



# **Allpro Technology**

2425 S. Blodgett Rd., Lake City, MI 49651

Phone: (231) 839-7928 Fax: (720) 293-7615

Email: [info@allprotechnology.com](mailto:info@allprotechnology.com)

Website: [www.allprotechnology.com](http://www.allprotechnology.com)

## ***Allpro Insulator Sample Reports***

Allpro Insulator allows you to print over 100 detailed reports. You also have the ability to export all of these reports to several useful formats including: Adobe PDF, Microsoft Word, Microsoft Excel, Rich Text, XML, or Crystal Report. Once the reports have been exported you can modify the report in any way you desire. This PDF contains what we feel are the most useful reports found throughout Allpro Insulator. Note that these reports contain sample data. The prices and data listed on the reports are for demonstration purposes only.

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  - Estimate Quantity
  - Estimate Total
  - Estimate Details
  - Estimate Material and Labor
  - Estimate Material, Labor, and Total
- **Invoices**
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  - Invoice Quantity
  - Invoice Total
  - Invoice Details
  - Invoice Material and Labor
  - Invoice Material, Labor, and Total
- **Job Sheets**
  - Job Sheet Description
  - Job Sheet Details
  - Job Sheet Labor Projections
  - Job Sheet Crew
  - Job Product Source
- **Costing Sheets**
  - Actual Cost Details
  - Actual Cost Totals
  - Package Cost Details
  - Projected Details
  - Materials Plus Labor
  - Projected Vs Actual Graph
- **Sales Reports**
  - Sales by Sales Rep Graph
  - Sales Splits by Sales Rep Graph
  - Sales by Source of Order Graph
  - Sales Splits by Source of Order Graph
  - Percentages by Percentage

# Estimate

Page 1 of 1

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

**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

Grand Total: **\$8904.56**

SIGNATURE

PRINT NAME

DATE

# Estimate

Page 1 of 1

**S** SMITH INSULATION, INC.  
123 ANY STREET, ANYTOWN, MI 69999  
PHONE: (222) 333-5678  
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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
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)		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
<b>HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)</b>		
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
<b>BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)</b>		
GARAGE WALL PACKAGE:		Package Accepted (please circle one): YES / NO
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)		641
<b>GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)</b>		

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

Grand Total: **\$8904.56**

SIGNATURE \_\_\_\_\_ PRINT NAME \_\_\_\_\_ DATE \_\_\_\_\_



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**Job Name:**

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

<u>Description</u>		<u>Total</u>
HOUSE PACKAGE:		
Package Accepted (please circle one): YES / NO		
~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.		\$647.92
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)		\$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
<b>HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)</b>		
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
<b>BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)</b>		
GARAGE WALL PACKAGE:		
Package Accepted (please circle one): YES / NO		
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)		\$506.39
<b>GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)</b>		

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_____ AUTHORIZED SIGNATURE	_____ DATE
_____ SIGNATURE	_____ PRINT NAME
	_____ DATE

Subtotal: \$8,400.53

Sales Tax: \$504.03

Grand Total: \$8904.56

# Estimate

Page 1 of 2

**S** SMITH INSULATION, INC.  
123 ANY STREET, ANYTOWN, MI 69999  
PHONE: (222) 333-5678  
FAX: (222) 333-5678  
**I** EMAIL: JIM@SMITHINSULATION.COM  
WWW.SMITHINSULATION.COM  
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**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

Item ID	Description	Qty	Rate	Total
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 kneeattic/kneewall areas	6	\$18.00	\$108.00
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169	\$1.00	\$169.00
<b>HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)</b>				
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 kneeattic/kneewall areas	12	\$18.00	\$216.00
<b>BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)</b>				
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
<b>GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)</b>				

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.

# 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:			<u>\$396.50</u>	<u>\$276.00</u>

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.

