

## Pricing of Laminating Services

Beckmann Converting offers three different types of pricing for its laminating services.

### Hourly Pricing

Laminating services during the Development phases of laminating programs are priced on an hourly basis. Simple hand trials typically are performed at no charge to the customer. All roll trials, along with more elaborate resource-consuming hand trials, are charged on an hourly basis. After collaboratively scoping out the details of the trial, we will provide a formal quotation specifying an hourly rate and an estimate of the number of hours to complete the trial. We request that customers provide a purchase order showing these details. Whether the trial is successful but takes less time than anticipated or it is stopped early due to technical problems, only the actual documented hours used will be invoiced at the end of the project. Customers will often choose to pay these hourly invoices for short trials with a Purchase Card, which is acceptable. If paid through Accounts Payable, terms are net 30 from date of invoice.

### Budgetary Pricing

When requested, Beckmann Converting often can provide "budgetary" pricing quotations at any time during a program's development cycle. These quotations often do not have the benefit of adequate roll trials having been accomplished and rely very heavily on past experiences with similar laminating programs. For this reason, these prices are to be used only for budgeting purposes. Our policy is to be conservative when we provide budgetary pricing.

### "Tentative" Pricing

Once adequate experience is gained through one or more roll trials, we will provide a quotation for "tentative" pricing. This pricing is applicable to all initial production orders. We can use whatever unit terms are required for your production and inventory systems. Normally prices are quoted per linear yard, square yard, linear meter, or square meter. Linear unit pricing can be provided based on "master roll" width or by slit width.

### Why do we label this pricing as "tentative"?

Roll trials usually provide us with solid information to be able to establish a starting point for the lamination process. With ultrasonic laminating there is a longer learning curve that comes into play that often takes multiple production runs to uncover. The quality of raw materials over time has a big influence on the laminating parameters including the feasible machine speed. If the quality of the raw materials is lower than anticipated, the "steady state" achievable in the laminating process may be slower than estimated which may require an increase in unit price. There are other processing factors that may drive these higher costs. On the other hand, the same factors could lead to a laminating process that is much faster or more efficient than anticipated. If these differences lead to materially lower processing costs, Beckmann Converting may be able to share these savings with customers and lower the unit prices.

Whether it be for trials pricing, budgetary pricing, or "tentative" pricing, Beckmann Converting will send you a formal quotation with a unique identifying number. We will document as much information as possible in the quotation especially all parameters and assumptions of the service that is being quoted.

We prefer to enter into Long Term Supply Agreements with our customers, especially where laminating programs are of significant volume and production is either ongoing or of high frequency.

Call 518-842-0073 x 615

[www.beckmannconverting.com](http://www.beckmannconverting.com)