



Estimate

Page 1 of 1

Estimate #:	1003.00
Date:	01/17/2011
Terms:	Due on Receipt
PO #:	1810
Sales Rep:	Dan
Print Date:	03/10/2011

Customer Name: Ralph Wood 330 3rd Ave Nisula, MI 49952	Job Name: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772 A: 555-9250
--	--

Description

HOUSE PACKAGE: Package Accepted (please circle one): YES / NO

- ~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.
Upgrade: ~ 14" Flat Attic: Install insulation to 14" (R-50) in open flat attic \$65.52 Initial: _____
- ~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)
- ~ Vented Cathedral: Install insulation in vented cathedral ceiling.
- ~ Vent Chutes: Install channel vent chutes in every truss opening.
- ~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)
- ~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)
- ~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)
- ~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas
- ~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)

HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)

BONUS ROOM PACKAGE: Package Accepted (please circle one): YES / NO

- ~ Bonus Room Attic: Install insulation in attic area of bonus room.
- ~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.
- ~ Vent Chutes: Install channel vent chutes in every truss opening.
- ~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)
- ~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas

BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)

GARAGE WALL PACKAGE: Package Accepted (please circle one): YES / NO

- ~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)

GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)

Thanks For Your Business!

We will contact you as soon as we schedule your job. Don't hesitate to contact us if you have any questions.

Subtotal: **\$8,400.53**

AUTHORIZED SIGNATURE DATE

Sales Tax: \$504.03

SIGNATURE PRINT NAME DATE

Grand Total: **\$8904.56**



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Customer Name: Ralph Wood 330 3rd Ave Nisula, MI 49952	Job Name: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772	A: 555-9250
<u>Description</u>		<u>Qty</u>
HOUSE PACKAGE: Package Accepted (please circle one): YES / NO		
~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.		728
<i>Upgrade: ~ 14" Flat Attic: Install insulation to 14" (R-50) in open flat attic</i>		\$65.52 Initial: _____
~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)		410
~ Vented Cathedral: Install insulation in vented cathedral ceiling.		812
~ Vent Chutes: Install channel vent chutes in every truss opening.		248
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)		961
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)		2,288
~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)		346
~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas		6
~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)		169
HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)		
BONUS ROOM PACKAGE: Package Accepted (please circle one): YES / NO		
~ Bonus Room Attic: Install insulation in attic area of bonus room.		895
~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.		574
~ Vent Chutes: Install channel vent chutes in every truss opening.		96
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)		656
~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas		12
BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)		
GARAGE WALL PACKAGE: Package Accepted (please circle one): YES / NO		
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)		641
GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)		

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<i>Upgrade: ~ 14" Flat Attic: Install insulation to 14" (R-50) in open flat attic</i>	<i>\$65.52 Initial: _____</i>
~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	\$410.00
~ Vented Cathedral: Install insulation in vented cathedral ceiling.	\$1,299.20
~ Vent Chutes: Install channel vent chutes in every truss opening.	\$620.00
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	\$624.65
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	\$1,807.52
~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	\$273.34
~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	\$108.00
~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	\$169.00
HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)	
BONUS ROOM PACKAGE: Package Accepted (please circle one): YES / NO	
~ Bonus Room Attic: Install insulation in attic area of bonus room.	\$984.50
~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.	\$574.00
~ Vent Chutes: Install channel vent chutes in every truss opening.	\$240.00
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	\$426.40
~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	\$216.00
BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)	
GARAGE WALL PACKAGE: Package Accepted (please circle one): YES / NO	
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	\$506.39
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SIGNATURE	PRINT NAME	DATE
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S SMITH INSULATION, INC.
 123 ANY STREET, ANYTOWN, MI 69999
 PHONE: (222) 333-5678
 FAX: (222) 333-5678
I EMAL: JIM@SMITHINSULATION.COM
 WWW.SMITHINSULATION.COM
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 Ralph Wood
 330 3rd Ave
 Nisula, MI 49952

Job Name:
 330 3rd Ave
 330 3rd Ave
 Nisula, MI 49952
 P: 555-8772 A: 555-9250

<u>Item ID</u>	<u>Description</u>	<u>Qty</u>	<u>Rate</u>	<u>Total</u>
HOUSE PACKAGE:		Package Accepted (please circle one): YES / NO		
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728	\$0.89	\$647.92
<i>Upgrade: ~ 14" Flat Attic: Install insulation to 14" (R-50) in open flat attic</i>			\$65.52	Initial: _____
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410	\$1.00	\$410.00
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	812	\$1.60	\$1,299.20
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	248	\$2.50	\$620.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	961	\$0.65	\$624.65
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	2,288	\$0.79	\$1,807.52
W6 Walkout/Da	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	346	\$0.79	\$273.34
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneecattic/kneewall areas	6	\$18.00	\$108.00
BOX	~ Boxesill/Rimjoist: Boxesill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169	\$1.00	\$169.00
HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)				
BONUS ROOM PACKAGE:		Package Accepted (please circle one): YES / NO		
BA12	~ Bonus Room Attic: Install insulation in attic area of bonus room.	895	\$1.10	\$984.50
AF	~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.	574	\$1.00	\$574.00
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	96	\$2.50	\$240.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	656	\$0.65	\$426.40
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneecattic/kneewall areas	12	\$18.00	\$216.00
BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)				
GARAGE WALL PACKAGE:		Package Accepted (please circle one): YES / NO		
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641	\$0.79	\$506.39
GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)				

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Estimate

Page 1 of 1

Estimate #: 8019.00
Date: 03/02/2011
Terms: Net 60
PO #:
Sales Rep: Jim
Print Date: 03/10/2011

Customer Name: Upright Homes 4908 1st St Lake George, MI 48633	Job Name: Dennis Powell Residence 2271 189th Ln , 49620 P: 555-9244	A: 555-2529	F: 555-9245
--	--	-------------	-------------

<u>Qty</u>	<u>Item ID</u>	<u>Description</u>	<u>Material</u>	<u>Labor</u>
HOUSE PACKAGE:		Package Accepted (please circle one): YES / NO		
550	A10	~ 10" Flat Attic: Install insulation to 10" (R-38) in open flat attic.	\$236.50	\$176.00
400	W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	\$160.00	\$100.00

HOUSE PACKAGE TOTAL: \$672.50 (Package Is Included In Total)

Subtotals: **\$396.50** **\$276.00**

Thank you for your business!
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 AUTHORIZED SIGNATURE DATE

 SIGNATURE PRINT NAME DATE

Subtotal: \$672.50

Sales Tax: \$40.35

Grand Total: **\$712.85**

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Date: 03/02/2011
Terms: Net 60
PO #:
Sales Rep: Jim
Print Date: 03/10/2011

Customer Name:
 Upright Homes
 4908 1st St
 Lake George, MI 48633

Job Name:
 Dennis Powell Residence
 2271 189th Ln
 , 49620
 P: 555-9244 A: 555-2529 F: 555-9245

Qty	Item ID	Description	Material	Labor	Total
HOUSE PACKAGE:			Package Accepted (please circle one): YES / NO		
550	A10	~ 10" Flat Attic: Install insulation to 10" (R-38) in open flat attic.	\$236.50	\$176.00	\$412.50
400	W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	\$160.00	\$100.00	\$260.00

HOUSE PACKAGE TOTAL: \$672.50 (Package Is Included In Total)

Subtotals: **\$396.50** **\$276.00** **\$672.50**

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 Don't hesitate to contact us if you have any questions.