\_\_\_\_\_  
AUTHORIZED SIGNATURE

\_\_\_\_\_  
DATE

\_\_\_\_\_  
SIGNATURE

\_\_\_\_\_  
PRINT NAME

\_\_\_\_\_  
DATE

Subtotal: \$672.50

Sales Tax: \$40.35

Grand Total: \$712.85

# 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>	<u>Total</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	\$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**

Thank you for your business!  
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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

**S** SMITH INSULATION, INC.  
123 ANY STREET, ANYTOWN, MI 69999  
PHONE: (222) 333-5678  
FAX: (222) 333-5678  
**I** EMAIL: JIM@SMITHINSULATION.COM  
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**Invoice #:** 1003.00  
**Date:** 01/17/2011  
**Terms:** Due on Receipt  
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**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:

- ~ 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 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:

- ~ 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:

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

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

## Previous Payments

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	<b>\$0.00</b>	<b>02/17/2007</b>

Thanks For Your Business!

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# Invoice

Page 1 of 1

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Description	Qty
HOUSE PACKAGE:	
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~ Rafterwall: Install insulation in rafterwall area. (sloped ceiling area below open attic)	410
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~ 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
<b>HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)</b>	
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<b>BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)</b>	
GARAGE WALL PACKAGE:	
~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641
<b>GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)</b>	

Previous Payments				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	<b>\$0.00</b>	<b>02/17/2007</b>

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Description	Total
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~ 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
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Previous Payments				Sales Tax: \$504.03	
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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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**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

Item ID	Description	Qty	Rate	Total
HOUSE PACKAGE:				
A12	~ 12" Flat Attic: Install insulation to 12" (R-44) with cellulose insulation.	728	\$0.89	\$647.92
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 kneeatric/kneewall areas	6	\$18.00	\$108.00
BOX	~ Boxsill/Rimjoist: Boxsill/Rimjoist insulation (areas with unfinished ceilings may be insulated with fiberglass)	169	\$1.00	\$169.00
<b>HOUSE PACKAGE TOTAL: \$5,959.63 (Package Is Included In Total)</b>				
BONUS ROOM PACKAGE:				
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 kneeatric/kneewall areas	12	\$18.00	\$216.00
<b>BONUS ROOM PACKAGE TOTAL: \$2,440.90 (Package Is Included In Total)</b>				
GARAGE WALL PACKAGE:				
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641	\$0.79	\$506.39
<b>GARAGE WALL PACKAGE TOTAL: \$506.39 (Package Is NOT Included In Total)</b>				
<b>Previous Payments</b>			Sales Tax:	
03/10/2011			\$1,780.91	
			\$504.03	



# 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>
HOUSE PACKAGE:				
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
<b>HOUSE PACKAGE TOTAL: \$672.50 (Package Is Included In Total)</b>				
			Subtotals:	<b><u>\$396.50</u></b> <b><u>\$276.00</u></b>

<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	<b>\$0.00</b>	<b>05/02/2011</b>

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.



# 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
<b>HOUSE PACKAGE TOTAL: \$672.50 (Package Is Included In Total)</b>					
Subtotals:			<u><b>\$396.50</b></u>	<u><b>\$276.00</b></u>	<u><b>\$672.50</b></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	<b>\$0.00</b>	<b>05/02/2011</b>

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

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

Item ID	Description	Qty	Units
<b>HOUSE PACKAGE:</b>		<b>5,969</b>	<b>1,046</b>
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
<b>BONUS ROOM PACKAGE:</b>		<b>2,233</b>	<b>1,112</b>
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
<b>GARAGE WALL PACKAGE:</b>		<b>641</b>	<b>35</b>
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls.(R-21)	641	35.00

<b>Special Instructions</b>  
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**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

<b>Bill To:</b> Ralph Wood 330 3rd Ave Nisula, MI 49952  <b>Job:</b> 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772                      A: 555-9250		<b>Crew:</b>		
		<b>Estimate #:</b> 1003.00 <b>Date:</b> 01/17/2011 <b>Sales Rep:</b> Dan <b>Print Date:</b> Tuesday, May 17, 2011 <b>Page:</b> Page 1 of 1		
Item ID	Description	Qty	P. Units	A. Units
<b>HOUSE PACKAGE:</b>		<b>5,969</b>	<b>1,030</b>	<b>1,046</b>
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
<b>BONUS ROOM PACKAGE:</b>		<b>2,233</b>	<b>1,084</b>	<b>1,112</b>
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
<b>GARAGE WALL PACKAGE:</b>		<b>641</b>	<b>13</b>	<b>35</b>
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

