.36	0.30	21.36	0.30	21.36	0.30	21.36	0.30	21.36
Prepress Labor Price Sub		119.47		119.47		119.47		119.47		119.47
240 Sheetfed Press/Makeready Straight	1.52	228.50	1.52	228.50	1.52	228.50	1.52	228.50	1.52	228.50
240 Sheetfed Press/Run Straight	5.77	867.40	10.83	1,628.06	20.39	3,065.21	25.29	3,801.82	49.21	7,397.69
240 Sheetfed Press/Wash Up	0.55	82.68	0.55	82.68	0.55	82.68	0.55	82.68	0.55	82.68
Press Labor Price Sub		1,178.58		1,939.24		3,376.39		4,113.00		7,708.87
Segment Price Total		9,723.10		18,341.90		26,692.33		33,143.85		65,253.70

***** Finish piece net weight
 4pp 2/2 cover, 80# text cover 2,877 5,754 11,508 14,385 28,769

Segment Configuration: A Finishing Segment
Description: Stitch, carton, ship

Description	50,000		100,000		200,000		250,000		500,000	
	Units	Price	Units	Price	Units	Price	Units	Price	Units	Price
Cartons ntx 40#	545.00	391.71	1,089.00	782.71	2,178.00	1,565.42	2,722.00	1,956.41	5,444.00	3,912.82
Ship truck lines	50,000.00	596.77	100,000.00	1,177.57	200,000.00	2,339.17	250,000.00	2,919.97	500,000.00	5,823.97
Skid pack	11.00	167.71	22.00	335.41	44.00	670.82	55.00	838.53	109.00	1,661.81
Material Price Sub		1,156.19		2,295.69		4,575.41		5,714.91		11,398.61
Mueller Stitcher/Setup	1.75	138.46	1.75	138.46	1.75	138.46	1.75	138.46	1.75	138.46
Mueller Stitcher/Stitching/Trimming	7.49	592.61	14.98	1,185.23	29.96	2,370.45	37.45	2,963.06	74.89	5,925.34
Mueller Stitcher/Clean Up	0.15	11.87	0.15	11.87	0.15	11.87	0.15	11.87	0.15	11.87
Bindery Helper/Bindery Helper	28.17	891.53	56.34	1,602.67	112.68	3,024.94	141.10	3,736.07	282.36	7,290.80
Shipping/Receiving/Shipping/Receiving	3.92	148.03	7.84	286.24	15.68	563.41	19.60	701.62	39.20	1,381.34
Finishing Labor Price Sub		1,782.50		3,224.46		6,109.13		7,551.09		14,747.81
Segment Price Total		2,938.69		5,520.15		10,684.54		13,266.00		26,146.41

Component Description: 4pp 2/2 insert

Segment Configuration: Printing Segment
Description: 4pp 2/2 insert

Description	50,000		100,000		200,000		250,000		500,000	
	Units	Price	Units	Price	Units	Price	Units	Price	Units	Price
Marks Flat (Per Imposition)	1.00	3.99	1.00	3.99						
20 X 24 Dylux Proof	1.00	3.19	1.00	3.19	1.00	3.19	1.00	3.19	1.00	3.19
28" 1 Down Burn		0.00			2.00	37.98	2.00	37.98	2.00	37.98
	1,623.00	2,392.73	2,724.00	3,614.27	5,602.00	6,606.89	6,986.00	8,239.15	13,889.00	16,380.41
Black & 1 PMS	27.62	352.92	46.02	588.03	92.56	1,182.69	115.18	1,471.72	228.02	2,913.55
Material Price Sub		2,776.00		4,232.64		7,830.76		9,752.05		19,335.13

