

Manufacturing Cost VN202

Based on 100 - 200 off

Electronic Components = \$43.00

Sensor = \$29.12

Labor = 15.00

\$87

End user price @ 100 = \$199.50 = \$309.

Trade = \$140 = \$217

VN202 & Teledyne Sensor Pricing for Export

Teledyne prices O.E.M.

1-99	\$45
100-249	\$42
250-499	\$37
500-999	\$33
1000-1999	\$29
2000-3999	\$26

Teledyne Distributor prices

1-19	\$54
20-49	\$50
50+	\$48

VN202 Export costing

Basic component price (200 off manufactured)	£ 42.97
Labour costs	£ 15.00
Cost ex works	£ 57.97
Assume	<u>£ 60.00</u>

Case can be removed	less	£4.00
Battery can be removed	less	£1.10
Research & Development	add	£6.00
Minimum Profit on instrument		£30.00

Minimum Price ex works **£ 96.00**

Distributor Prices: USA Sensors dropped shipped
Less sensors

assume \$1.6 = ,£1.00

1	off	£110.00	\$176	Sensors @ \$54	= \$230.00
50	off	£105.00	\$168	@ \$50	= \$218.00
500	off	£100.00	\$160	@ \$48	= \$208.00
1000+	off	£ 95.00	\$152	@\$48	= \$200.00

Over 50 may be call off order over 12 months

Distributor Prices including sensors

Introductory offer of One **£140.00**

1	off	£175.00
2	off	£140.00
10	off	£135.00
50	off	£130.00
100	off	£125.00
500	off	£120.00

over 10 off smay be call off order over 12months

R-17 Sensors Price list to distributors

1	off	£46.00
5	off	£42.00
10	off	£40.00
20	off	£37.00
50	off	£35.00

DIN Kits Price List to distributors

Basic costs:

VN22F	£
BS111	£
DM22M10	£
A-276	£
B-50057	£
VP12	£

1	off	£
5	off	£

10 off £

Pricelist for cases

VNG1 £

VNR2 £

Foam insert

Loc	Part Number	Description	Supplier	Stock	Landed BP £	Stock Value	Alt Supp	Alt Pt.no	cost
E2		Case logo Scrn Prnt	GF	1	1.350	1.350			
T1		Labour		1	15.000	15.000			
A4		Link wire 1 cm		1	0.000	0.000			
A5		Unibond General Si sealant	BQ	1	0.433	0.433			
M1		Instruction manual	JSL	1	0.300	0.300			
CL1		Coiled cable 2 core yellow	MWC	1	4.935	4.935			
C2	116-802	Electro Cap 33UF 16V	RS	1	0.116	0.116			
C3	125-749	Capacitor	RS	1	0.190	0.190			
C1	126-512	10nF Capacitor	RS	1	0.220	0.220			
S2	148-921	Push switch waterproof kit	FAR	1	0.396	0.396			
W2	149-689	M4 Steel washer	RS	1	0.005	0.005			
S1	150-245	Push switch waterproof	FAR	1	1.740	1.740			
SK1	179-888	28 way IC socket	FAR	1	0.096	0.096	RS	402-822	0.170
D1	1N4148	Diodes 1N4148	FAR	1	0.014	0.014	RS	271-606	0.100
G2	268-495	Tie wrap small	FAR	1	0.012	0.012	RS	178-462	0.130
R10	333-154	RES HYSTAB 0.25W/6M8	FAR	1	0.020	0.020			
E1	34501000	Integral battery case style 4 type2	BOP	1	3.980	3.980	RS	581-622	6.890
P1	348-259	10MM M/T CERMET TRIM 1K	FAR	1	0.960	0.960	RS	160-196	1.020
VR1	350-655	1W with Knob 10kohms	FAR	1	2.480	2.480	RS	168-263	3.300
WR2	354-515	Ribbon connector 10way	FAR	1	0.037	0.037			
SK2	489-021	Twin Min PP3 battery connector	RS	1	0.236	0.236			
A3	504-530	Supadrive pan head M4 x 6.4	RS	4	0.049	0.196			
R4	514-184	0.125W METAL FILM 4K7	FAR	1	0.034	0.034	RS	144-324	0.500
R3	514-240	0.125W METAL FILM 8K2	FAR	1	0.034	0.034	RS	144-352	0.500
R6	514-263	0.125W Metal film 10Kohmn	FAR	1	0.034	0.034	RS	144-368	0.050
R8	514-263	0.125W Metal film 10Kohmn	FAR	1	0.034	0.034	RS	144-368	0.050
R9	514-263	0.125W Metal film 10Kohmn	FAR	1	0.034	0.034	RS	144-368	0.050
R5	514-275	0.125W Metal film 11 Kohmn	FAR	1	0.034	0.034	RS	144-407	0.050
R1	514-342	0.125W Metal film 22 Kohmn	FAR	1	0.034	0.034	RS	144-403	0.050
G1	543-197	Grommet 4.0mm	RS	1	0.010	0.010			
A1	714-562	Acrylic Conformal Coating	RS	1	0.054	0.054			
IC3	CD4013BCN	CD14013BCN	FAR	1	0.160	0.160	RS	640-305	0.200
IC1	DPM400	Ultra Low power LCD DPM400	LAS	1	15.190	15.190	RS	260-944	22.560
PC1	Divox-1-94	Printed Circuit Board only	PM	1	1.550	1.550			
FC1	FC1	R-17 Sensor	TED	1	29.120	29.120			
E3	INENG	Instruction Case Insert	JSL	1	0.300	0.300			
B1	MN1604	PP3 Alkaline 9v battery	FAR	1	2.080	2.080			
E4	R23	Yellow enclosure LARGE		1	4.430	4.430		G13	2.910
IC2	TLO71CP	TLO71CP OP AMP	FAR	1	0.350	0.350	RS	304-245	1.140
F1	VN10KM	VN10KM Transistor	FAR	1	0.228	0.228	RS	655-537	0.230
L4	VNL1	Rear label Instruction	REN	1	0.140	0.140			
L2	VNL2	Front Label VN202 Oxygen Analyser.	REN	1	0.130	0.130			
L1	VNL3	Front Label VN202 Lge	REN	1	0.140	0.140			
L3	VNL4	Top Label Logo	REN	1	0.130	0.130			
L5	VNL5	Serial Number label	REN	1	0.130	0.130			
Grand Total						87.096			

VN202

Dishes

TRAD

Cost of Month = 55

Taken = 15

GP = 20

SP = 90

Sum = 46

Total = 136 + VAT

+ Carriage

Dishes

Print = 30

55

15

~~20~~

90

72

162

2835

19035

Can 95

195

in VAT

in Can

UK [165.96 + 24.04 VAT

145.00

