



Print Date: 3/2/2016

## Printing an Estimate

Estimating | Main | Estimates

### Monarch - Estimates

Estimate: 1225    Browse    <<    <    >    >>    Notes    Analyze Results    Calculate Estimate

6 QuickQuote    **Print Estimate**    Letter of Quote    ☒ Calculation Needed

1 Main    2 Free Fields    3 Production Class    4 Markups    5 Detail

Estimate: 1225    Salesperson: 37    Sham Butts

Copied From: 1213    Customer Service Rep: WMJ    Bill Jay

Status: Open    Open

Estimator: GW    Gary Watson

Customer: 1954    The eLearning Guild

Percent Overs: 0.00

Sales Class: 240    Print - 4-6 Color

☐ Prepress/Price List Only Estimate

Description    List...

6 x 9 envelope, 8-page stitched brochure, Letter, Digital/Mailing  
Copied for testing

Customer to Supply    List...

Files furnished

Estimate Dates and Times

Submitted: 05/15/12

Required: 05/15/12

Job Due: 05/15/12

Calculated:

Job Information

Current:    Date: / /

Previous:    Date: / /

Save    Undo    Add    Copy    Delete    Cancel    Make a Revision    Create Job

Click quick print button with mouse or using keyboard use alt-K  
An Estimate can also be printed from **Estimating | Main | Estimate Print**.

1. Locate the correct estimate number.
2. Click **Print Estimate**
3. Select the **Report Type**. The report types are setup in the Estimating Maintenance, Estimating Preferences.

DCN:	EST.0111	Rev.		Creation Date:	3/2/2016
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This **Uncontrolled** document represents the latest information as of the creation date.



Print Date: 3/2/2016

4. Quantities to print will always default to all. Any unwanted quantities can be turned off.
5. Four sections can be included in the Estimate Print: **Notes**, **Detail**, **Costs and Totals**, and **Miscellaneous**. Selection(s) from these four sections.

**Note:** Click **Select All** to select all sections in the Included Sections of the Add/Edit Estimate to Print dialog box, or you can **Clear All** to clear all sections in the Included Sections of the Add/Edit Estimate to Print dialog box.

- **Notes.** These selections enable you to control the type of notes to include in an estimate.
  - **Estimate Notes**
  - **Component Notes**
  - **Segment Notes**
  - **Segment Detail Notes**
  -
- **Detail**
  - **Segment Detail Price.** Select this option to include the price for the individual Labor, Material, and Price List items for a Segment. The price includes the Markup in Standards and all Job Markups.
  - **Component Detail Price.** Select this option to include the price for the individual Labor, Material, and Price List items for a Component. The price includes the Markup in Standards and all Job Markups.
  - **Estimate Detail Price.** Select this option to include the price for the individual Labor, Material, and Price List items for the Estimate. The price includes the Markup in Standards and all Job Markups.
  - **Detail Cost.** Select this option to include the cost for the individual Labor, Material items for the estimate. The cost does not include Markup In Standards or Job Markups.

DCN:	EST.0111	Rev.		Creation Date:	3/2/2016
------	----------	------	--	----------------	----------



Print Date: 3/2/2016

- **Stock Detail Cost.** Select this option to include the cost for the individual Stock for the estimate. The cost does not include Markup In Standards or Job Markups.

- **Costs and Totals**

- **Segment Cost Summary.** Select this option to include a cost summary breakdown for Prepress Labor, Prepress Material, Press Labor, Press Material, Finishing Labor, Finishing Material, or Material for a Segment. The cost does not include Markup in Standards or Job Markups.
- **Segment Totals.** Select this option to include totals information for a Segment. Information that can be included (based on what is established for Grand Totals in Estimating Preferences) are Job Markups, Price, Price Per, Price Per Additional, Value Added \$ and percent, Contribution \$ and percent, and Net Profit \$ and percent.
- **Component Cost Summary.** Select this option to include a cost summary breakdown for Prepress Labor, Prepress Material, Press Labor, Press Material, Finishing Labor, Finishing Material, or Material for a Component. The cost does not include Markup in Standards or Job Markups.
- **Component Totals.** Select this option to include totals information for a Component. Information that can be included (based on what is established for Grand Totals in Estimating Preferences) are Job Markups, Price, Price Per, Price Per Additional, Value Added \$ and percent, Contribution \$ and percent, and Net Profit \$ and percent.
- **Estimate Cost Summary.** Select this option to include a cost summary breakdown for Prepress Labor, Prepress Material, Press Labor, Press Material, Finishing Labor, Finishing Material, or Material for the Estimate. The cost does not include Markup in Standards or Job Markups.
- **Estimate Totals.** Select this option to include totals information for the estimate. Information that can be included (based on what is established for Grand Totals in Estimating Preferences) are Job Markups, Price, Price Per, Price Per Additional, Value Added \$ and percent, Contribution \$ and percent and Net Profit \$ and percent.

