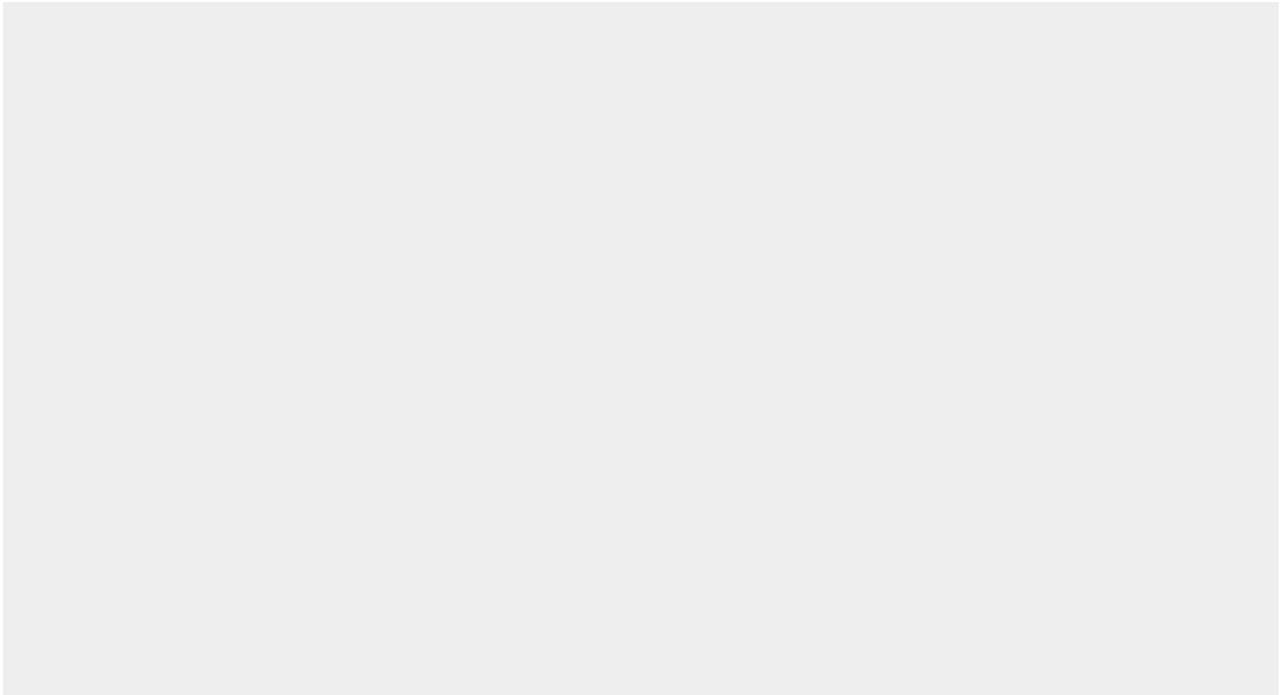




The Early Years

Morning Flight Archives



2005-2013

asked and answered at the Forum

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"Cheer up, things could be worse . . .

. . . So you cheer up, and sure enough, things get worse." Ask any Sailor, Soldier, Airman, or Marine. Instilled as early as basic training, this inevitable truth might as well have been chiseled into the Military Code of Conduct.

On Friday, March 28, 2008, I was sitting in a Las Vegas hotel room trying hard not to cheer up. That morning, spammers had managed to slow the Morning Flight Forum to a crawl. By afternoon, armed only with a laptop but with luck on my side (we are talking Vegas, after all), I had managed to shut the whole thing down. CPR would have to wait until I got back to Rochester.

That incident became a wake-up call. Here was a treasure of information, years of questions and answers and solutions, all at the mercy of a bunch of moronic low lives. As it turned out, the near-miss was a blessing in disguise. Although I had backed up the forum regularly, restoring it would have required the original database to be present, uncorrupted, on the original server. Fat chance! Memo to forum developers: Would it kill you to write a simple database-to-PDF conversion utility to safeguard the contents of thousands of forums?

It took us nearly a month to manually copy and paste and format the first three years of the Morning

Flight Forum into a secure PDF manual. And then a funny thing happened, not on the way to the forum, but revisiting it. I found the bright spot, a consequence never intended by the spammers. I realized how far, and why, the program had evolved.

Good software can be written, but great software gets to be that way because it is shaped and refined by the people using it. Thanks to untold contributions from printing professionals throughout the world, Morning Flight has come of age. For that, I am deeply grateful.