<b>Bill To:</b> Ralph Wood 330 3rd Ave Nisula, MI 49952  <b>Job:</b> 330 3rd Ave 330 3rd Ave Nisula, MI 49952 P: 555-8772                      A: 555-9250		<b>Crew:</b>		
		<b>Estimate #:</b> 1003.00 <b>Date:</b> 01/17/2011 <b>Sales Rep:</b> Dan <b>Print Date:</b> Tuesday, May 17, 2011 <b>Page:</b> Page 1 of 1		
Item ID	Description	Qty	Proj. Units	Proj. Labor
<b>HOUSE PACKAGE:</b>		<b>5,969</b>	<b>1,030</b>	<b>\$960.99</b>
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
<b>BONUS ROOM PACKAGE:</b>		<b>2,233</b>	<b>1,084</b>	<b>\$537.27</b>
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
<b>GARAGE WALL PACKAGE:</b>		<b>641</b>	<b>13</b>	<b>\$83.34</b>
W6	~ 6" Sidewalls: Install sprayed cellulose in 6" exterior sidewalls. (R-21)	641	13	\$83.34
<b>Labor Total:</b>				<b>\$1,581.60</b>

## Special Instructions

**Directions:** Clark St. is the first road on your left past Tony Rd. whne traveling on Highway 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

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

Description	Qty	Rate	Total	Com	Start Date:
<b>HOUSE PACKAGE:</b>	<b>5,969</b>				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 kneeatric/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_____
					12" morvents_____
					24" morvents_____
					16" batts_____
					24" batts_____
					Blanket roll_____
					Ramset nails_____
					Ramset shots_____
					Plugs_____
					Can foam_____
					Garbage Bags_____
					Misc. Items_____
Total:					Attic_____
					Walls_____
					Cathedral_____
					Rim joist_____
					Floor joist_____

<b>Special Instructions</b>  
-------------------------------------

**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 Product Source 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

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 kneeattic/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
<b>Grand Totals:</b>	<b>1,046.00</b>	<b>\$3,326.89</b>	<b>\$2,185.75</b>	<b>\$945.21</b>	<b>0.00</b>	<b>\$195.93</b>	<b>\$5,959.63</b>	<b>\$2,632.74</b>

*Totals based on  
ACTUAL unit quantity.*

	<u>Material</u>	<u>Labor</u>	<u>Other</u>	<u>Gross Margin</u>
<b>Percent of Total Cost:</b>	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
<b>Grand Total:</b>		<b>\$5,327.94</b>	<b>\$3,439.65</b>	<b>\$1,581.64</b>	<b>\$306.65</b>	<b>\$5,952.93</b>	<b>\$3,849.47</b>	<b>\$1,761.68</b>	<b>\$341.78</b>	<b>\$1,806.61</b>	<b>\$-224.97</b>	<b>\$-44.93</b>	<b>\$624.99</b>	<b>\$8,906.92</b>	<b>\$2,953.99</b>

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

*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 kneeattic/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.

	<u>Material</u>	<u>Labor</u>	<u>Other</u>	<u>Actual / Pro. Cost Margin</u>	<u>Gross Margin</u>
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:		<b>\$5,959.63</b>	<b>1,030.45</b>	<b>\$2,222.10</b>	<b>1,046.00</b>	<b>\$2,185.75</b>	<b>\$36.35</b>	<b>\$3,773.88</b>
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
<b>Material Grand Totals:</b>		<b><u>\$5,959.63</u></b>	<b><u>1,030.45</u></b>	<b><u>\$2,222.10</u></b>	<b><u>1,046.00</u></b>	<b><u>\$2,185.75</u></b>	<b><u>\$36.35</u></b>	<b><u>\$3,773.88</u></b>

