



fitch manufacturing solutions, inc.

3401 Sandstone Court
Lake in the Hills, IL 60156
Phone: 847.924.4909
Fax: 847.854.4614
www.fitchmfgsolutions.com

QuotePro v2.02: Pricing Matrix
Your Customer #123456-001 Rev. A

Costs

	25	50	100	250	500
Material:	\$ 103.96	\$ 207.92	\$ 415.84	\$ 1,039.60	\$ 2,079.20
Subcontract:	\$ 350.00	\$ 384.18	\$ 768.35	\$ 1,920.88	\$ 3,841.77
Labor:	\$ 1,069.39	\$ 1,673.23	\$ 2,880.92	\$ 6,503.99	\$ 12,542.44
Total:	\$ 1,523.35	\$ 2,265.33	\$ 4,065.12	\$ 9,464.48	\$ 18,463.41

Markups

Material	50.0%	40.0%	30.0%	20.0%	15.0%
Subcontract:	15.0%	15.0%	15.0%	15.0%	15.0%
Labor:	30.0%	30.0%	30.0%	25.0%	20.0%

Summary

Total Cost:	\$ 1,523.35	\$ 2,265.33	\$ 4,065.12	\$ 9,464.48	\$ 18,463.41
Total Price:	\$ 1,948.75	\$ 2,908.00	\$ 5,169.00	\$ 11,587.50	\$ 21,860.00
Unit Cost:	\$ 60.93	\$ 45.31	\$ 40.65	\$ 37.86	\$ 36.93
Unit Price:	\$ 77.95	\$ 58.16	\$ 51.69	\$ 46.35	\$ 43.72
Gross Margin:	21.8%	22.1%	21.4%	18.3%	15.5%

Labor Hours

Setup Time:	12.00	12.00	12.00	12.00	12.00
Run Time:	14.32	28.63	57.26	143.16	286.32
Total Time:	26.32	40.63	69.26	155.16	298.32



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QuotePro v2.02: Operations Summary
Your Customer #123456-001 Rev. A

Seq.	Workcenter		Operation		Hrs./Unit		Units/Hr.	Unit Cost					
	Cost/hr.	ID	Description	ID	Description	Setup	Run	Run	Setup	Run	Material	Sub. Lot	Sub. Unit
					Total	12.00	0.57264	1.75	\$ 465.54	\$ 24.15	\$ 4.16	\$ 350.00	\$ 7.68
10	\$ 50.00	100	Programming/Process Eng.	100	N.C. process engineering.								
20	\$ 34.66	110	Shear	111	Rough cut blanks.	0.25	0.00200	500.00	\$ 8.67	\$ 0.07	\$ 3.76		
30	\$ 48.30	120	NC Turret	121	Punch part.	0.75	0.02128	47.00	\$ 36.23	\$ 1.03			
40	\$ 80.00	160	Laser	161	Cut part.	0.75	0.07692	13.00	\$ 60.00	\$ 6.15			
50	\$ 30.40	380	Bridgeport Milling Machine	381	Countersink (4) holes.	1.25	0.03333	30.00	\$ 38.00	\$ 1.01			
60	\$ 33.81	220	3M Wheel	221	Deburr sharp edges.	0.25	0.02500	40.00	\$ 8.45	\$ 0.85			
70	\$ 36.00	200	Timesaver	202	Timesave both sides of part.	0.25	0.01887	53.00	\$ 9.00	\$ 0.68			
80	\$ 30.03	370	Drill Press	372	Tap (6) holes.	0.50	0.01754	57.00	\$ 15.02	\$ 0.53			
90	\$ 35.30	400	Press Brake	404	Form (1) hem.	0.50	0.00833	120.00	\$ 17.65	\$ 0.29			
100	\$ 35.30	400	Press Brake	40X	Form (2) offsets.	1.00	0.01282	78.00	\$ 35.30	\$ 0.45			
110	\$ 35.30	400	Press Brake	402	Form (8) bends.	3.00	0.03448	29.00	\$ 105.90	\$ 1.22			
120	\$ 33.80	650	Spotwelder	651	Spotweld, (16) places.	0.75	0.06667	15.00	\$ 25.35	\$ 2.25			
130	\$ 40.30	600	TIG Welder	601	Seam weld, (5.5) inches.	2.00	0.10000	10.00	\$ 80.60	\$ 4.03			
140	\$ 40.30	240	4" Belt Grinder/Polisher	241	Grind welds flush.	0.25	0.09091	11.00	\$ 10.08	\$ 3.66			
150	\$ 29.05	800	Shipping & Packaging	804	Package & ship to vendor.		0.01000	100.00		\$ 0.29			
160		900	Plating	90X	Vendor, plate per print.							\$ 75.00	\$ 2.18
170	\$ 30.62	500	Hardware Press	50X	Install (8) press inserts.	0.50	0.03448	29.00	\$ 15.31	\$ 1.06	\$ 0.40		
180	\$ 29.05	800	Shipping & Packaging	804	Package & ship to vendor.		0.01000	100.00		\$ 0.29			
190		910	Painting	911	Vendor, paint per print.							\$ 175.00	\$ 4.38
200		920	Silkscreening	911	Vendor, silkscreen per print.							\$ 100.00	\$ 1.13
210		700	Inspection	703	Final inspection.								
220	\$ 29.05	800	Shipping & Packaging	801	Package & ship to customer.		0.01000	100.00		\$ 0.29			
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QuotePro v2.02: Feature List

