

Printing Price Estimating Software

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The following file explains most of the entry boxes and the data they are expecting to process the pricing properly. If you have any questions, please feel free to email me.

Main Program Screen:

Printing Price Estimator, Ver. 2.1.0B - Shareware Evaluation Copy

Pricing Schedule Name:

Paper Specification for Job:

Press Sheet Size:

Cost of Paper per Thousand:

Number of Press Sheets per Sheet: 1

Total Number of Presses Used: 1

Total Number of Colors Printed: 1

Basic Setup Time per Press in Minutes: 15.00

Job Setup Time per Color in Minutes: 30.00

Hourly Rate for All Labor: 50.00

Hourly Impression Rate for Press: 3000

Total Cost for Engravings:

Typesetting Time in Minutes:

Number Printed per Page: 1

Variable Added Fees (Pieces/Hour):

Fixed Added Fees:

Current Profit Margin: 5.0%

Quantity	Calculated Prices		Bare Minimum	
	per M	Total	per M	Total
100				
250				
500				
1,000				
2,500				
5,000				
10,000				
25,000				
50,000				
100,000				

Print Customer Quote Print Price Schedule

Set Quantities Calculate Prices

Set Defaults Exit Program

Quantities to Print

100 500 2,500 10,000 50,000

250 1,000 5,000 25,000 100,000

Pricing Schedule Name: This field is for you to name the schedule. It will be printed on the printout so you will know what the schedule is for.

Paper Specification for the Job: Use this field to record the mill & brand of paper, the weight and size. It will also be printed on the printout for later reference.

Press Sheet Size: Record the size of the paper being run through the press. Also printed on the printout for later reference.

Cost of Paper per Thousand: This is the cost of the paper per thousand sheets, as it is provided by your paper merchant, as indicated in the paper specification for the job entry.

Number of Press Sheets per Sheet: This is the number of press-ready sheets you will get out of the size of paper you are buying from your paper merchant.

Total Number of Presses Used: This is the total number of presses you will be running at the same time to print this job.

Total Number of Colors Printed: This is the total number of colors printed on the piece, whether done on one or more presses.

Basic Setup Time per Press in Minutes: This is fairly self explanatory. It is the time it takes you to set up the press in preparation to set up the job itself. You might also want to include clean-up time as well, and add it to this time.

Job Setup Time per Color in Minutes: This is fairly self explanatory. It is the time it takes you to set up the job for each color in preparation to run. You might also want to include clean-up time between colors as well, and add it to this time.

Hourly Rate for All Labor: Use this to enter your Full Labor Rate that you want to get out of the job, remember to cover all overhead expenses in your labor charges. Figure how many man-hours are worked in your shop in a year, and what your yearly overhead expenses amount to. Then divide the annual overhead expenses by the annual total man-hours, and that will tell you what you need to charge to cover your overhead (\$50,000 annual overhead, 2,000 annual man-hours will make \$20.00/hour to cover overhead.) Add to this what you figure is a fair hourly wage for the work completed, or if you have hourly employees, add the full expenses of their wages (don't forget to add out-of-pocket taxes and benefits).

Hourly Impression Rate for Press: Self explanatory. Determine what speed you are operating the press at, and enter it here.

Total Cost for Engravings: This is the total cost of all engravings used for printing the work. If you are printing more than one up on the page, only put the cost of ONE of the engravings, as it will be multiplied by the number printed on a page and then by the preset markup percentage. (definable, see below)

Typesetting Time in Minutes: This is the time it takes to set the type. As with the engraving costs, this is for a single copy, and will be multiplied by the number printed on the page.

Number Printed Per Page: This is the number of copies printed on a page. Will be used to properly calculate costs and production times.

Fold/Score/Perf/Cutting: This is a "catch-all" for all other variable pre- and post-press costs like cutting, folding or any other activity you can figure an amount for and input it here.

Main Program Command Buttons:

Set Quantities: This command button will bring up a sub menu to set the 10 quantities to calculate quotes for. See details below.

Set Defaults: This command button will bring up a sub menu to control all the default values the program will start with every time you load it. See details below

Calculate Prices: Calculates the prices from the information given above, and place the information in the boxes on the right hand side of the screen: Calculated Prices are the prices as calculated by the program with the predefined markup on all paper and engraving purchases. Bare Minimum is the prices without the markups on the paper and engravings. Both of these figures are multiplied by a pre-defined Profit Margin as indicated at the top of the column headers. The profit margin is editable, see below.

Exit Program: Closes all open files and exits the program

Print Customer Quote: This will open the Customer Price Quote Menu and then prints the customer quote. See below for more information on the Customer Price Quote Menu.

Print Price Schedule: This will print the pricing schedule with the quantities selected, including appropriate quote information for future reference. Before the price schedule is printed, the prices are updated to be sure they reflect any information changes that may have been made since the last calculation of prices.