Job Name	Task	Labor Cost
<hr/>		
<hr/>		
<hr/>		
<b>Labor Grand Total:</b>		

## Smith Insulation

**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

## Projected Vs Actual Unit Qty Graph

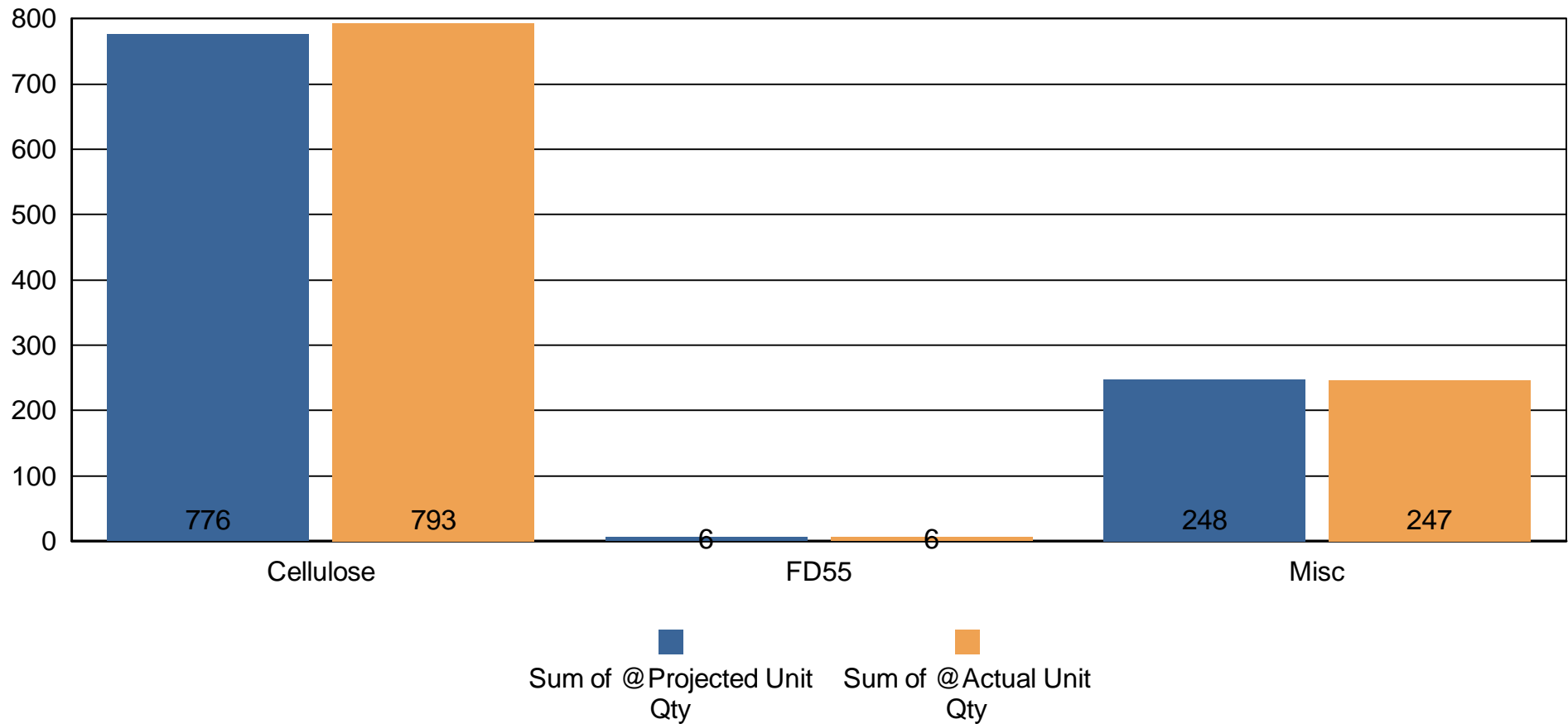
**Estimate #:** 1003.00

**Date:** 01/17/2011

**Print Date:** 05/18/2011

**Page:** Page 1 of 1

## Projected Vs Actual Unit Qty

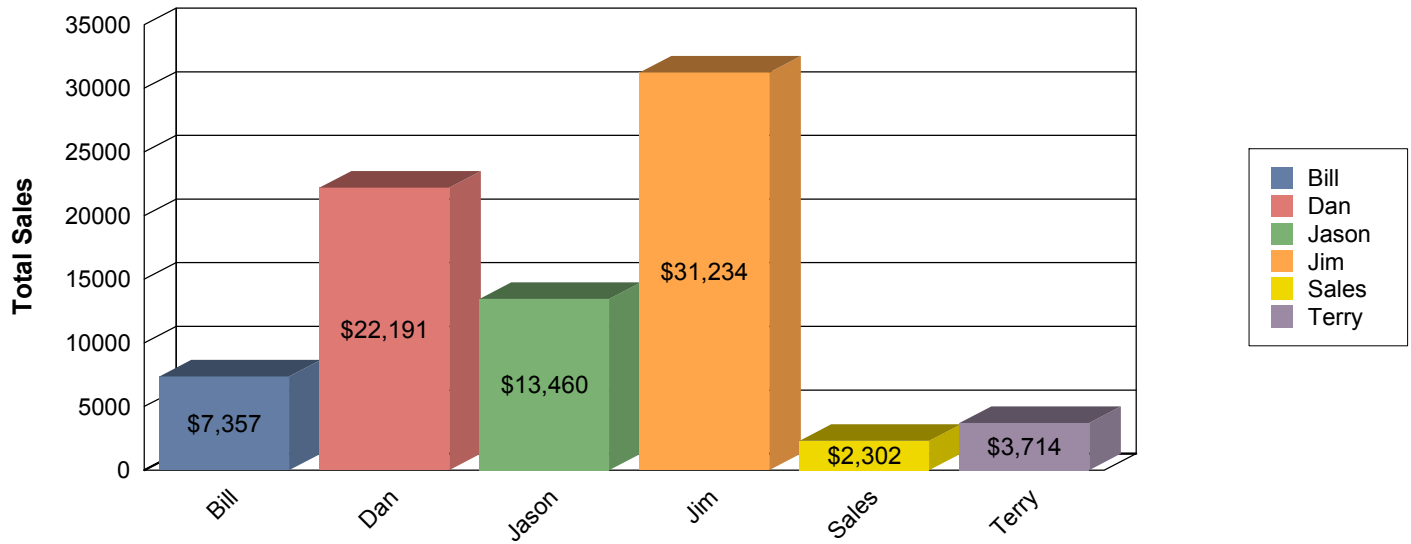