General

Quote Date:	26-Jun-07
Customer:	Your Customer
Part Number:	123456-001
Revision:	A
Material Type:	Aluminum
Plate:	Yes
Paint:	Yes
Screen:	Yes
FAI:	No
Ship:	Yes

Part

Thickness:	0.063 in.
Flat Length:	21.540 in.
Flat Width:	15.687 in.
Area:	337.898 sq. in.
Volume:	21.288 cu. in.
Weight:	2.129 lbs.

Sheet

Sheet Length:	120 in.
Sheet Width:	48 in.
Sheet Yield:	14 pc.
Sheet Usage:	82%
Clamp L:	1
Clamp W:	2

Flat Pattern

Laser Pattern:	Complex
NCT Pattern:	Normal

Bending/Forming

Difficulty:	Normal
Bends:	8 pl.
Hems:	1 pl.
Offsets:	2 pl.

Machining

Drilled Holes:	0 pl.
Countersinks:	4 pl.
Counterbores:	0 pl.
Tapped Holes:	6 pl.

Assembly

Press Inserts:	8 pc. @ \$ 0.050 /pc.
Weldnuts/Weldscrews:	0 pc. @ \$ 0.100 /pc.
Nelson Studs:	0 pc. @ \$ 0.100 /pc.
Spotwelds:	16 pl.
Tackwelds:	0 pl.
Weld Seam:	5.5 in.
Pop Rivets:	0 pc. @ \$ 0.030 /pc.
Threaded Fasteners:	0 pc. @ \$ 0.050 /pc.
Gasketing:	0.0 ft. @ \$ 0.250 /ft.

Cosmetic

Finish Class:	B
Treat Edges:	Yes
Final Polish:	Welds

Notes

This is where you document your quote assumptions.

Some notes about QuotePro:

This is a feature-based, sheet metal estimating tool, meaning you quote by identifying key features and filling in a few unambiguous fields of information without the need for a calculator, reference tables or an engineering degree which is typically the case. Quoting this way allows for a workflow that is extremely rapid and insures very high levels of consistency in the numbers generated because much of the subjectivity is removed from the process. You don't get bogged down in the details of tool changes, number of turret hits, linear inches of cut, handling rates and so forth that plague traditional methods because that is all built into the calculations. Through years of use and benchmarking against more traditional systems and approaches, we have found that this method generates numbers that actually track closer to the actual experience rates on the shop floor. It also allows quotes to be created by lower-cost resources because you don't need to be an engineer to fill in the straight forward feature questions.

The basic workflow is:

- 1- Fill in the title block, go through the list of features on this sheet filling in the blanks that relate to the part you are quoting and the r*
- 2- Adjust the quote quantities and markups if necessary. Save and print the quote and you are done!*



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QuotePro v2.02: Datasheet

Raw Materials

	<i>lbs./cu. in.</i>	<i>Cost/lb.</i>	<i>Resistance</i>	<i>Grain?</i>
Aluminum	0.10	\$ 1.45	270%	Yes
Cold Rolled Steel	0.29	\$ 0.48	100%	Yes
Pre-Plated Steel	0.29	\$ 0.62	200%	No
Stainless Steel	0.29	\$ 1.90	190%	No
Special	0.31	\$ 2.21	1400%	Yes

Subcontracting

	<i>Lot Charge</i>	<i>Cost ea.</i>	<i>Cost/sq. in.</i>
Plate	\$ 75	\$ 0.15	\$ 0.0060
Paint	\$ 175	\$ 1.00	\$ 0.0100
Screen	\$ 100	\$ 0.35	\$ 0.0023