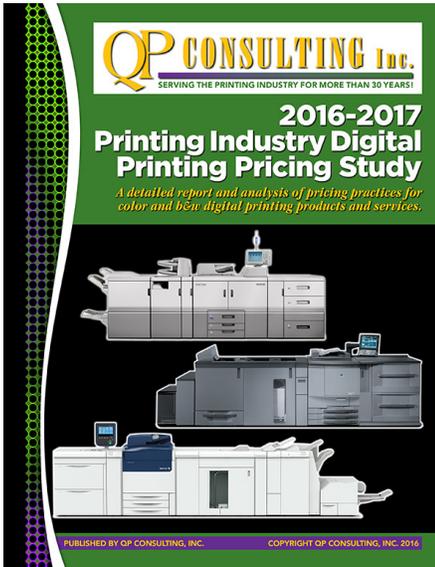


Worksheet for the 2016-2017 Quick Printing Industry Digital Printing Pricing Survey & Report

Please follow these instructions carefully to receive your FREE Copy of the final study:



IMPORTANT INSTRUCTIONS – Thank you very much for agreeing to participate in what promises to be the most important survey conducted in the printing industry in 2016 – **The 2016-2017 Quick Printing Industry Digital Printing Pricing Survey.**

PLEASE PRINT-OUT this worksheet and complete as instructed. Because of our concerns regarding accuracy and the possibility of rejecting your survey form, we strongly urge you to complete this worksheet first, rather than attempting to go directly to the official electronic survey form. Please take your time and do it right.

YOU DO NOT HAVE TO answer every question or every section. Please, however, do not guess or provide “rough” estimates. We reserve the right to reject any survey form that in our opinion contains either inaccurate or erroneous data, or where less than 50% of the questions have been answered. Please do not enter 0’s or X’s, simply leave questions blank for those questions for which you have no answer.

ASSIGNING TO OTHERS - Remember, you can assign much of this survey to a trusted general manager or CSR. We strongly encourage you to print out and retain a copy of your survey for your records and as proof that you participated. When you’ve completed the survey and hit SUBMIT, you will then be directed to a link that will allow you to CONVERT TO PDF your responses. Please retain this copy for your records. In the rare event that your form is lost, you will be asked to provide a copy of your worksheet.

PLEASE REPORT current 2016 prices. Once again, the Deadline for submitting your survey is July 18, 2016.

PART 1: Mandatory Company Data

IMPORTANT COMPANY DATA - Questions #1-9 – Please provide the following information for sorting purposes. Confidentiality of all information is guaranteed by QP Consulting, Inc.

1. Location/State

2. Number of locations

3. Total square feet (all locations)

4. Year firm was founded

5. Owner’s age

6. Market Size

- Rural (less than 25,000) Small (25-100,000) Medium (100-300,000) Large (300,000 – 1,000,000)
 Major Market (1 Million +)

PART 1: Mandatory Company Data - *continued*

7. Total Number of Employees - Include all working owners, partners and working spouses for all locations listed above. Please convert part-time employees to full-time equivalents. (Example: A 30-hour per week employee would be entered as .75)

8. Industry Affiliation(s) - Our firm is:

- Independent Franchise In-plant

9. Franchise Affiliation - If you are a franchise, please indicate which franchise:

- Allegra/Alliance AlphaGraphics CPrint Franklins Inkwell Kwik Kopy Minuteman PIP
 PostNet Sir Speedy

Other

10. Annual Total Sales for the following years:

2014 Sales

2015 Sales

2016 Sales (projected)

PART 2: Pre-Press, Graphic Services & Industry Trends

BASIC GRAPHIC DEPARTMENT PRICING - Please answer the following questions as they apply to digital printing jobs you create in-house or may be provided by a customer:

1. Minimum Charges - Do you consistently charge a basic/minimum "pre-flight" or "file-handling" fee for digital files provided by your customers?

- Yes No

Other: (Please describe briefly)

2. File Handling Fees - If "Yes" to above, what is this minimum "file handling" fee?

For a simple job?

For a complex job?

3. Hourly Graphics Charge - What is your normal, hourly graphics or file prep fee?

4. Jobs Provided by Whom? - What percent of the digital files that you print are (should total 100%):

Provided by customer?