 AUTHORIZED SIGNATURE DATE

 SIGNATURE PRINT NAME DATE

Subtotal: \$672.50

Sales Tax: \$40.35

Grand Total: **\$712.85**

Invoice

Page 1 of 1

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<u>Description</u>
<p>HOUSE PACKAGE:</p> <ul style="list-style-type: none"> ~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation. ~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic) ~ Vented Cathedral: Install insulation in vented cathedral ceiling. ~ Vent Chutes: Install channel vent chutes in every truss opening. ~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13) ~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21) ~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21) ~ Foamboard: R-board type ceilings/backer installed in kneattic/kneewall areas ~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass) <p>HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)</p> <p>BONUS ROOM PACKAGE:</p> <ul style="list-style-type: none"> ~ Bonus Room Attic: Install insulation in attic area of bonus room. ~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room. ~ Vent Chutes: Install channel vent chutes in every truss opening. ~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13) ~ Foamboard: R-board type ceilings/backer installed in kneattic/kneewall areas <p>BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)</p> <p>GARAGE WALL PACKAGE:</p> <ul style="list-style-type: none"> ~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21) <p>GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)</p>

<u>Previous Payments</u>		Sales Tax:	\$504.03
03/10/2011	\$1,780.91		

Subtotal	Total	Total Paid	Total Due	Min. Pay. Due	Due Date
\$8,400.53	\$8,904.56	\$1,780.91	\$7,123.65	\$0.00	02/17/2007

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<u>Description</u>	<u>Qty</u>
HOUSE PACKAGE:	
~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728
~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410
~ Vented Cathedral: Install insulation in vented cathedral ceiling.	812
~ Vent Chutes: Install channel vent chutes in every truss opening.	248
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	961
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	2,288
~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	346
~ Foamboard: R-board type ceilings/backer installed in kneeatric/kneewall areas	6
~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169
HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)	
BONUS ROOM PACKAGE:	
~ Bonus Room Attic: Install insulation in attic area of bonus room.	895
~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.	574
~ Vent Chutes: Install channel vent chutes in every truss opening.	96
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	656
~ Foamboard: R-board type ceilings/backer installed in kneeatric/kneewall areas	12
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W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641	\$0.79	\$506.39
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PO #:
Sales Rep: Jim
Print Date: 03/10/2011

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550	A10	~ 10" Flat Attic: Install insulation to 10" (R-38) in open flat attic.	\$236.50	\$176.00
400	W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	\$160.00	\$100.00
HOUSE PACKAGE TOTAL: \$672.50 (Package Is Included In Total)				
			Subtotals:	<u>\$396.50</u> <u>\$276.00</u>

<u>Previous Payments</u>		Sales Tax:	\$40.35
03/10/2011	\$200.00		

Subtotal	Total	Total Paid	Total Due	Min. Pay. Due	Due Date
\$672.50	\$712.85	\$200.00	\$512.85	\$0.00	05/02/2011

Thank you for your business!
 We will contact you as soon as we schedule your job.
 Don't hesitate to contact us if you have any questions.

S SMITH INSULATION, INC.
 125 ANY STREET, ANYTOWN, MI 69999
 PHONE: (222) 333-5678
 FAX: (222) 333-5678
I EMAL: JIM@SMITHINSULATION.COM
 WWW.SMITHINSULATION.COM
 Professional Insulation Services Since 1970

Invoice

Page 1 of 1

Invoice #: 8019.00
Date: 03/02/2011
Terms: Net 60
PO #:
Sales Rep: Jim
Print Date: 03/10/2011

Customer Name: Upright Homes 4908 1st St Lake George, MI 48633	Job Name: Dennis Powell Residence 2271 189th Ln , 49620 P: 555-9244 A: 555-2529 F: 555-9245
--	--

<u>Qty</u>	<u>Item ID</u>	<u>Description</u>	<u>Material</u>	<u>Labor</u>	<u>Total</u>
HOUSE PACKAGE:					
550	A10	~ 10" Flat Attic: Install insulation to 10" (R-38) in open flat attic.	\$236.50	\$176.00	\$412.50
400	W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	\$160.00	\$100.00	\$260.00

HOUSE PACKAGE TOTAL: \$672.50 (Package Is Included In Total)

Subtotals: **\$396.50** **\$276.00** **\$672.50**

<u>Previous Payments</u>		Sales Tax:	\$40.35
03/10/2011	\$200.00		

Subtotal	Total	Total Paid	Total Due	Min. Pay. Due	Due Date
\$672.50	\$712.85	\$200.00	\$512.85	\$0.00	05/02/2011

Thank you for your business!
 We will contact you as soon as we schedule your job.
 Don't hesitate to contact us if you have any questions.

Smith Insulation

Job Sheet

Bill To: Ralph Wood 330 3rd Ave Nisula, MI 49952 Job: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772 A: 555-9250	Crew:
	Estimate #: 1003.00 Date: 01/17/2011 Sales Rep: Dan Print Date: Tuesday, May 17, 2011 Page: Page 1 of 1

Item ID	Description	Qty	Units
HOUSE PACKAGE:		5,969	1,046
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728	41.00
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410	432.00
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	812	68.00
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	248	247.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	961	35.00
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	2,288	42.00
W6 Walkou	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	346	7.00
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	6	6.00
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169	167.00
T&M		1	1.00
BONUS ROOM PACKAGE:		2,233	1,112
BA12	~ Bonus Room Attic: Install insulation in attic area of bonus room.	895	906.00
AF	~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.	574	70.00
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	96	96.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	656	22.00
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	12	18.00
GARAGE WALL PACKAGE:		641	35
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641	35.00

Special Instructions

Directions: Clark St. is the first road on your left past Tony Rd. whne traveling on Higway 115. YOu will be turning into the second driveway on the right after you turn on Clark St. You will want to prep the house and the basement.

Comments: This job is expected to be completed in two days.