## Total Sales by Sales Rep - Graph

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

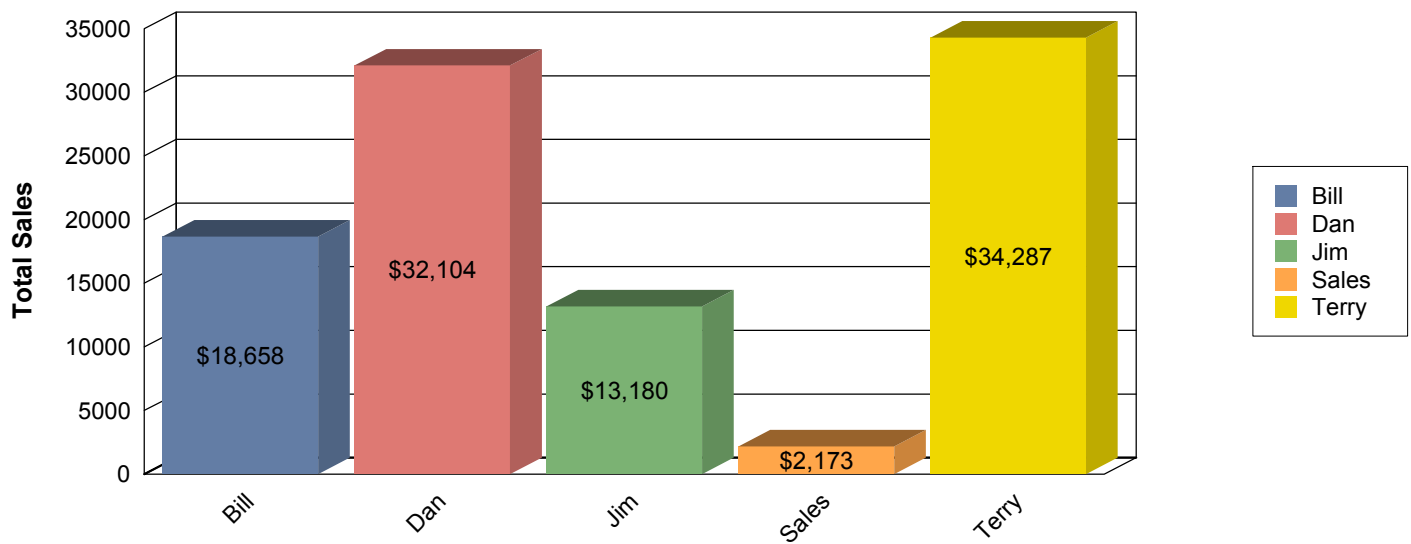
### Estimate

### Total Sales by Sales Rep



### Invoice

### Total Sales by Sales Rep

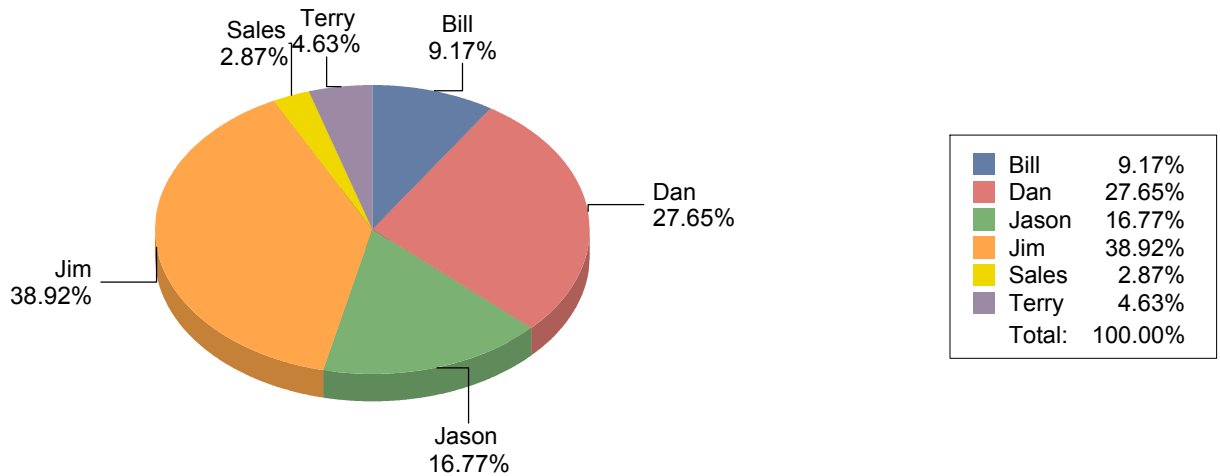


## Percent Splits by Sales Rep - Graph

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