Hal Heindel



*Pushbutton Estimating. Fast, Reliable . . . and Free Forever!
Cool, very cool.*

Announcements

2005 - 2008

Version 2006.1

Posted: 30 Dec 2005 06:17 pm

We're finishing the year with new versions of both the Free and the Silver Edition, featuring improved digital, paper, and ink modules. Take a look at what's new.

If you haven't upgraded in a while, now would be a good time to do so. Until the user manual becomes available, the Silver Edition will remain a free beta download.

The press and ink file structures have been revised to accommodate the changes. Either edition will transfer your existing data to the new files automatically, before deleting the old files. If you're running both the Free and the Silver Editions (and are running them from the same directory), you *will* need to upgrade both. Or else one of them will close with an "Invalid File Structure" error, after the other has modified the press and ink files. As always, make sure you back up your data files before you install the upgrade.

Best wishes for a healthy, prosperous, and peaceful New Year.

Version 2006.2

Posted: 01 Feb 2006 10:21 am

"Thank You"

. . . to the now more than 1,000 legitimate users who have downloaded Morning Flight since its introduction nine months ago. By legitimate I mean users who've registered the program as someone other than "bambi@inyourdreams.com."

Version 2006.2 includes some added functionality to pave the way for the soon to be available xpedx PaperShop file, preloaded with paper items offered by xpedx Stores. That file will be a free download from the PrintFire web site. If you're upgrading from a previous version and are planning to download the xpedx PaperShop file, note that the first record in your Vendor file should be "xpedx Stores." In new installations, the Vendor file will come preloaded that way.

Due to popular request, and contrary to what Microsoft recommends, the new **MFSetF.exe** (Free Edition) and **MFSetupS.exe** (Silver Edition) will now automatically place shortcuts on your desktop. As always, please back up your data files before you install the upgrade.

Version 2006.6 with built-in Translator

Posted: 12 Oct 2006 11:18 am

The big news for Version 2006.6 is the addition of a built-in translator. Very big news if you're a printer in Stockholm, Amsterdam, or Manila . . . not so big if your shop is in Hoboken. Version 2006.6 includes a minor bug fix as well, so you may want to download it anyway. [Click here for the full story on the translator.](#)

Version 2006.8 with new Help System

Posted: 21 Nov 2006 05:00 pm

With the help system for the Free Edition now nearly complete, we decided to release what's already available. The thought being that two-thirds of a help file is better than none. Besides, we have a full page ad appearing in the December issue of "Quick Printing." Talk about major motivation!

The original help system, what there was of it, was written in WinHelp. We chose HTML Help, both web-based and compiled, as the new format. WinHelp goes back a few years and will no

longer be supported in MS Vista, the upcoming replacement for XP. HTML Help, the standard for Windows 98, 2000, and XP, should be around forever, at least in its web-based form. It is, after all, standard HTML.

What you'll find when you download version 2006.8 of Morning Flight, either the Free or the Silver Edition, is an abbreviated help system in compiled form that will be installed on your desktop computer along with the application. Within that abbreviated version is a link to www.morningflighthelp.com where the full help system for the Free Edition is being hosted.

This hybrid approach was necessary for the Free Edition to keep download times acceptable for users with dial-up connections. The Silver Edition, when released, will come on CD, so download times are not an issue. There, the full help system will be part of the installation.

I think we're getting there. Funny thing about writing a help system, though. You can't help but refine the program a little along the way. For instance, when I wrote the topic about how to enter sheet sizes, I discovered that you could enter 8-1/2 inches by either

- keying in "**8-1/2**"
- keying in "**8**" and then clicking on the half-inch mark on a ruler
- keying in "**8**" and then dragging a slider

What you couldn't do was enter "**8.5**". Well, now you can.



Help System complete for the Free Edition

Posted: 14 Dec 2006 08:13 am

I'm happy to report that the Help System for the Free Edition is now done. The Help System for the Silver Edition, along with the User Manual, is not far behind. As I pointed out in an earlier

post, the size of the help file mandated that we take a hybrid approach. A condensed help file with a link to the full system is part of the version 2006.8 program download. The rest is being hosted on the web at www.morningflighthelp.com.

Happy Holidays to all, and a Healthy and Prosperous and Peaceful New Year!

Version 2007.1 with new wallpapers

Posted: 05 Jan 2007 08:14 pm

"Another Thank You"

. . . to the now more than 2,700 users of Morning Flight since its introduction less than two years ago.