Smith Insulation

Job Sheet

Bill To: Ralph Wood 330 3rd Ave Nisula, MI 49952 Job: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772 A: 555-9250	Crew:
	Estimate #: 1003.00 Date: 01/17/2011 Sales Rep: Dan Print Date: Tuesday, May 17, 2011 Page: Page 1 of 1

Item ID	Description	Qty	P. Units	A. Units
HOUSE PACKAGE:		5,969	1,030	1,046
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728	42.82	41.00
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410	410.00	432.00
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	812	67.67	68.00
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	248	248.00	247.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	961	34.32	35.00
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	2,288	44.86	42.00
W6 Walkou	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	346	6.78	7.00
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	6	6.00	6.00
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169	169.00	167.00
T&M		1	1.00	1.00
BONUS ROOM PACKAGE:		2,233	1,084	1,112
BA12	~ Bonus Room Attic: Install insulation in attic area of bonus room.	895	895.00	906.00
AF	~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.	574	57.40	70.00
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	96	96.00	96.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	656	23.43	22.00
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	12	12.00	18.00
GARAGE WALL PACKAGE:		641	13	35
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641	12.57	35.00

Special Instructions

Directions: Clark St. is the first road on your left past Tony Rd. whne traveling on Higway 115. YOu will be turning into the second driveway on the right after you turn on Clark St. You will want to prep the house and the basement.

Comments: This job is expected to be completed in two days.

Smith Insulation

Job Sheet

Bill To: Ralph Wood 330 3rd Ave Nisula, MI 49952 Job: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772 A: 555-9250	Crew:
	Estimate #: 1003.00 Date: 01/17/2011 Sales Rep: Dan Print Date: Tuesday, May 17, 2011 Page: Page 1 of 1

Item ID	Description	Qty	Proj. Units	Proj. Labor
HOUSE PACKAGE:		5,969	1,030	\$960.99
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728	43	\$65.51
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410	410	\$45.10
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	812	68	\$162.41
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	248	248	\$186.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	961	34	\$115.32
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls. (R-21)	2,288	45	\$297.42
W6 Walkou	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	346	7	\$44.95
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	6	6	\$24.00
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169	169	\$20.28
T&M		1	1	\$0.00
BONUS ROOM PACKAGE:		2,233	1,084	\$537.27
BA12	~ Bonus Room Attic: Install insulation in attic area of bonus room.	895	895	\$223.75
AF	~ Attic/Floor area: Install insulation in attic and under floor. Eg: Above garage below bonus room.	574	57	\$114.80
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	96	96	\$72.00
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	656	23	\$78.72
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	12	12	\$48.00
GARAGE WALL PACKAGE:		641	13	\$83.34
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls. (R-21)	641	13	\$83.34
Labor Total:				<u><u>\$1,581.60</u></u>

Special Instructions

Directions: Clark St. is the first road on your left past Tony Rd. whne traveling on Higway 115. YOu will be turning into the second driveway on the right after you turn on Clark St. You will want to prep the house and the basement.

Comments: This job is expected to be completed in two days.

Smith Insulation

Blowers Job Sheet

Bill To: Ralph Wood 330 3rd Ave Nisula, MI 49952 Job: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772 A: 555-9250	Crew: Estimate #: 1003.00 Date: 01/17/2011 Sales Rep: Dan Print Date: Tuesday, May 17, 2011 Page: Page 1 of 1
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Description	Qty	Rate	Total	Com	Start Date:
HOUSE PACKAGE:	5,969				Times on Job: 1__2__3__4__5__6__
~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728				Job Comp.: Yes:___ No:___
~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410				Bag Counts Complete Yes:___ No:___
~ Vented Cathedral: Install insulation in vented cathedral ceiling.	812				Density Test #1:_____
~ Vent Chutes: Install channel vent chutes in every truss opening.	248				Density Test #2:_____
~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls.(R-13)	961				Check/Deposit Picked Up: Yes:___ No:___
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	2,288				5/16" staples_____
~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	346				1/2" staples_____
~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	6				Hand staples_____
~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169				16" cardboards_____
	1				24" cardboards_____
GARAGE WALL PACKAGE:	641				12" morvents_____
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641				24" morvents_____
Total:					16" batts_____
					24" batts_____
					Blanket roll_____
					Ramset nails_____
					Ramset shots_____
					Plugs_____
					Can foam_____
					Garbage Bags_____
					Misc. Items_____
					Attic_____
					Walls_____
					Cathedral_____
					Rim joist_____
					Floor joist_____

Special Instructions

Directions: Clark St. is the first road on your left past Tony Rd. whne traveling on Higway 115. YOu will be turning into the second driveway on the right after you turn on Clark St. You will want to prep the house and the basement.

Comments: This job is expected to be completed in two days.

Bill To: Ralph Wood 330 3rd Ave Nisula, MI 49952 Job: 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772 A: 555-9250	Crew:
	Estimate #: 1003.00 Date: 01/17/2011 Sales Rep: Dan Print Date: Tuesday, May 17, 2011 Page: Page 1 of 1

Product Source	Projected Units	Actual Units
Cellulose	776.45	793.00
FD55	6.00	6.00
Misc	248.00	247.00
OC16R13	12.57	35.00

Special Instructions

Directions: Clark St. is the first road on your left past Tony Rd. whne traveling on Higway 115. YOu will be turning into the second driveway on the right after you turn on Clark St. You will want to prep the house and the basement.

Comments: This job is expected to be completed in two days.

Smith Insulation

Cost Sheet: Actual Cost Details

Customer Name:

Ralph Wood
330 3rd Ave
Nisula, MI 49952

Job Name:

330 3rd Ave
330 3rd Ave
Nisula, MI 49952
P: 555-8772

A: 555-9250

Estimate #: 1003.00

Date: 01/17/2011

Print Date: 05/18/2011

Page: Page 1 of 1

Item ID	Description	Actual					Projected		Balances			
		Qty of Units	Total Cost	Material Cost	Labor Cost 1	Labor Cost 2	Other Cost	Qty of Units	Total Cost	Actual vs Pro.	Charged Cust.	Actual Profit
HOUSE PACKAGE:		1,046.00	\$3,326.89	\$2,185.75	\$945.21	\$0.00	\$195.93	1,030.45	\$3,382.26	-55.37	\$5,959.63	\$2,632.74
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	41.00	\$404.26	\$320.62	\$62.73	0.00	\$20.91	42.82	\$422.21	\$-17.95	\$647.92	\$243.66
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	432.00	\$272.16	\$207.36	\$47.52	0.00	\$17.28	410.00	\$258.30	\$13.86	\$410.00	\$137.84
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	68.00	\$685.44	\$489.60	\$163.20	0.00	\$32.64	67.67	\$682.11	\$3.33	\$1,299.20	\$613.76
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	247.00	\$328.51	\$135.85	\$185.25	0.00	\$7.41	248.00	\$329.84	\$-1.33	\$620.00	\$291.49
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	35.00	\$362.60	\$205.80	\$117.60	0.00	\$39.20	34.32	\$355.56	\$7.04	\$624.65	\$262.05
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls. (R-21)	42.00	\$942.48	\$599.76	\$278.46	0.00	\$64.26	44.86	\$1,006.66	\$-64.18	\$1,807.52	\$865.04
W6 Walkout/I	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	7.00	\$157.08	\$99.96	\$46.41	0.00	\$10.71	6.78	\$152.14	\$4.94	\$273.34	\$116.26
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneattic/kneewall areas	6.00	\$84.18	\$60.00	\$24.00	0.00	\$0.18	6.00	\$84.18	\$0.00	\$108.00	\$23.82
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	167.00	\$90.18	\$66.80	\$20.04	0.00	\$3.34	169.00	\$91.26	\$-1.08	\$169.00	\$78.82
T&M		1.00	\$0.00	\$0.00	\$0.00	0.00	\$0.00	1.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand Totals:		1,046.00	\$3,326.89	\$2,185.75	\$945.21	\$0.00	\$195.93	1,030.45	\$3,382.26	-55.37	\$5,959.63	\$2,632.74

Totals based on ACTUAL unit quantity.

	Material	Labor	Other	Actual / Pro. Cost Margin	Gross Margin
Percent of Total Cost:	65.70 %	28.41 %	5.89 %	-1.66 %	44.18 %

Smith Insulation

Cost Sheet: Actual Only Cost Totals

Customer Name:
 Ralph Wood
 330 3rd Ave
 Nisula, MI 49952

Job Name:
 330 3rd Ave
 330 3rd Ave
 Nisula, MI 49952
 P: 555-8772

A: 555-9250

Estimate #: 1003.00
Date: 01/17/2011
Print Date: 05/18/2011
Page: Page 1 of 1

Package Name	Actual						Balances	
	Qty of Units	Total Cost	Material Cost	Labor Cost 1	Labor Cost 2	Other Cost	Charged Cust.	Actual Profit
HOUSE	1,046.00	\$3,326.89	\$2,185.75	\$945.21	0.00	\$195.93	\$5,959.63	\$2,632.74
Grand Totals:	1,046.00	\$3,326.89	\$2,185.75	\$945.21	0.00	\$195.93	\$5,959.63	\$2,632.74

<i>Totals based on ACTUAL unit quantity.</i>				
Percent of Total Cost:	Material	Labor	Other	Gross Margin
	65.70 %	28.41 %	5.89 %	44.18 %

Smith Insulation

Cost Sheet: Package ID Details

Customer Name:
Ralph Wood
330 3rd Ave
Nisula, MI 49952

Job Name:
330 3rd Ave
330 3rd Ave
Nisula, MI 49952
P: 555-8772 A: 555-9250

Print Date: 05/18/2011
Page: Page 1 of 1

Option Name	Pac ID	Projected				Actual				Unit Labor vs. Time Sheet Labor			Balances		
		Total Cost	Material Cost	Labor Cost	Other Cost	Total Cost	Material Cost	Labor Cost	Other Cost	T.S. Labor	P. Lab. - T.S. Lab.	A. Lab. - T.S. Lab.	Actual - Projected	Charged Cust.	Actual Profit
HOUSE	100	\$3,382.43	\$2,222.21	\$961.04	\$199.18	\$3,326.89	\$2,185.75	\$945.21	\$195.93	\$920.00	\$41.04	\$25.21	\$-55.54	\$5,959.63	\$2,632.74
BONUS ROOM	101	\$1,663.47	\$1,037.96	\$537.27	\$88.24	\$1,840.64	\$1,163.92	\$584.42	\$92.30	\$623.72	\$-86.45	\$-39.30	\$177.17	\$2,440.90	\$600.26
GARAGE WAL	102	\$282.04	\$179.48	\$83.33	\$19.23	\$785.40	\$499.80	\$232.05	\$53.55	\$262.89	\$-179.56	\$-30.84	\$503.36	\$506.39	\$-279.01
Grand Total:		\$5,327.94	\$3,439.65	\$1,581.64	\$306.65	\$5,952.93	\$3,849.47	\$1,761.68	\$341.78	\$1,806.61	\$-224.97	\$-44.93	\$624.99	\$8,906.92	\$2,953.99

<i>Totals based on ACTUAL unit quantity.</i>	Percent of Total Cost:	<u>Material</u>	<u>Labor</u>	<u>Other</u>	<u>Actual / Pro. Cost Margin</u>	<u>Gross Margin</u>
		64.67 %	29.59 %	5.74 %	10.50 %	33.17 %

Note: Data found on this report is grouped by the Customer/Job. If you have multiple estimates for the same Customer/Job, data from all estimates will be displayed on this report. It is recommended that you do not have multiple estimates with exact same Customer/Job.

Smith Insulation

Cost Sheet: Projected Cost Details

Customer Name:

Ralph Wood
330 3rd Ave
Nisula, MI 49952

Job Name:

330 3rd Ave
330 3rd Ave
Nisula, MI 49952
P: 555-8772

A: 555-9250

Estimate #: 1003.00

Date: 01/17/2011

Print Date: 05/18/2011

Page: Page 1 of 1

Item ID	Description	Projected					Actual		Balances			
		Qty of Units	Total Cost	Material Cost	Labor Cost 1	Labor Cost 2	Other Cost	Qty of Units	Total Cost	Actual vs Pro.	Charged Cust.	Projected Profit
HOUSE PACKAGE:		1,030.45	\$3,382.26	2,222.10	960.99	\$0.00	199.17	1,046.00	\$3,326.89	-55.37	\$5,959.63	2,577.37
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	42.82	\$422.21	\$334.85	65.5146	\$0.00	\$21.84	41.00	\$404.26	\$-17.95	\$647.92	\$225.71
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410.00	\$258.30	\$196.80	45.1000	\$0.00	\$16.40	432.00	\$272.16	\$13.86	\$410.00	\$151.70
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	67.67	\$682.11	\$487.22	162.4080	\$0.00	\$32.48	68.00	\$685.44	\$3.33	\$1,299.20	\$617.09
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	248.00	\$329.84	\$136.40	186.0000	\$0.00	\$7.44	247.00	\$328.51	\$-1.33	\$620.00	\$290.16
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	34.32	\$355.56	\$201.80	115.3152	\$0.00	\$38.44	35.00	\$362.60	\$7.04	\$624.65	\$269.09
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls. (R-21)	44.86	\$1,006.66	\$640.60	297.4218	\$0.00	\$68.64	42.00	\$942.48	\$-64.18	\$1,807.52	\$800.86
W6 Walkout/	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	6.78	\$152.14	\$96.82	44.9514	\$0.00	\$10.37	7.00	\$157.08	\$4.94	\$273.34	\$121.20
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneattic/kneewall areas	6.00	\$84.18	\$60.00	24.0000	\$0.00	\$0.18	6.00	\$84.18	\$0.00	\$108.00	\$23.82
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169.00	\$91.26	\$67.60	20.2800	\$0.00	\$3.38	167.00	\$90.18	\$-1.08	\$169.00	\$77.74
T&M		1.00	\$0.00	\$0.00	0.0000	\$0.00	\$0.00	1.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand Totals:		1,030.45	\$3,382.26	\$2,222.10	\$960.99	\$0.00	\$199.17	1,046.00	\$3,326.89	-55.37	\$5,959.63	2,577.37