Provided by your graphics department?

Total

PART 2: Pre-Press, Graphic Services & Industry Trends - *continued*

5. Percent of Color Digital Jobs Finished On-line - What % of your monthly volume (as measured by total clicks) produced on your primary color digital printer involve or require some on-line finish services such as folding, stapling or booklet making? (Do not include on-line collating as part of finishing)

6. Percent of B&W Digital Jobs Finished On-line - What % of your monthly volume (as measured by total clicks) produced on your primary B&W digital printer involve on-line finish services such as folding, stapling or booklet making? (Do not include on-line collating as part of finishing)

7. Variable Data Color Printers - What percent of total volume (measured by total click charges) processed on your primary color printer involves the use of "variable data?"

8. Variable Data B&W Printers - What percent of total volume (measured by total click charges) processed on your primary B&W printer involves the use of "variable data?"

9. Variable Data Minimum and Hourly Fees - When processing jobs involving variable data, what are your charges for the following:

Minimum or basic Variable Data Set-up Fee:

Hourly fee for basic variable data files (letters, postcards, etc.):

Hourly fee for complex variable data files (tax bills, statements, transactional printing):

PART 3: Pricing for Digital Color Printing

FLAT SHEETS IN COLOR– 100# Text & 100# Cover - Assuming you are working with an approved file, what would be your **total standard retail price** (including any rip charges) for the following items printed on your COLOR device: (Include any pre-trim and/or post-trimming charges.)

1. 100# Coated Text, finished size 11 x 17, full-bleed

	Qty 100	Qty 500	Qty 1,000	Qty 2,500	Qty 5,000
Retail Pricing 4/0	<input type="text"/>				
Retail Pricing 4/4	<input type="text"/>				

2. 100# Coated Cover, finished size 11 x 17, full-bleed

	Qty 100	Qty 500	Qty 1,000	Qty 2,500	Qty 5,000
Retail Pricing 4/0	<input type="text"/>				
Retail Pricing 4/4	<input type="text"/>				

PART 3: Pricing for Digital Color Printing - *continued*

VARIABLE DATA JOB – Assuming the finished product will be 5.5 x 8.5” product cards, and job will be run **4-up, 4/4**, on 12 x 18 100# coated cover, what would be your total price to print and add variable data (simple name, address and salutation) for the following finished 5.5 x 8.5 quantities: (Include any and all charges for set-up, file-handling, ripping and cutting charges required to deliver the requested quantity. Do not include charges for graphic design & artwork – assume these charges are itemized separately.)

1. Variable Data Pricing

	500 Cards (250 Clicks)	1,000 Cards (500 Clicks)	2,500 Cards (1,250 Clicks)	5,000 Cards (2,500 Clicks)
Retail Pricing	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

CARBONLESS FORMS (On color printer) - Assuming a properly prepared file, what would be your total standard retail price (including any rip charges) to produce the following quantities of carbonless forms on your color digital device, both plain and numbered? Include your charge for padding. Whether these jobs would be run 1-up or 2-up is up to you; we are only interested in your total price for the finished quantities noted.

1. 2-Part Carbonless, finished size 8.5 x 11, 1-sided.

	100 Sets	250 Sets	500 Sets	1,000 Sets
2-Part Forms (no number)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2-Part Forms Numbered Consecutively (1 Number)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

2. 3-Part Carbonless, finished size 8.5 x 11, 1-sided.

	100 Sets	250 Sets	500 Sets	1,000 Sets
3-Part Forms (no number)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3-Part Forms Numbered Consecutively (1 Number)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

COLOR CLICK CHARGES ONLY - Many firms tackle pricing of digital printing (color and B&W), by relying on material costs (including a markup), a file-handling charge and then a separate click charge based upon total volume of the job in quesTon. Assuming sheet size is either 11 x 17 or 12 x 18, please enter your total price for the **TOTAL quantity** of clicks indicated – We are asking for click charges only; do not include stock costs – If you charge the same regardless of whether it is text or cover then leave quesTon #2 below blank. (**ENTER TOTAL PRICE FOR EACH QUANTITY, not a price per click.**)

	500 Clicks	1,000 Clicks	2,500 Clicks	5,000 Clicks
1. Total charge for running coated text	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. Total charge for running coated cover	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

GENERAL STOCK MARK-UP PRACTICES - Please indicate your typical selling price (as part of calculating the total price of a job) for stock costing you the following amounts. Please enter total \$\$\$\$ - **NOTE:** Enter your selling price for the stock. We will calculate markup percentages, etc.