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Wholenberg Cutter/Setup	0.15	15.43	0.15	15.43	0.15	15.43	0.15	15.43	0.15	15.43
Wholenberg Cutter/Cutting	1.33	136.80	2.61	268.46	2.61	268.46	3.27	336.34	6.55	673.71
T66 Folder/Setup	0.30	25.16	0.30	25.16	0.30	25.16	0.30	25.16	0.30	25.16
T66 Folder/Folding	5.38	451.21	10.23	857.97	19.48	1,633.74	24.35	2,042.18	48.70	4,084.36
Finishing Labor Price Sub		628.60		1,167.01		1,942.79		2,419.11		4,798.66
Stripping/Stripping	2.10	116.31	2.10	116.31	1.60	88.62	1.60	88.62	1.60	88.62
Proofing/Dylux Proof	0.15	9.49	0.15	9.49	0.15	9.49	0.15	9.49	0.15	9.49
Platemaking/Frame Plating	0.30	21.36	0.30	21.36	0.30	21.36	0.30	21.36	0.30	21.36
Prepress Labor Price Sub		147.16		147.16		119.47		119.47		119.47
428 Sheetfed Press/Makeready Straight	1.24	245.27	1.24	245.27						
428 Sheetfed Press/Run Straight	9.84	1,946.37	15.69	3,103.50						
428 Sheetfed Press/Wash Up	0.45	89.01	0.45	89.01						
240 Sheetfed Press/Makeready Straight	0.00	0.00			1.52	228.50	1.52	228.50	1.52	228.50
240 Sheetfed Press/Run Straight	0.00	0.00			19.71	2,962.99	24.45	3,675.55	47.58	7,152.66
240 Sheetfed Press/Wash Up	0.00	0.00			0.55	82.68	0.55	82.68	0.55	82.68
Press Labor Price Sub		2,280.65		3,437.79		3,274.17		3,986.73		7,463.84
Segment Price Total		5,832.41		8,984.60		13,167.18		16,277.36		31,717.10

***** Finish piece net weight

	1,181	2,362	4,724	5,905	11,811
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Estimate Totals										
Quantity	50,000		100,000		200,000		250,000		500,000	
Cost	78,827.66		148,322.31		279,071.32		346,024.60		678,345.52	
Labor Markup Used	4.00%	1,222.45	4.00%	2,167.89	4.00%	3,961.87	4.00%	4,862.82	4.00%	9,234.33
Material Markup Used	5.00%	2,413.32	5.00%	4,706.26	5.00%	9,001.23	5.00%	11,222.70	5.00%	22,374.36
Overall Markup Used	3.00%	2,364.83	3.00%	4,449.67	3.00%	8,372.14	3.00%	10,380.74	3.00%	20,350.37
Add 1 Markup Used	10.00%	8,482.83	10.00%	15,964.61	10.00%	30,040.66	10.00%	37,249.09	10.00%	73,030.46
Add 2 Markup Used	10.00%	10,367.90	10.00%	19,512.30	10.00%	36,716.36	10.00%	45,526.66	10.00%	89,259.45
Add 3 Markup Used	10.00%	10,367.90	10.00%	19,512.30	10.00%	36,716.36	10.00%	45,526.66	10.00%	89,259.45
Estimate Price	114,046.89		214,635.34		403,879.93		500,793.26		981,853.93	
Price Per	2,280.93		2,146.36		2,019.40		2,003.17		1,963.70	
Price Per Addl	2,106.41		2,059.12		1,976.16		1,968.58		1,937.68	
Material Cost	42,921.21		83,700.60		159,961.31		199,436.58		397,605.96	
Value Added	71,125.68		130,934.74		243,918.62		301,356.68		584,247.97	
Value Added %	62.37%		61.00%		60.39%		60.18%		59.50%	
Labor Cost (direct)	27,787.36		49,278.74		90,059.39		110,539.81		209,912.75	
Contribution	43,338.32		81,656.00		153,859.23		190,816.87		374,335.22	
Contribution %	38.00%		38.04%		38.10%		38.10%		38.13%	
Labor (absorbed)	30,561.23		54,197.17		99,046.71		121,570.61		230,858.33	
Net Profit	40,564.45		76,737.57		144,871.91		179,786.07		353,389.64	
Net Profit %	35.57%		35.75%		35.87%		35.90%		35.99%	