Totals based on
PROJECTED unit quantity.

	Material	Labor	Other	Actual / Pro. Cost Margin	Gross Margin
Percent of Total Cost:	65.70 %	28.41 %	5.89 %	-1.66 %	43.25 %

Cost Sheet - Material & Labor Cost

Bill To: Ralph Wood
 330 3rd Ave

 Nisula, MI 49952

Job: 330 3rd Ave
 330 3rd Ave
 Nisula, MI 49952

Estimate #: 1003.00
Date: 01/17/2011
Print Date: Wednesday, May 18, 2011
Page: Page 1 of 1

Item ID	Description	Charged	P. Units	P. Cost	A. Units	A. Cost	Diff	M. Profit
HOUSE PACKAGE:		\$5,959.63	1,030.45	\$2,222.10	1,046.00	\$2,185.75	\$36.35	\$3,773.88
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	\$647.92	42.82	\$334.85	41.00	\$320.62	\$14.23	\$327.30
RW	~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	\$410.00	410.00	\$196.80	432.00	\$207.36	\$-10.56	\$202.64
CATH	~ Vented Cathedral: Install insulation in vented cathedral ceiling.	\$1,299.20	67.67	\$487.22	68.00	\$489.60	\$-2.38	\$809.60
CHAN	~ Vent Chutes: Install channel vent chutes in every truss opening.	\$620.00	248.00	\$136.40	247.00	\$135.85	\$0.55	\$484.15
W4	~ 4" Sidewalls: Install sprayed cellulose in 4" exterior sidewalls. (R-13)	\$624.65	34.32	\$201.80	35.00	\$205.80	\$-4.00	\$418.85
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls. (R-21)	\$1,807.52	44.86	\$640.60	42.00	\$599.76	\$40.84	\$1,207.76
W6 Walkou	~ 6" Walkout/Daylight walls: Install sprayed cellulose in 6" exterior walkout/daylight basement sidewalls. (R-21)	\$273.34	6.78	\$96.82	7.00	\$99.96	\$-3.14	\$173.38
FOAM	~ Foamboard: R-board type ceilings/backer installed in kneeattic/kneewall areas	\$108.00	6.00	\$60.00	6.00	\$60.00	\$0.00	\$48.00
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	\$169.00	169.00	\$67.60	167.00	\$66.80	\$0.80	\$102.20
T&M		\$0.00	1.00	\$0.00	1.00	\$0.00	\$0.00	\$0.00
Material Grand Totals:		\$5,959.63	1,030.45	\$2,222.10	1,046.00	\$2,185.75	\$36.35	\$3,773.88

Job Name	Task	Labor Cost
Labor Grand Total:		