\$25	\$100	\$500	\$1,000
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

PART 3: Pricing for Digital Color Printing - *continued*

16 & 32-PAGE SELF-COVER NEWSLETTERS

NEWSLETTER PRICING – The pricing scenarios below involve two variations – 16-page and 32-page newsletters, finished either on-line or off-line depending upon your capabilities. Leave blank the scenarios or options you do not or cannot offer. Prices to include pre-press trimming, all imaging, collating, folding, stapling and face-trim, regardless of whether finishing services are provide in-line or off-line or combination thereof. Do not include charges for graphic design & artwork.

1. 16-Page Newsletter (4, 4-page sigs), finished size 8.5 x 11" full-bleed - (Self-Cover) 100# coated text, 4/4; Please provide total price, as indicated above, including all finishing, for quantities indicated.

TOTAL price for quantity noted:

100 ea. Of (4) 12 x 18 sigs 4/4 (800 total clicks)	500 ea. Of (4) 12 x 18 sigs 4/4 (4,000 total clicks)	1,000 ea. Of (4) 12 x 18 sigs 4/4 (8,000 total clicks)	2,500 ea. Of (4) 12 x 18 sigs 4/4 (20,000 total clicks)
<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>

2. 32-Page Newsletter (8, 4-page sigs), finished size 8.5 x 11" full-bleed - (Self-Cover) 100# coated text, 4/4; Please provide total price, as indicated above, including all finishing, for quantities indicated.

TOTAL price for quantity noted

100 ea. Of (8) 12 x 18 sigs 4/4 (1,600 total clicks)	500 ea. Of (8) 12 x 18 sigs 4/4 (8,000 total clicks)	1,000 ea. Of (8) 12 x 18 sigs 4/4 (16,000 total clicks)	2,500 ea. Of (8) 12 x 18 sigs 4/4 (40,000 total clicks)
<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>

3. Method of finishing: How would the above newsletters be finished:

- Finished complete in-line, including face-trim
 Collate on-line, but all other finishing accomplished off-line
 All finishing, including collating, accomplished off-line
 Combination of both

BOOKLET PRICING – The pricing scenarios below are almost identical to those previously outlined, but they involve the addition of a 4/4 100# coated cover; Prices to include all pre-press trimming, imaging, collating, folding, stapling and face-trim regardless of whether finishing services are provide in-line or off-line or combination thereof. Do not include charges for graphic design & artwork.

1. 16-Page Booklet (4, 4-page sigs plus cover), 100# text, 4/4, with a separate 4/4 100# Coated Cover, finished size 8.5 x 11" full-bleed cover and insides - Please provide total price, as indicated above, including all finishing, for quantities indicated.

TOTAL price for quantity noted:

100 ea. Of (4) 12 x 18 sigs 4/4 plus cover (1,000 total clicks)	500 ea. Of (4) 12 x 18 sigs 4/4 plus cover (5,000 total clicks)	1,000 ea. Of (4) 12 x 18 sigs 4/4 plus cover (10,000 total clicks)	2,500 ea. Of (4) 12 x 18 sigs 4/4 plus cover (25,000 total clicks)
<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>	<input style="width: 100px; height: 20px; border: 1px solid black;" type="text"/>

PART 3: Pricing for Digital Color Printing - *continued*

2. 32-Page Booklet (8, 4-page sigs plus cover), 100# text, 4/4, with a separate 4/4 100# Coated Cover, finished size 8.5 x 11" full-bleed cover and insides - Please provide total price, as indicated above, including all finishing, for quantities indicated.
TOTAL price for quantity noted:

100 ea. Of (8) 12 x 18 sigs 4/4 plus cover (1,800 total clicks)	500 ea. Of (8) 12 x 18 sigs 4/4 plus cover (9,000 total clicks)	1,000 ea. Of (8) 12 x 18 sigs 4/4 plus cover (18,000 total clicks)	2,500 ea. Of (8) 12 x 18 sigs 4/4 plus cover (45,000 total clicks)
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

3. Method of finishing: How would the above booklets be finished:

- Finished complete in-line, including face-trim
 Collate on-line, but all other finishing accomplished off-line
 All finishing, including collating, accomplished off-line
 Combination of both

DIGITALLY PRINTED ENVELOPES

1. Envelope Pricing - Do you currently produce #10/24 envelopes on a digital color printer/copier?

- Yes No

2. Your Pricing – Please indicate your total price to digitally print (not offset) the follow envelopes in the colors & quantities indicated:

	Qty 100	Qty 500	Qty 1,000	Qty 2,500
1-C, #10/24, white wove, no bleeds	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2-C, #10/24, white wove, no bleeds	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4-C, #10/24, white wove, no bleeds	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

3. Digital Color Envelope Printer – Please indicate the make and model # of the digital printer/device used to produce the envelopes noted previously:

- Canon
 Hasler
 iJetColor
 Intec
 Oki
 PSI
 Rena
 Ricoh
 Xante Illumina
 Xerox Versant

4. Please indicate the model # for above device:

5. Rating of printer

	1=worse	2	3	4	5=average	6	7	8	9	10=excellent
Rating of printer	<input type="radio"/>									

6. Rating of service by current vendor/supplier

	1=worse	2	3	4	5=average	6	7	8	9	10=excellent
Rating of service by current vendor/supplier	<input type="radio"/>									

PART 3: Pricing for Digital Color Printing - *continued*

BUSINESS CARDS - These questions deal with your standard retail pricing for business cards produced both in-house as well as brokered.

1. Offset Printed - Percent of total Business Card orders offset printed in-house?	
2. Digitally Printed - Percent of total Business Card orders produced in-house on digital printers?	
3. Brokered Out - Percent of total Business Card orders brokered to outside vendors?	
Total	

RETAIL PRICING - Please enter your total retail price for the following quantities of business cards (1 name/individual) printed on 12-14 pt. Coated Cover. Assume job is file-ready - Do not include charges for graphic design & artwork, but do include all pre-flight, file handling, cutting, and boxing charges/fees that may apply.

	Qty 250	Qty 500	Qty 1,000
1. 4/0 with bleed produced in-house			
2. 4/4 with bleed produced in-house			
3. 4/0 with bleed produced by Broker			
4. 4/4 with bleed produced by Broker			

PART 4: Pricing for Digital B&W Printing

FLAT SHEETS B&W– 60# White Offset & 80# Cover/Offset - Assuming you are working with an approved file, what would be your total **standard retail price** (including any rip charges) for the following items printed on your B&W digital printer: (Include any pre-trim or finishing charges.)

1. 60# White Offset, finished size 8.5 x 11, no bleeds*
 (* Please provide your price for the finished quantity & size indicated, regardless of whether job is run 1-up or 2-up.)

	Qty 100	Qty 500	Qty 1,000	Qty 2,500	Qty 5,000
Retail Price, 1-S					
Retail Price, 2-S					

2. 60# White Offset, finished size 11 x 17, no bleeds

	Qty 100	Qty 500	Qty 1,000	Qty 2,500	Qty 5,000
Retail Price, 1-S					
Retail Price, 2-S					

3. 80# White Cover, finished size 8.5 x 11, no bleeds*
 (* Please provide your price for the finished quantity & size indicated, regardless of whether job is run 1-up or 2-up.)

	Qty 100	Qty 500	Qty 1,000	Qty 2,500	Qty 5,000
Retail Price, 1-S					
Retail Price, 2-S					

PART 4: Pricing for Digital B&W Printing - *continued*

4. 80# White Cover, finished size 11 x 17, no bleeds

	Qty 100	Qty 500	Qty 1,000	Qty 2,500	Qty 5,000
Retail Price, 1-S					
Retail Price, 2-S					

BOOKLET/DIRECTORY PRICING – The pricing scenario below involves the printing of a directory with a finished size of 8.5 x 11 and the addition of a separate 4/0 cover. Insides to be printed on 60# white offset and the 4/0 cover printed on 80# white offset cover stock. **Prices to include** all imaging, collating, folding, stapling and face-trim, as well as the addition of the cover, regardless of whether finishing services are provide in-line or off-line or combination thereof. Do not include charges for graphic design & artwork.