Although a minor upgrade, Version **2007.1** does include a significant revision for in-plant shops: The ability to completely eliminate paper markups. You'll need to turn off data validation (click the umbrella) to enter zero in any of the markup fields. Other improvements include the "Save As" feature described elsewhere on this forum.

Finally, three new wallpapers to complement the **Carrier** and **Family on the Beach** backgrounds. We've had a number of requests for this, and the holidays offered some free time to play with pictures. Besides, I can see where the aircraft carrier would have limited appeal in countries such as Iran at the moment. Really, I can.

One of the backgrounds was an incidental discovery when I used Google to search for "Morning Flight" images. The photo was taken by Rick Bouthiette, co-owner of Graphic Consumer Services in Candia, New Hampshire. We were fortunate to obtain the rights to it. The image is stunning! Color prints (\$10 for an 8 x 10) are available at http://www.dpcprints.com/print.php?IMAGE_ID=96659

As always, please back up your data files (all .TPS files in the PrintFire directory) before you install the upgrade. To change backgrounds, click **File > Change Background**.

News:

Chosen To Create Pinkerton Academy Junior ROTC Portraits

I am honored to have been chosen to photograph more than ninety Air Force Junior ROTC Cadets at Pinkerton Academy in Derry, NH.



Photo Chosen By Printfire For Software Wallpaper

"Morning Flight" was purchased by Unitac International for use as a wallpaper background for their Printfire estimating software for the printing industry.



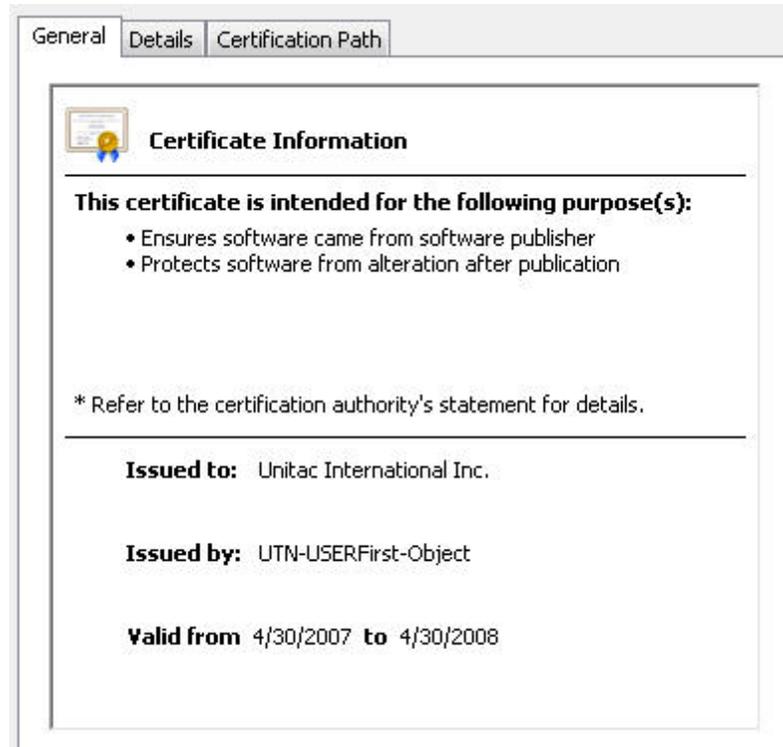
Morning Flight now Code-Signed

Posted: 02 May 2007 11:37 am

When you buy software in a store, the source of that software is obvious. It's easy to tell who published it, and you can see whether the package has been opened. Starting today, when you download and install Morning Flight programs, you can be just as confident that the code really came from us and has not been corrupted or tampered with. That's because all PrintFire programs are now digitally code-signed.

Digital Signatures serve as virtual "shrinkwrap" for software. After we sign our code, if it's modified in any way, the digital signature will break and alert you that the code has been altered and is not trustworthy. To verify that your Morning Flight program is secure, right-click on **MFlightF.exe** (Free Edition) or **MFlightS.exe** (Silver Edition) in the C:\Program Files\PrintFire\MorningFlight folder, then select **Properties > Digital Signatures**.

Haven't had any reports of problems in that area, but it's best to pull up the drawbridge before the Trojans come knocking at the gate.



Arrival of Morning Flight Gold (beta)

Posted: 25 Oct 2007 11:48 am

We're happy to announce a limited beta release to Forum Insiders of not one, but two new Morning Flight programs: The Gold Edition and the Flight Engineer. Morning Flight Gold expands the Estimating functions of Morning Flight Silver with Order Entry, Job Tracking and Invoicing. The Flight Engineer is a plug-in module for the Gold that enables it for Inventory Control.

