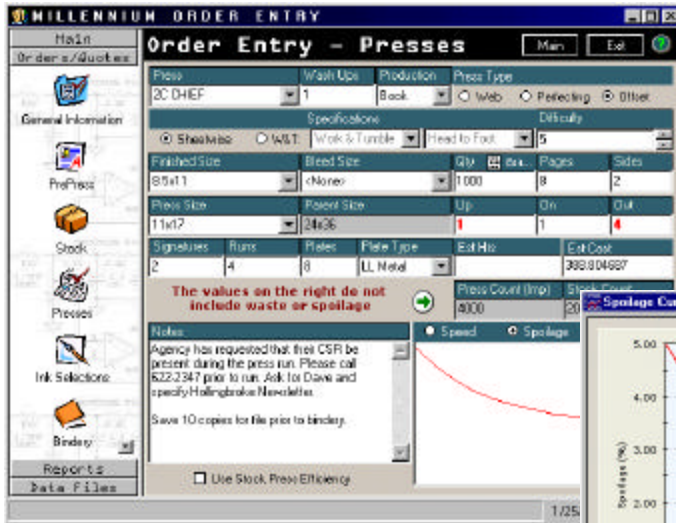
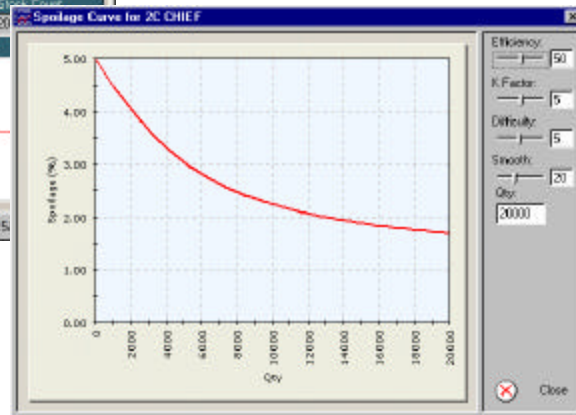


SPECIFICATION SHEET

Estimating

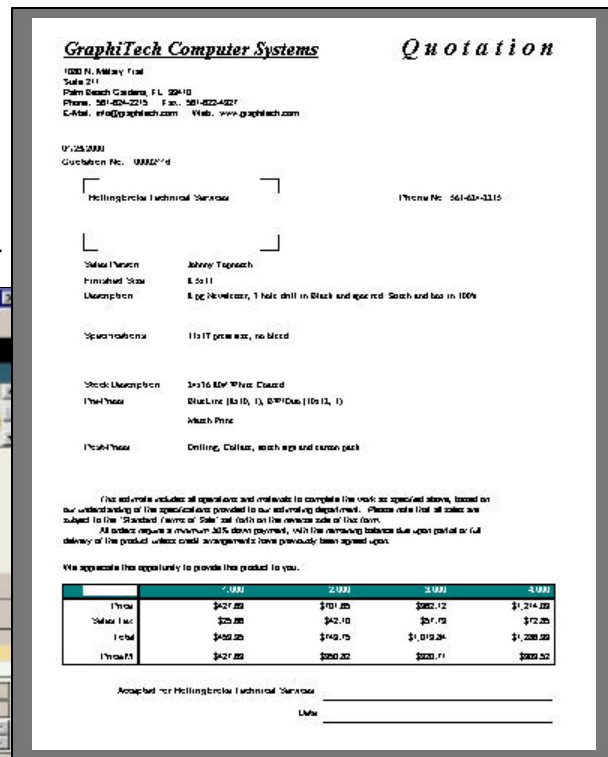
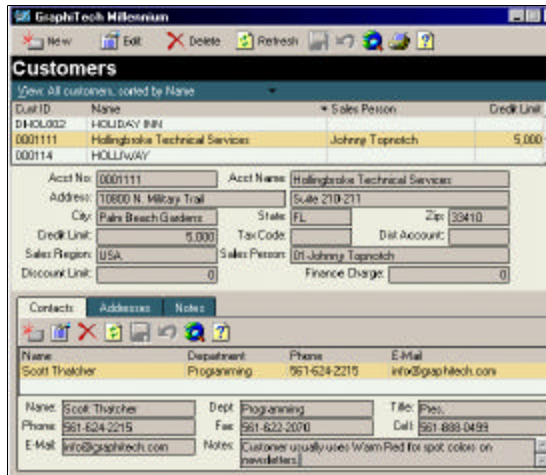


GraphiTech's new Millennium Estimator provides the power and flexibility needed in today's complex printing environment. From front counter Order Entry, to full scale Commercial Estimating to Fax-on-Demand bids, you have more sophistication available now than was even dreamed of just a few years ago. And with the ability to modify speed and



spoilage rates for every quote (or use the default values as shown), you get accurate estimates each and every time. In the illustration above, the Press Input area is shown. Note that each department contains a large "notes" section that prints with the Work Order shown on the back. To the right is the detail grid of running waste for the press. Below and to the right is an example of one of the Bid Forms available (the optional bid package contains up to 4 additional bid designs). You also may use your own logo or simply elect to use the text input for your header. Bids may be printed, faxed or sent by mail to your customer. At the bottom of the bid is a signature area for the customer to pen their acceptance of the quote.