- **Miscellaneous**

- **Imposition Detail.** Select this option to include information related to the Press Imposition for a Segment. This information includes the Stock Cost, Costing Unit of Measure, Vendor information, and Gross Stock Weight.
- **Prepress Units.** Select this option to include the entries from a Prepress Standard per Segment.
- **Operation Speeds.** Select this option to include Operation Speeds for Press, Cutting, Folding, Finishing, and Finishing In-line operations per Segment. The In-line operations communicate essential finishing in-line information in an estimate without having to access an estimate for that information.
- **Supplier Information.** Select this option to include Supplier Information for Ink, In-Line Material, Finishing Material, or an Outside Material entry when a Supplier Name exists for the entry.

DCN:	EST.0111	Rev.		Creation Date:	3/2/2016
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Print Date: 3/2/2016

Estimate Print Options can be changed on an estimate by estimate basis.

6. Click **OK**

## Monarch - Estimate Print

Selected Estimates

Estimate Number	Description	Customer	Required Date	Report Type

Add Delete Edit

Output To

☒ Screen

☐ Printer

☐ File

☐ Landscape

Ne02:\\pd-cdc-s01\CustServBLK Setup

C:\OpenEdge\WRK\Estimate Print.rtf ...

Print

7. Select **Output option**:

- Printer: Will provide a printer dialog box to choose the printer and print options.
- Screen: Will be displayed on the screen.
- File: Will default to: c:\tmp\Estimate Print.rtf The location and name of the file can be changed. (c) is referring to the PC hard drive.
- Landscape: Will print the report landscape on the paper using a larger font.

**The Add, Delete and Edit located at the bottom of the screen allows for several estimates to be printed at one time.**

8. Click **Print**.

## Quick Print Option

This option allows you to print the current estimate to the default printer using the default estimate report. This saves time as the user does not have to select a printer and the report type each time.

DCN:	EST.0111	Rev.		Creation Date:	3/2/2016
------	----------	------	--	----------------	----------



Print Date: 3/2/2016

Date: 03/02/16  
Time: 12:24  
Estimate: 707

Estimate Print  
Star Printing

Page: 1  
User ID: btemples  
Version: 13.1.2.1

Estimator: Bob Accounttemp  
Last calculated: 11/05/06 11:18:10

January List Letterheads and  
Flyers

Courtyard Travel Business  
Attention: Accounts Payable  
1234 Clarks Hill  
Anywhere USA 555123

Salesperson: Tom Thumb  
Contact:  
Phone: 555-555-1000  
Fax:  
Current job:  
Previous job:  
Tax Code:  
Percent Overs: 0.00

8.5x11  
80# Dull Text  
4/0 bleeds  
1/0 black variable data

Flyers  
8.5x11  
80# Dull Text  
4/4 bleeds

Customer to supply:

Segment description: lthd and Flyers

#### Imposition Detail - lthd and Flyers

Pages: 4 Page (W x L) 8.5 x 11  
Grain: Either Bleed: .125 Binding lip: 0 Color bar: Yes  
Registration: Average Piece type: Sheet Product Type:  
Inks: 4/C Process Front: 15.00 Back: 15.00

Color bar .3750  
Side margin .5000  
400,000  
-----  
Press description XL 105 6 color  
Sheet length x across 25x38  
Press sheet grain Across  
Imposition 1 1 - 4 pages  
4 out WorksTurn  
Imposition 1 press sheets 106,130  
Makeready sheets 1,100  
Press spoilage sheets 5,000  
Plates new/standing 8 / 0  
Stock description 80# Dull Text  
Unit cost 108.0000  
Unit of measure 1000 Sheets  
Stock W x L 25x38  
Stock Grain Length  
Caliper .0037  
Basis weight 80.0000  
M weight 160.00  
Gross stock units 106,130  
Gross press sheets 106,130  
Impressions/length/area 210,060  
Gross stock weight 16,981