If you're currently using either the Free or the Silver Edition, you'll want to preserve your quotes and shop data by installing Morning Flight Gold (and the Flight Engineer) into the same directory into which you've previously installed either the Free or the Silver Edition (C:\Program Files \PrintFire\MorningFlight by default). All Morning Flight programs use the same data files, so the transition will be seamless. Because the Gold Edition is a superset of Morning Flight Silver, there is no need to have both programs running on your computer. In fact, once the Gold Edition is installed, you should uninstall other Morning Flight editions, or install compatible, up-to-date versions (2007.2). As always, be sure to back up your data beforehand.

Now that the Gold is done, when can you expect the Booklet Module? The only reason I bring that up is because I know you'll ask. It's the next major project on our list. First we're going to wrap up a few loose ends and catch our breath. Then it's on to expanding the Help System and

writing the Manual.

In the meantime, enjoy the Gold.

User Manual for Free Edition now available

Posted: 25 Jan 2008 01:34 pm

Just Arrived . . . a 215-page User Manual for the Free Edition! And, just like the program, **forever free** as well. The PDF-based manual is a conversion of the on-line help system. Click here for a look inside (No need to register): <http://www.printfire.com/MFHelpF.pdf>

What's nice about having the book in the Acrobat format is that you can save the file to your computer and print the manual at your convenience.

As promised on the Printfire web site, an expanded version of the Free Edition will soon be on the shelves as a book/CD combination. Because paper and printing and packaging all cost money, we can't give this one away free of charge. But compared to other books with CD on how to estimate printing (if there **were** other books with free software on how to estimate printing), you'd have to say it's a real bargain.

Here is what's included in the **\$48.00** package:

- The spiral-bound "*Estimating Printing with Morning Flight*" Book
- A CD with the Passport Edition of Morning Flight
- User-defined Prepress, Postpress, Packaging
- Full help system installed with the program
- Flash tutorials and simulations, all accessible from the main menu

Haven't decided yet how we'll distribute it. Amazon.com, definitely, and maybe eBay Stores. Funny thing, now that I think of it: We're software developers, and our first commercial product will be a book. Ben Franklin would have been pleased!

The Top Ten Topics

Posted: 22 Apr 2008 09:39 am

Ever wonder what the hottest topics are on the Morning Flight Forum? I did, so today I decided to find out. To my surprise, the number one topic wasn't about estimating. It was about how to move files from one computer to another.

Here are the "most-viewed" Top Ten:

- 5,002 views - Moving Files to another Computer (Advanced)
- 2,911 views - Digital Change requested (Feedback)
- 2,389 views - Digital Second Side Color (Feedback)
- 2,327 views - Help with Pricing (Pricing Questions)
- 2,049 views - Can I have my Logo on Forms? (Advanced)
- 1,904 views - Problem with Buy as Needed Paper (Troubleshooting)
- 1,798 views - E-mailing an Estimate (Troubleshooting)
- 1,759 views - Multi-User and Accounting (Feedback)
- 1,725 views - File Menu out of Sync (Troubleshooting)
- 1,590 views - Can I add an Additional Press? (Getting Started)

Three guesses about which topics will get extra coverage in the upcoming manual.

New in Version 2006.6

New in Version 2006.6

Posted: 12 Oct 2006 11:18 am

New Language Translator

Morning Flight just got a lot bigger. Not in size, but in the market it serves. Printers in Holland, Denmark, Greece, Brazil - any country where English or German isn't the native language - can now customize the program to suit their needs. What's more, they can profit from their work by making the generated translation file available, for a reasonable fee, to other printers. In larger communities, local user groups can package the file with a dedicated Free Edition of Morning Flight to attract new members. Scores of possibilities.

If you see this as an opportunity and would like to take advantage of it, let us know

or simply post your offer on the Morning Flight Forum. Keep in mind that French, Spanish, and Italian will eventually supplement German as built-in languages. Probably wouldn't make much sense to translate those.