Smith Insulation

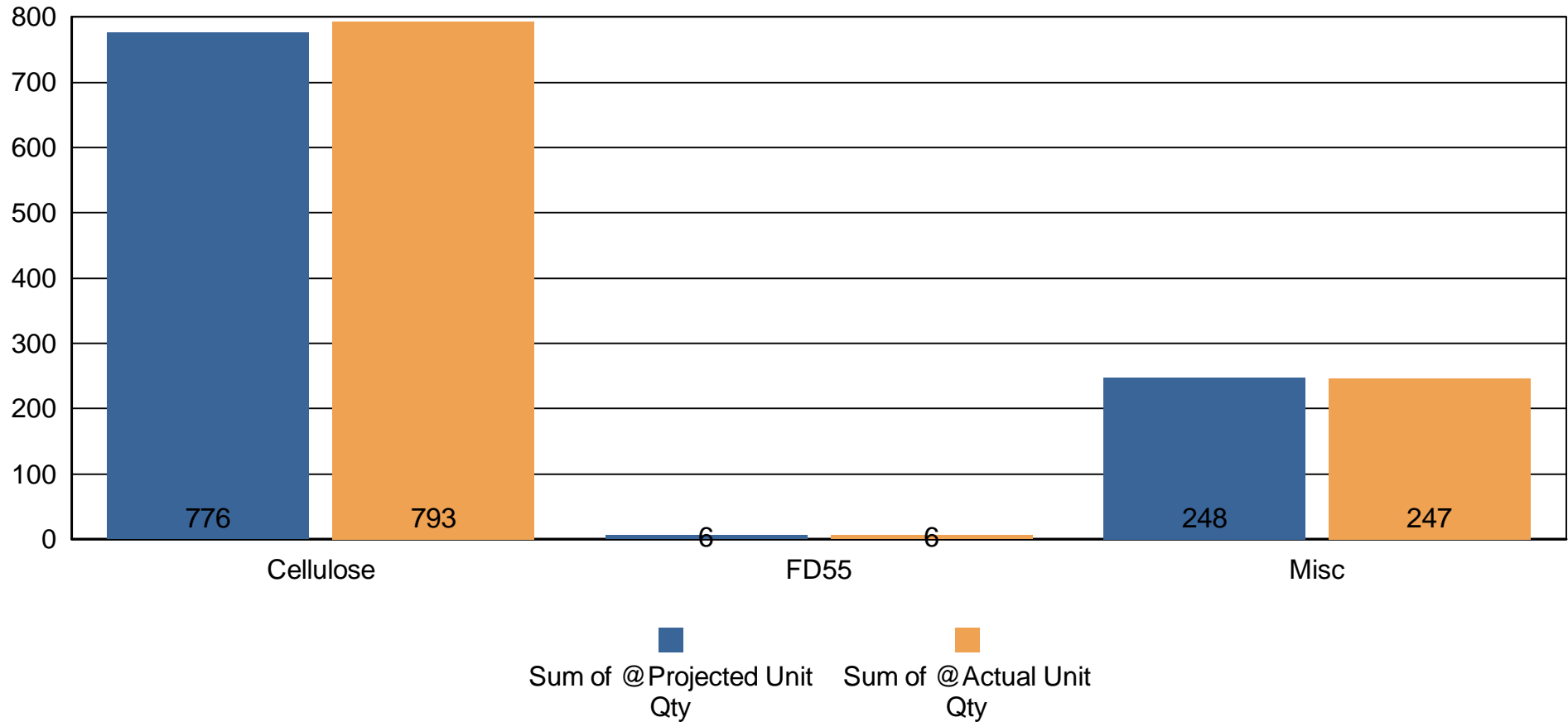
Projected Vs Actual Unit Qty Graph

Customer Name:
Ralph Wood
330 3rd Ave
Nisula, MI 49952

Job Name:
330 3rd Ave
330 3rd Ave
Nisula, MI 49952
P: 555-8772 A: 555-9250

Estimate #: 1003.00
Date: 01/17/2011
Print Date: 05/18/2011
Page: Page 1 of 1

Projected Vs Actual Unit Qty

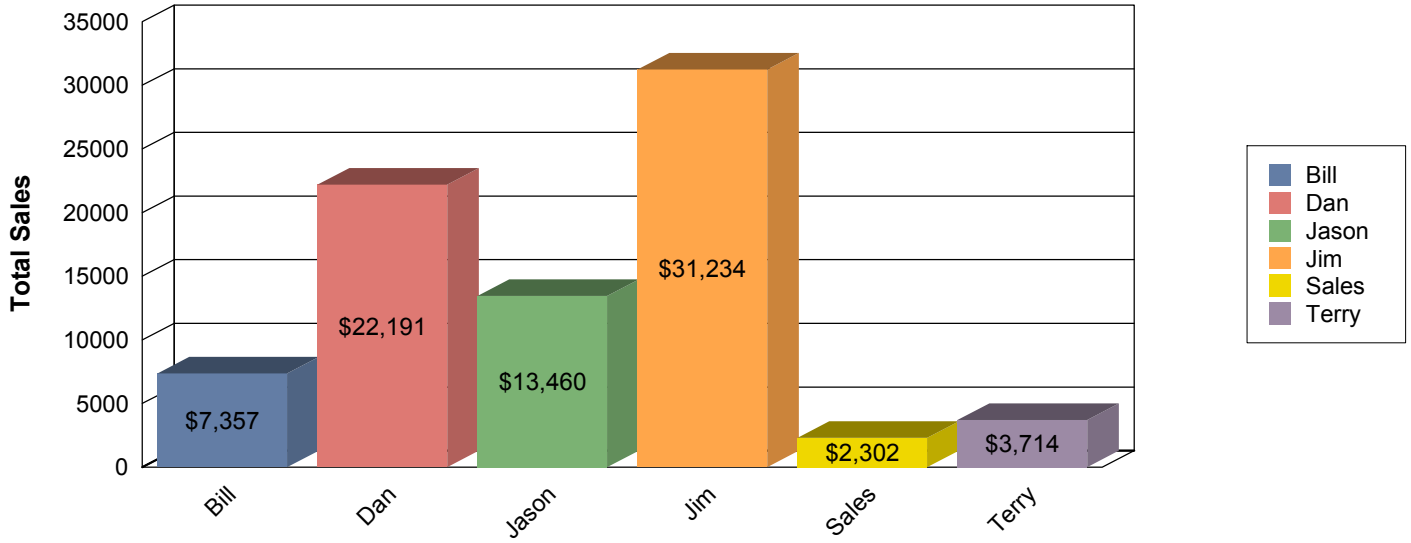


Total Sales by Sales Rep - Graph

Date Range: 1/1/2011 - 12/31/2011

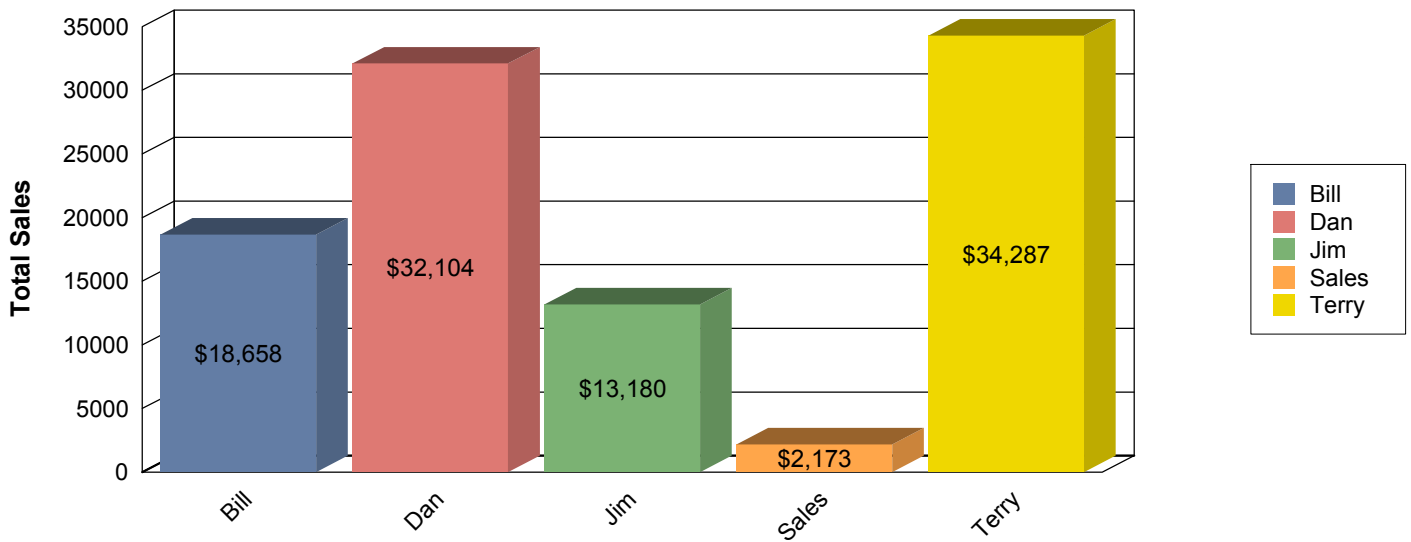
Estimate