Segment description: Variable Imprint

#### Imposition Detail - Variable Imprint

Pages: 2 Page (W x L) 8.5 x 11  
Grain: Either Bleed: 0 Binding lip:  
Registration: Open Piece type: Sheet

400,000  
-----  
Press description Digimaster Variable  
Sheet length x across 11x8.5  
Press sheet grain Length  
Imposition 1 1 - 2 pages  
1 out One-side  
Imposition 1 press sheets 440,000  
Makeready sheets 0  
Press spoilage sheets 40,000  
Plates new/standing 3 / 0  
Stock description Lthd Shells  
Unit cost .0000  
Unit of measure 1000 Sheets  
Stock W x L 8.5x11  
Stock Grain Length  
Caliper .0046  
Basis weight 60.0000  
M weight 11.81

**Segment Description-** Detailed project description. Section describes all the components, activities and specifications.

**Price-** Price is a compounding calculation used to determine the selling price for the project. Price is calculated for the work centers, materials and overall project.

**Base -** The calculated amount of the in standard markup is added to the work center/ material cost.

**Comp1-** Compound 1 is the calculated amount of the overall job markup is added to the work center/ material base calculation.

**Final Price-** Final price is the calculated amount of the Additional job markup(s) added to the work center/ material comp 1 calculation. This is final selling price

**Cost-** The estimated cost of the project. Cost is calculated without markups in standard of job markups. Work Center rates and some material costs are pulled from the estimating standard.

DCN:	EST.0111	Rev.		Creation Date:	3/2/2016
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Print Date: 3/2/2016

Date: 03/02/16  
Time: 12:24  
Estimate: 707

Estimate Print  
Star Printing

Page: 2  
User ID: btemples  
Version: 13.1.2.1

Gross stock units 440,000  
Gross press sheets 440,000  
Impressions/length/area 440,000  
Gross stock weight 5,197

Estimate Detail

Description	Units	Price/ Cost
Digital Dylux - 2 si	1.00	14.53
Epson Proof	1.00	10.00
AGFA Lithostar 40"	8.00	42.63
No Plates - Prepress	3.00	27.00
Lthd Shells		232.42
	440,000.00	160.00
80# Dull Text		14,478.37
	106,130.00	11,462.04
4/C Process	27.06	615.26
		487.08
Material price subtotal		15,383.20
Material cost subtotal		12,146.12
Material price subtotal		15,383.20
Material cost subtotal		12,146.12
Mac Statio/Preflight	1.46	196.77
Mac Statio/Technical	.42	219.55
Epson Digi/Contract	.37	56.60
Digital Dy/Copy Proo	.50	63.16
Proof Appr/Scheduled	24.00	14.76
Prosetter_/40" Plat	1.52	18.64
Estimating/Plate	1.35	24.26
Mailing Da/Process I	3.00	22.73
		249.23
		376.32
Prepress labor price su		1,040.66
Prepress labor cost sub		1,124.89
Prepress price subtotal		1,040.66
Prepresscost subtotal		1,124.89
Digimaster/1/0 Sm Ru	66.67	7,667.13
#1 640 Hei/Make-read	2.65	9,032.45
#1 640 Hei/5/C-6/C R	12.36	1,132.08
#1 640 Hei/Washup	.50	1,297.76
		5,280.20
		6,052.94
		213.60
		244.86
Press labor price subto		14,293.01
Press labor cost subtot		16,628.01
Press price subtotal		14,293.01
Presscost subtotal		16,628.01
#2 Polar T/Make-read	.10	10.40
#2 Polar T/Run	21.50	9.36
Cutter Hei/Cutter He	21.50	2,234.95
		2,011.76
Finishing labor price s		2,245.35

**Material Price** = (Material Cost \*in standard markup %) +Material cost= Base  
(Base\*Job markup %) + Base = Comp1  
(Comp1\*Add markup %) + Comp1 = Final Price  
(10.00 \*.15) + 10.00 = 11.50  
(11.50 \*.20) + 11.50 = 13.80  
(13.80 \*.05) + 13.80 = 14.53