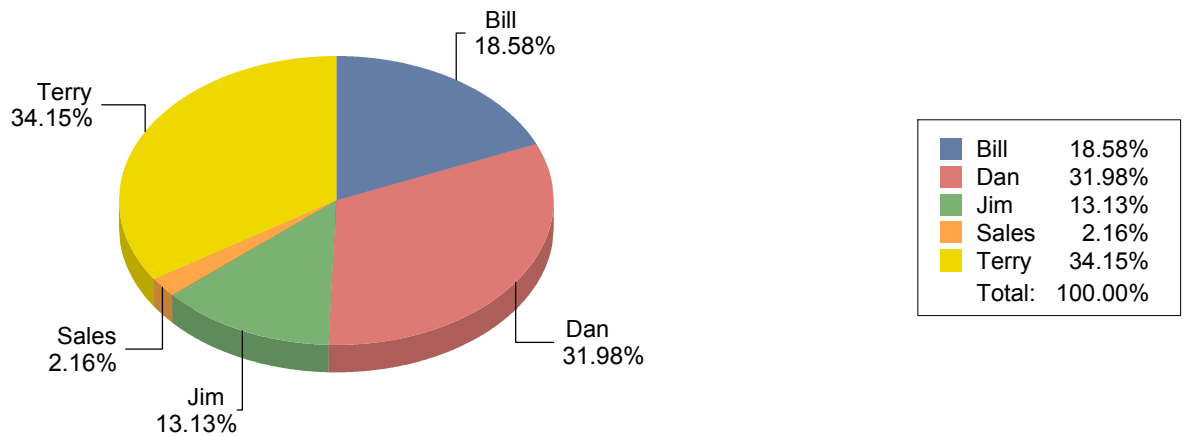
### Estimate

### Percent Splits by Sales Rep



### Invoice

### Percent Splits by Sales Rep

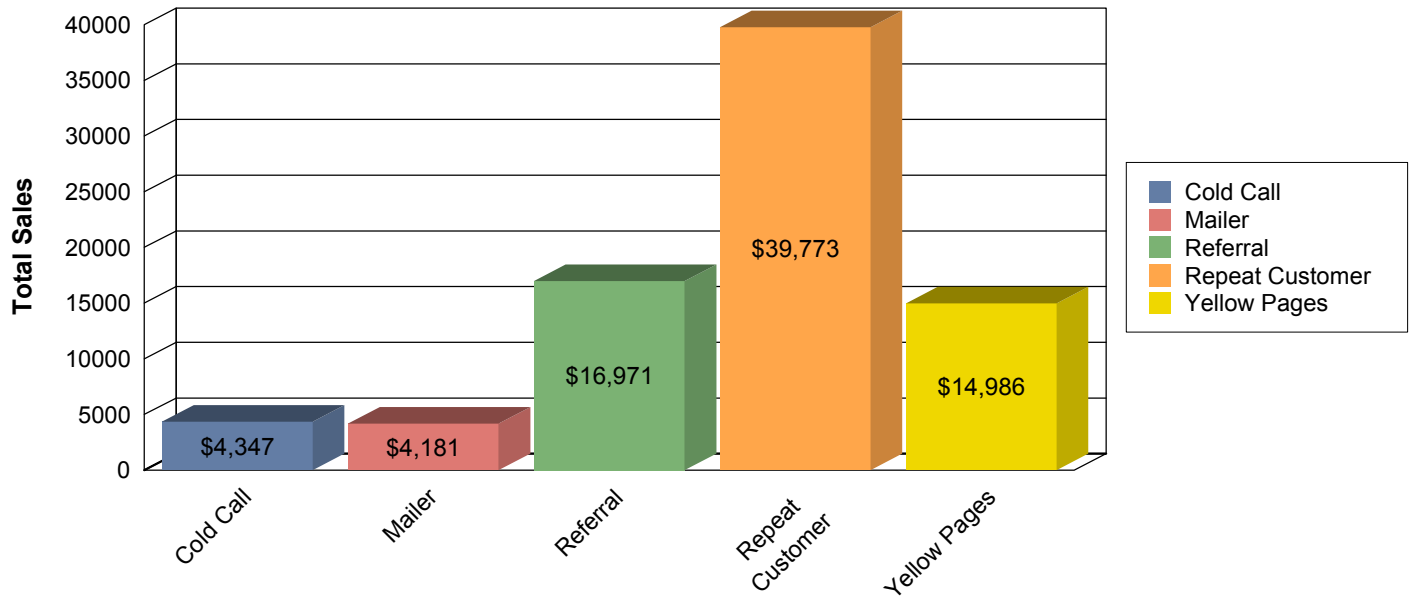


## Total Sales by Source of Order - Graph

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

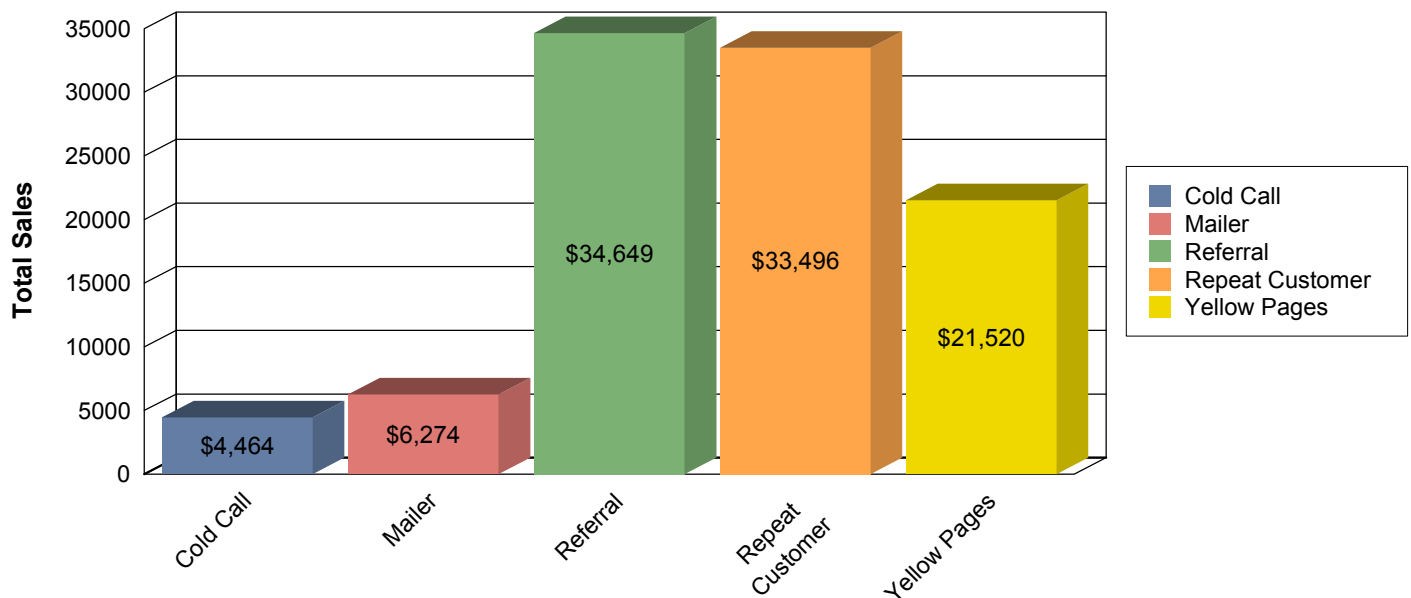