5. 32-Page Booklet (8, 4-page sigs plus cover), 60# offset, 1/1, finished size 8.5 x 11 with *separate 4/0 80# offset cover stock added*; No bleeds for either insides or cover. Please provide total price, as indicated above, including all finishing, for quantities indicated, then indicate your method of finishing this job.

TOTAL price for quantity noted:

100 ea. Of (8) 11 x 17 sigs 1/0 plus 4/0 cover (1,700 total clicks)	500 ea. Of (8) 11 x 17 sigs 1/0 plus 4/0 cover (8,500 total clicks)	1,000 ea. Of (8) 11 x 17 sigs 1/0 plus 4/0 cover (17,000 total clicks)	2,500 ea. Of (8) 11 x 17 sigs 1/0 plus 4/0 cover (42,500 total clicks)
<input style="width: 100%; height: 100%;" type="text"/>	<input style="width: 100%; height: 100%;" type="text"/>	<input style="width: 100%; height: 100%;" type="text"/>	<input style="width: 100%; height: 100%;" type="text"/>

6. Method of finishing: How would the above booklets be finished:

- Would add pre-printed 4/0 covers via extra tray, and finish completely in-line, including face-trim
- Would print/collate inside pages on-line, then finish off-line, including addition of cover
- All finishing, including collating, accomplished off-line
- Would run this job on color digital device, even though insides are B&W to take advantage of on-line finishing capabilities.
- Combination of both

CARBONLESS FORMS (On B&W printer) - Assuming a properly prepared file, what would be your total **standard retail price** (including any rip charges) to produce the following quantities of carbonless forms on your B&W digital device, both plain and numbered? Include your charge for padding.

1. 2-Part B&W Carbonless, finished size 8.5 x 11, 1-sided.

	100 Sets	500 Sets	1,000 Sets	2,500 Sets
2-Part Forms (no number)				
2-Part Forms Numbered Consecutively (1 Number)				

2. 3-Part B&W Carbonless, finished size 8.5 x 11, 1-sided.

	100 Sets	500 Sets	1,000 Sets	2,500 Sets
3-Part Forms (no number)				
3-Part Forms Numbered Consecutively (1 Number)				

PART 4: Pricing for Digital B&W Printing - *continued*

B&W CLICK CHARGES ONLY - Many firms tackle pricing for large volume B&W digital printing jobs by relying on material costs (including a markup), a file-handling charge and then a click charge based upon total volume of the job in questions. Assuming sheet size is either 11 x 17 or 12 x 18, please enter your total price for the total quantity of clicks noted - **DO NOT enter a per click charge. Please note** that the quantities being priced below are significantly higher than a similar question regarding color printer volumes.

	5,000 Clicks	10,000 Clicks	25,000 Clicks	50,000 Clicks
1. 60/70# Offset (Click Chg Only)	<input style="width: 100%;" type="text"/>			
2. 80/100# Offset Cover (Click Chg Only)	<input style="width: 100%;" type="text"/>			

PART 5: General Discounting Practices

SPECIAL DISCOUNTS OFFERED - While most printers are indeed computerized when it comes to pricing, we also know that special discounts are often given based upon the \$\$\$ of the job and/or type of customer. As a general rule, and taking into account some of the sample jobs priced previously, what **percent** would you tend to discount under the following price and customer-type scenarios: (Example: if your normal, retail price for a specific job would be \$500, what if any percentage discounts would you offer based upon the following three different scenarios?). Simply enter a whole number between 0 – 100 and the software will convert to the appropriate percent discount. If you would discount a \$500 job 20% and charge \$400 you would enter 20, not .20.