Set Defaults Sub-Menu Options

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Pricing Schedule Name:

Paper Specification for Job:

Press Sheet Size:

Current Profit Margin: 5.0%

Set Program Defaults

Basic Setup Time per Press in Minutes:

Job Setup Time per Color in Minutes:

Hourly Rate for All Labor:

Hourly Impression Rate for Press:

Minimum Engraving Shipping Charges:

Add Shipping Charges to Engravings:

Markup for Paper and Engravings:

Profit Margin over Labor Rate Padding:

Percentage of Labor for Press Operations:

Quantity	Calculated Prices		Bare Minimum	
	per M	Total	per M	Total
100				
250				
500				
1,000				
2,500				
5,000				
10,000				
25,000				
50,000				
100,000				

Quantities to Print

100 500 2,500 10,000 50,000
 250 1,000 5,000 25,000 100,000

This sub menu sets up and saves the defaults the program will load with on each use. Each entry is described below:

Basic Setup Time per Press in Minutes, Job Setup Time per Color in Minutes, Hourly Rate for All Labor, Hourly Impression Rate for Press: These three entries are the same as for the main program. This just sets them up as defaults so you don't have to enter them with each program load.

Minimum Engraving Shipping Charges: Use this to enter the minimum delivery charge your engraver charges for your engravings. The price will be adjusted upwards as price goes up, but is not guaranteed to exactly match what you are charged for delivery of your plates. If you do not want to use this feature, then uncheck the box marked **Add Shipping Charges to Engravings:**.

Markup for Paper and Engravings: This is the percentage markup you charge your customer for paper and engravings. This is used for the **Calculated Prices** columns, and ignored for the **Bare Minimum** price columns.

Profit Margin over Labor Rate Padding: This is a flat percentage increase of prices above and beyond any padding done to the labor rate (see note on labor rate above for explanation). This figure is used for both the **Calculated Prices** Columns and the **Bare Minimum** price columns.

Percent of Labor for Press Operations: This figure is the default percentage of the labor rate you would like devoted to the operation of additional presses when you have a multi-color job running on multiple presses. If you have one person handling 2 or more presses, the labor cost is reduced, and you just need to cover the cost of actually operating the presses.

Set Defaults Sub Menu Command Buttons:

Store Changes: This command button writes your defaults to a file to be read every time the program runs and returns to normal program operations.

Cancel: This command button cancels any changes and returns to normal operations.

Set Quantities Sub Menu Options

This sub menu allows you change the quantities the program will calculate prices for, and save the new quantities to a file for accessing the next time the program is loaded. Each of the options for this sub menu is described below:

Entry Boxes #1 through #10: These boxes are for entering the new quantities you would like calculated. When the sub menu is loaded, the current quantities are pre-loaded into the boxes. Select one or more boxes and change the quantity.

Set Quantities Sub Menu Command Buttons:

Save New Quantities: This command button writes the new quantities to a file to be accessed each time the program is loaded. The quantities are also entered into the current schedule, but the new price levels are not calculated, but the price columns are cleared of any information and the program returns to normal operations.

Use New Quantities: This command button updates the quantities for the current program run only, and does not store the changes to the configuration file.

Cancel Changes: This command button cancels any changes you may have made to the quantities, restoring the old quantities and resuming normal program operations.

Print Customer Quote Sub Menu Options

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Pricing Schedule Name:

Paper Specification for Job:

Press Sheet Size:

Customer Information for Quote

Customer Name:

Mailing Address:

City, State ZIP:

Phone Number:

Fax Number:

Email Address:

Items to Include on Customer Quote

Number of Colors Engraving Charges
 Setup Charges Typesetting Charges
 Paper Charges Additional Charges

Additional Charges Details

Quantities to Print

100 500 2,500 10,000 50,000
 250 1,000 5,000 25,000 100,000

Calculated Prices Bare Minimum

Quantity	per M	Total	per M	Total
100				
250				
500				
1,000				
2,500				
5,000				
10,000				
25,000				
50,000				
100,000				

Current Profit Margin: 5.0%

This menu allows you to input the name and address of the customer for which the quote is being prepared. The entry boxes are self explanatory, and the **Items to Include on Customer Quote** are as defined as follows:

Number of Colors: If selected, the number of colors the piece is printed in will be printed on the quote.

Setup Charges: If selected the total setup charges will be printed on the quote.

Paper Charges: If selected, the paper charges for a finished piece, per thousand, including your markup, will be printed on the quote.

Engraving Charges: If selected, the total cost of engravings, including your markup, will be printed on the quote.

Typesetting Charges: If selected, the total cost of typesetting will be printed on the quote.

Additional Charges: If selected, the additional charges, both variable and fixed combined, will be printed on the quote. The next entry box is for listing the source of these charges, and will also be printed on the quote directly under the cost.

Print Customer Quote Sub Menu Command Buttons:

Print Quote: This command button prints the customer quote with the information specified in the preceding menu.


Cancel: This command button cancels the printing procedure and returns to the main program menu.

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This software is shareware. If you continue to use it after a 30 day evaluation period, it is requested you register your copy for a very reasonable fee of \$30.00. You will get a registration key by email and copy of the most recent software and your registration key file on CD-Rom in the mail.

To register your copy, you can either mail this form to me at the address above with your check or money order in US funds, or you can make a credit card payment to me via www.PayPal.com at the ID of

 lance@kadetstationery.com

Software Registration Form

Here is my registration fee for the Printing Price Estimating Program. Please send me my registration key and current version of the program on CD-Rom along with my registration key by email to the address below:

Name: _____
Address: _____
City: _____
State: _____ ZIP/Postal Code: _____
Email: _____