Total Sales by Sales Rep



Invoice

Total Sales by Sales Rep

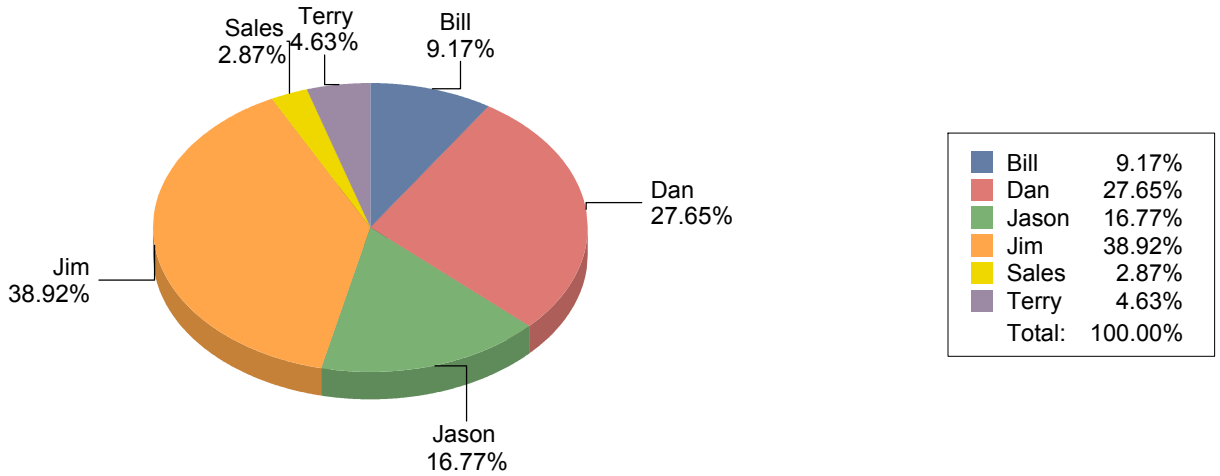


Percent Splits by Sales Rep - Graph

Date Range: 1/1/2011 - 12/31/2011

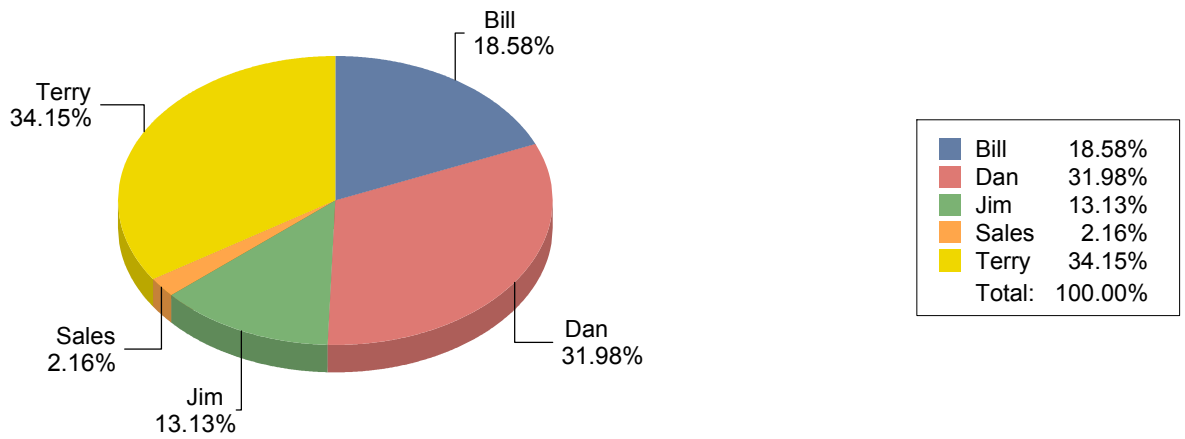
Estimate

Percent Splits by Sales Rep



Invoice

Percent Splits by Sales Rep

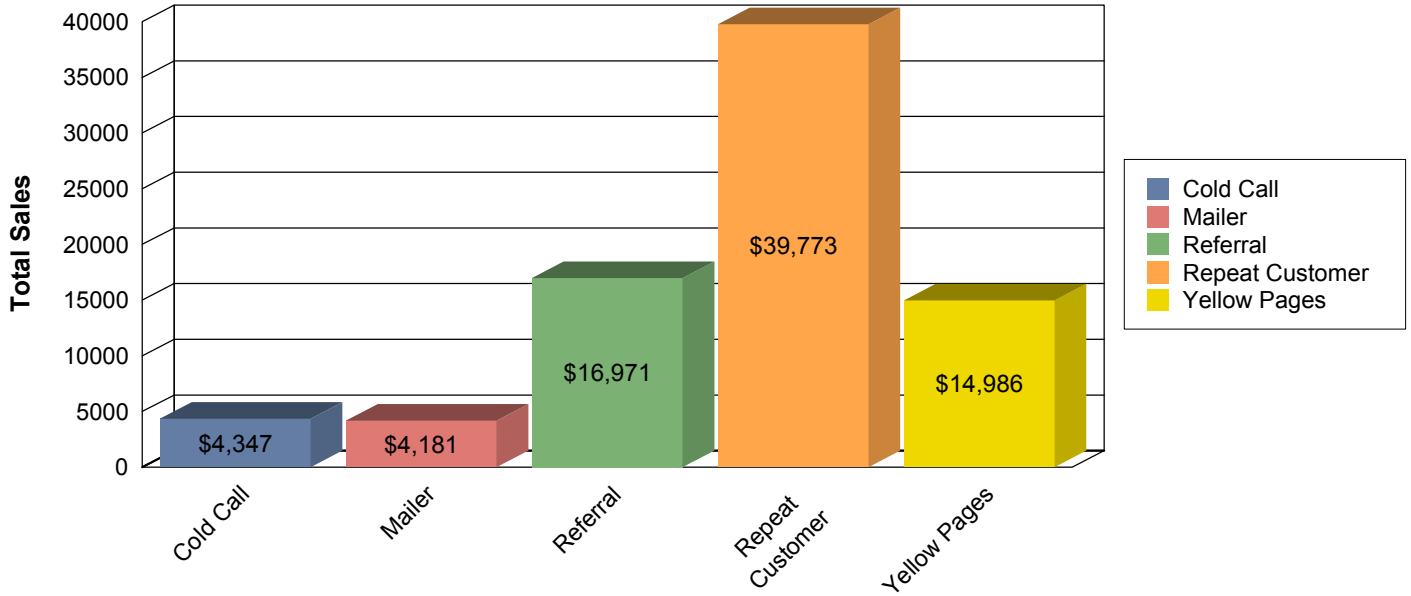


Total Sales by Source of Order - Graph

Date Range: 1/1/2011 - 12/31/2011

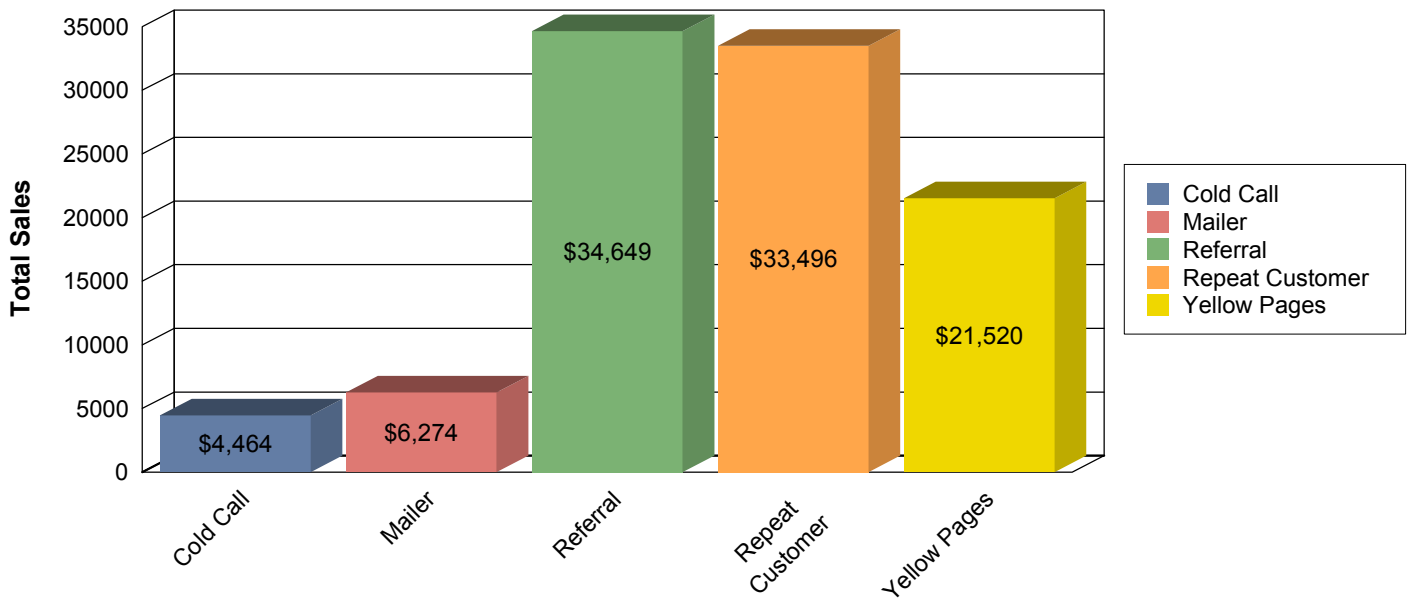
Estimate

Total Sales by Source of Order