	\$250	\$500	\$1,000	\$2,500	\$5,000
1. Existing* - % Discount for existing "good" customer:	<input style="width: 100%;" type="text"/>				
2. "Walk-In" ** - % Discount for new, "walk-in" prospect:	<input style="width: 100%;" type="text"/>				
3. Lowest Price*** - Lowest % Discount off retail price:	<input style="width: 100%;" type="text"/>				

**If you tend to automatically apply a discount for good/larger customers then enter that discount off retail here.*
*** Some owners are prepared to offer a special discount to brand new walk-in type customers if they perceive the potential of this customer to grow into a significant account.*
**** This discount reflects the lowest price or greatest discount you would ever be prepared to offer on jobs in this price range.*

PART 6: Primary and Secondary Digital Color Printers

Primary Color Printer

1. Primary Color Printer (This is generally your most productive, most reliable and highest revenue generating device in your firm)

Canon
 Heidelberg
 Kodak
 Konica-Minolta
 Ricoh
 Xerox
 Other

2. Model #

PART 6: Primary and Secondary Digital Color Printers - *continued*

3. Total months owned - Months you have owned/operated this device?

Months

4. Average # of copies produced each month on this device? (based upon total click charges)

	1=worse	2	3	4	5=average	6	7	8	9	10=excellent
5. Rating of printer	<input type="radio"/>									
6. Rating of service by current vendor/supplier	<input type="radio"/>									

7. Click Charges by Your Vendor/Supplier Per 11 x 17 or 12 x 18 sheet? (Maximum 4 decimal points).

8. When you run an 12 x 18, are you charged for

One Click Two Clicks

9. Purchase details - How did you finance/pay for this printer?

- Paid Cash
- Secured Bank Loan
- Capital Lease
- Operating Lease

Secondary Color Printer

1. Secondary Color Printer (This is generally your most back-up or secondary digital color printer).

Canon Heidelberg Kodak Konica-Minolta Ricoh Xerox
 Other

2. Model #

3. Total months owned – Months you have owned/operated this device?

Months

4. Average # of copies produced each month on this device? (based upon total click charges)

PART 6: Primary and Secondary Digital Color Printers - *continued*

- | | 1=worse | 2 | 3 | 4 | 5=average | 6 | 7 | 8 | 9 | 10=excellent |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 5. Rating of printer | <input type="radio"/> |
| 6. Rating of service by current vendor/supplier | <input type="radio"/> |

7. Click Charges by Your Vendor/Supplier Per 11 x 17 or 12 x 18 sheet? (Maximum 4 decimal points).

8. When you run an 12 x 18, are you charged for

- One Click Two Clicks

9. Purchase details - How did you finance/pay for this printer?

- Paid Cash
 Secured Bank Loan
 Capital Lease
 Operating Lease

PART 7: Primary Digital B&W Printer

PRIMARY B&W PRINTER – Please answer the following questions as they apply to your primary B&W digital printer:

1. Primary B&W Printer (This is generally your most productive, most reliable and highest revenue generating device in your firm)

- Canon Heidelberg Kodak Konica-Minolta Ricoh Xerox
 Other

2. Model #

3. Total months owned – Months you have owned/operated this device?

Months

4. Average # of copies produced each month on this device? (based upon total click charges)

- | | 1=worse | 2 | 3 | 4 | 5=average | 6 | 7 | 8 | 9 | 10=excellent |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 5. Rating of printer | <input type="radio"/> |
| 6. Rating of service by current vendor/supplier | <input type="radio"/> |

PART 7: Primary Digital B&W Printer - *continued*

7. Click Charges by Your Vendor/Supplier Per 11 x 17 or 12 x 18 sheet? (Maximum 4 decimal points).

8. When you run an 12 x 18, are you charged for

- One Click Two Clicks

9. Purchase details - How did you finance/pay for this printer?

- Paid Cash
- Secured Bank Loan
- Capital Lease
- Operating Lease

PART 8: Survey Participant Data

Be sure to make a copy of your worksheet...

First Name	<input type="text"/>
Last Name	<input type="text"/>
Company Name	<input type="text"/>
Address	<input type="text"/>
City, State & Zip	<input type="text"/>
Email Address	<input type="text"/>
Phone #	<input type="text"/>

Visit <http://www.surveyadvantage.com/qpdigitalprinting2016> to enter your answers into our electronic on-line survey form.