The illustration at the bottom left identifies the customer input screen. Note the large amounts of data available for each customer, including cell phone, fax, email and web addresses for multiple contacts as well as numerous "Ship To" locations.



Printed Forms & Screen Shots

Print Operations Time/Cost Summary

Quote No: 00002116	Job No: N/A	Date: 01/26/2000	Press: 2C CHIEF
Acct Name: Hollingbroke Technical Services		Due: 01/31/2000	Sides/Up: 2 / 1
Phone: 561-624-2215	Colors: Black, Warm Red		Sheets: Book Mode
Stock: 0040-24x36-80# White Coated			PSS/FSS: 11x17 / 8.5x11
Desc: 8 pg Newsletter, 3 hole drill in Black and spot red. Stitch and box in			Caliper: 0.004

Pre-Press Summary

Item	Time	Cost	Item	Time	Cost
Typeset	000:00	000.00	Match Print	000:06	000.10
Paste-Up	000:00	000.00	Camera	000:08	000.13
Design	000:00	000.00	Scans	000:14	000.23
Pre-Flight	000:00	000.00	Wash-Up	000:18	000.29

Item	1000	2000	3000	4000
Effective Imp/Hr:	3984	4433		
Modified Imp/Hr:	3984	4433		
Reduced Press Run Waste:	004.51	004.05		
Add'l Run Waste/Bindery:	005.96	005.36		
Total Run + Mkrdy Waste:	020.11	016.15		
Press Time (less waste):	001:00	001:00	001:48	001:80
Press Time (waste):	000:10	000:17	000:15	000:25
Total Setup Time:	001:08	001:13	001:12	001:16
Pre-Press Time:	000:28	000:47	000:28	000:47
Wash-Up Time:	000:18	000:29	000:18	000:29
Bindery Time:	003:27	003:45	006:22	006:37
Press Cost (less waste):	\$51.20	\$92.04	\$1:	\$1:
Press Cost (waste):	\$8.63	\$12.54	\$:	\$:
Total Setup Cost:	\$57.80	\$61.20	\$:	\$:
Pre-Press Cost:	\$30.00	\$30.00	\$:	\$:
Stock Cost (less waste):	\$57.50	\$115.00	\$1:	\$1:
Stock Cost (waste):	\$11.56	\$18.57	\$:	\$:
WashUp Cost:	\$15.00	\$15.00	\$:	\$:
Plate Cost:	\$0.08	\$0.08	\$:	\$:
Total Bindery Operations:	\$147.42	\$274.86	\$3:	\$3:
Cost of Black Ink:	\$4.49	\$8.69	\$:	\$:
Cost of Color Ink:	\$5.11	\$9.89	\$:	\$:
Total Plates Required:	8	8		
Stock Waste:	402	646		
Press Sheets to Order:	2402	4646		
Lbs of Stock to Order:	96	186	274	36
Delivered Weight of Order:	89	139	208	27
Press Count:	4000	8000	12000	16000
Lbs of Black Ink Used:	000.46	000.87	001.28	001.6
Lbs of Color Ink Used:	000.46	000.90	001.32	001.7
Total Time Required:	006:31	006:52	010:23	010:38
Total Cost for Job:	\$388.80	\$637.86	\$874.65	\$1,103.7
Additional Cost/1000:	\$279.34	\$265.02	\$255.60	\$248.8
Selling Price for Job:	\$427.69	\$701.65	\$962.12	\$1,214.0
Additional Price/1000:	\$307.27	\$291.52	\$281.16	\$273.4
Price/1000:	\$427.69	\$350.82	\$320.71	\$303.4

This page illustrates some of the screens that comprise the Millennium Estimator. To the left is 1 of 4 detailed time and cost breakout sheets that enable you to accurately determine if all costs and times have been accounted for in a given quote. Item B identifies the bindery operations for this job. Note that you may specify very sophisticated detail in each bindery function. Item C provides an overview of the job plus allows access to Work Order, Bids, etc.

The Work Order to the left is 8.5x14 and provides detailed text for each department as well as an extensive listing of items pertaining to the job. Bar codes are used with the Data Collection System.

Item E to the right illustrates the Press Input file. In addition to the use of numerous speed and spoilage algorithms, a separate plate file shown above is employed that provides setup times for Work & Turn, Remounting, and Original Mounting of plates.