### Estimate

## Total Sales by Source of Order



### Invoice

## Total Sales by Source of Order

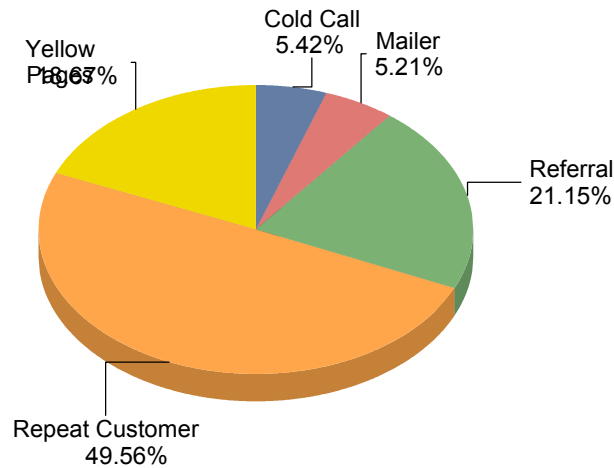


## Percent Splits by Source of Order - Graph

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

### Estimate

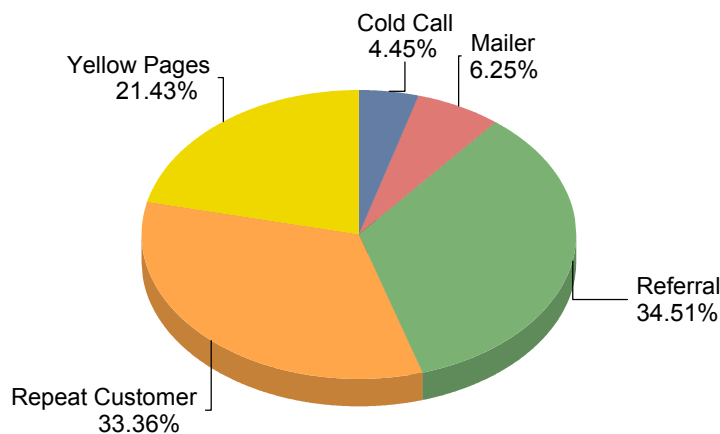
## Percent Splits by Source of Order



Cold Call	5.42%
Mailer	5.21%
Referral	21.15%
Repeat Customer	49.56%
Yellow Pages	18.67%
Total:	100.00%

### Invoice

## Percent Splits by Source of Order



Cold Call	4.45%
Mailer	6.25%
Referral	34.51%
Repeat Customer	33.36%
Yellow Pages	21.43%
Total:	100.00%

## Percentage Totals by Percentage

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

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