Invoice

Total Sales by Source of Order

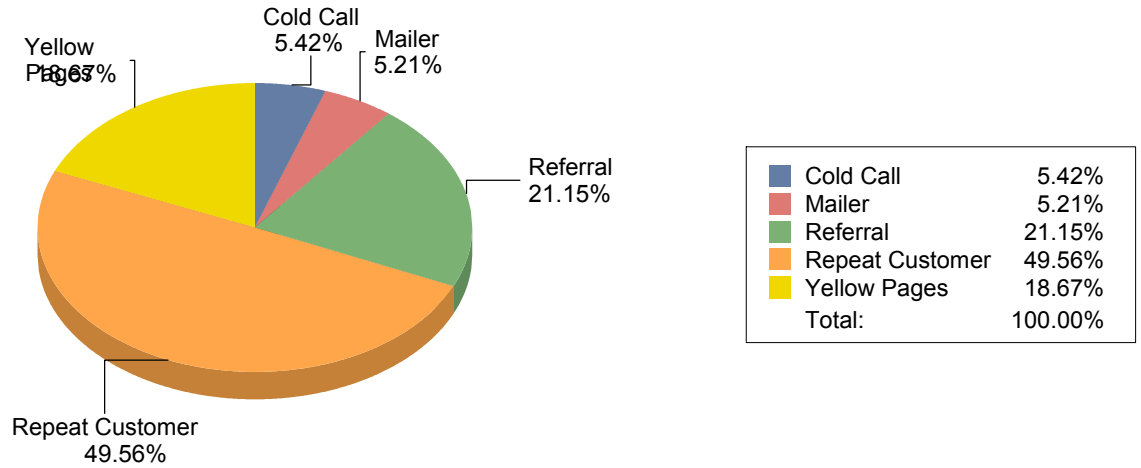


Percent Splits by Source of Order - Graph

Date Range: 1/1/2011 - 12/31/2011

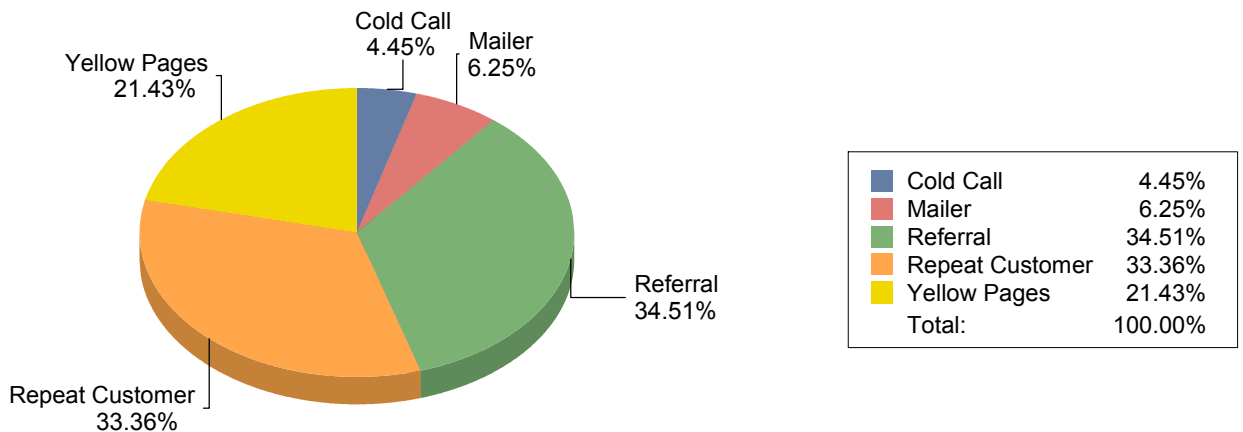
Estimate

Percent Splits by Source of Order



Invoice

Percent Splits by Source of Order



Percentage Totals by Percentage

Date Range: 1/1/2011 - 12/31/2011

Percentage Name	Amount
Jim's Commission	\$372.14
Estimate	\$127.91
Invoice	\$244.23
Sales Tax	\$2,413.15
Estimate	\$1,675.50
Invoice	\$737.66