**Material Cost** = Unit Cost\* item quantity

**Labor Price** =  
(Cost\* in standard markup %) + Cost= Base  
(Base\*Job markup %) + Base = Comp1  
(Comp1\*Add markup %) + Comp1 = Final Price  
150.38 \* 1.46 = 219.55  
(219.55 \* -.2905) + 219.55 = 155.77  
(155.77 \*.20) + 155.77 = 186.93  
(186.93 \*.05) + 186.93 = 196.77

**Labor Cost** = Cost per Hour \* Estimated Hours

**Segment Price Summary.** A price summary breakdown for Prepress Labor, Prepress Material, Press Labor, Press Material, Finishing Labor, Finishing Material, or Material for a Segment. The cost does include Markup in Standards and Job Markups.

**Segment Cost Summary.** A cost summary breakdown for Prepress Labor, Prepress Material, Press Labor, Press Material, Finishing Labor, Finishing Material, or Material for a Segment. The cost does not include Markup in Standards or Job Markups.

DCN:	EST.0111	Rev.		Creation Date:	3/2/2016
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Date: 03/02/16  
Time: 12:24  
Estimate: 707

Estimate Print  
Star Printing

Page: 3  
User ID: btemplates  
Version:

Finishing labor cost su	2,021.11
Finishing price subtot	2,245.35
Finishingcost subtotal	2,021.11
<hr/>	
Estimate price total	32,962.22
Estimate cost total	31,920.13

**Estimated Price Total**= Target Sell Total, includes any labor markup, material markup and overall markup.

**Estimated Cost Total**= Total of all segment labor and material cost calculations

Finish piece net weight		
	Per 1000	Total
1lthd and Flyers	31.49	12,598
Variable Imprint	11.81	4,724
Estimate weight	43.30	17,322

**Cost** = Used for final pricing calculations. Totals the material and labor base calculations  
(Material Cost + Markup in Standards) + (Labor Cost + Markup in Standards) + customer specific mark up.  
**Note:** Customer specific mark up are entered in the customer table and are calculated as ((Material base + Labor base)\*Customer mark up)+(Material base + Labor base)

Estimate Totals	All Segments	400,000
<hr/>		
Cost + All-inclusive Co		26,095.08
Labor Mark U	.00	.00
Mat. M/U	.00	.00
Profit	20.00	5,219.02
Commission	5.00	1,648.11
Other M/U	.00	.00
Rebate/Other	.00	.00

**Profit** = Cost + times profit percentage  
(26095.08\*.2=5219.02)

**Commission** = Estimated Price times Commission percentage  
(32962.20\*.05=1648.11)

Estimate Price	32,962.20
Price per 1000	82.40
Price per additional 1000	75.34

**Material Cost** = Actual Materials Cost does not include markups

Material Cost	12,146.12
<hr/>	
Value added	20,816.08
Percent	63.15

**Value Added** = Estimated Sales Price less Materials (does not include Overhead) less Outside Purchases

All inclusive labor cost	19,774.03
Direct Labor cost	19,774.03
Contribution	1,042.05
Percent	3.1
<hr/>	
Labor (absorbed)	13,916.71
Net profit	6,899.31
Percent	20.93

**All inclusive Labor Cost** is calculated from the Work Centers of the labor entries in the estimate. Direct Labor Cost is calculated by multiplying the hours by the sum of the Fixed Overhead Rate, Variable Overhead Rate, and Standard Labor Rate - Shift 1 of the Work Center. **Direct Labor** Cost is All Inclusive labor cost without markups.

**Net Profit** - Net Profit dollars is an accounting term used to identify specific financial information for an estimate in the Analyze Results or Estimate Print window.  
• **Formula for Net Profit:** Value Added - Labor Dollar (absorbed)  
• **Formula for Net Profit Percentage:** Net Profit Dollars / Price

**Contribution** - Contribution dollars is an accounting term used to identify specific financial information for an estimate in the Analyze Results window and/or Estimate Print.  
**Formula:** Value Added Dollars - All inclusive labor cost  
• **Contribution Percentage:** Contribution Dollars / Price

**Labor (Absorbed)** is calculated by multiplying the hours by the standard work center rate + the markup in standard.