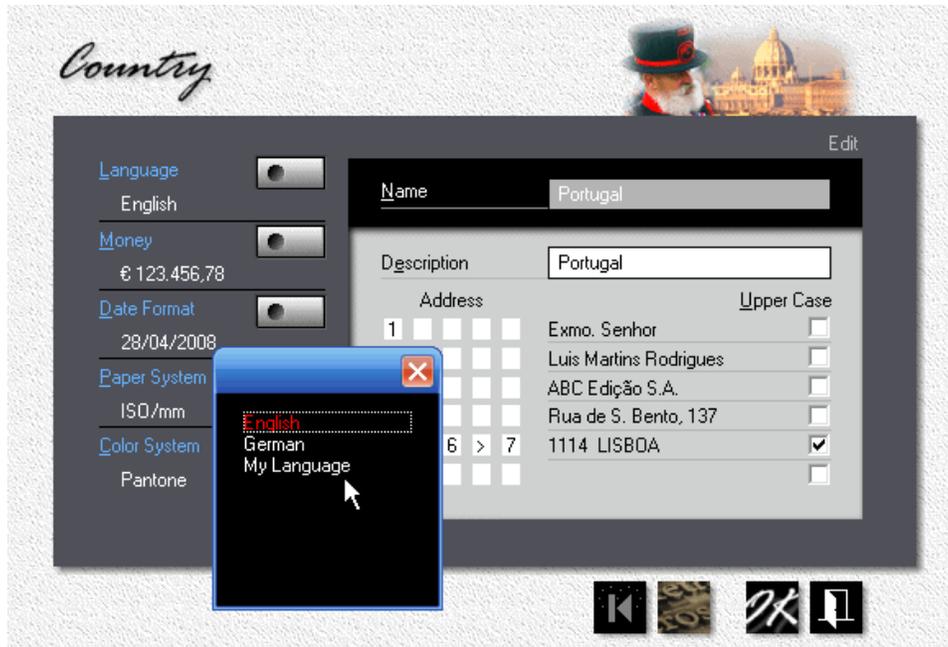
Note the window ID number 2003A in the blue frame below. The display of ID numbers is triggered by opening the Translator. That way you'll know which window you're translating. It can also be switched on (or off) by selecting File -> Show Window ID.



Step 1

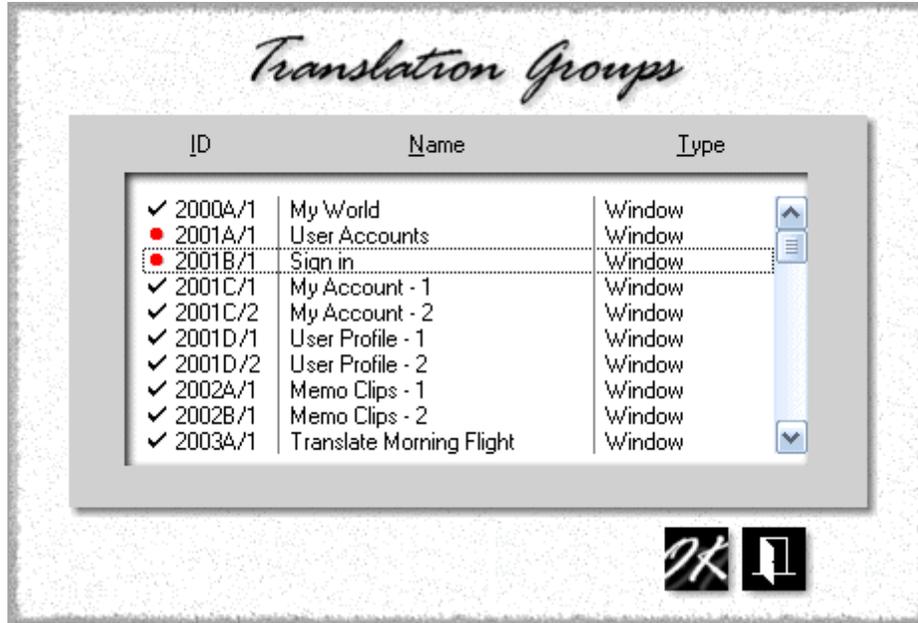
1. From the Main Menu, select File -> My World (or press F2).
2. In the window that opens, click My Country.
3. Select your country (but don't close the window), then click the Edit button, third from the left. If your country isn't listed, move the highlight bar over a country with a similar address format, then click the Add button, second from the left.

- In the window that opens, click Language, then select My Language and click OK. Close the rest of the open windows with OK as well.



Step 2

- From the Main Menu, select File -> Translate ... -> Morning Flight.
- Translate the English word or phrase displayed in the left column and enter it in the right column. Make sure the length, including blank spaces, doesn't exceed 40 characters. If the text you're translating is for a window, check the results. There may not always be space for 40 characters on the screen.
- When you're done with the page you're working on, click the black check button (third from the left). If there is a red ball next to the Rolodex icon, it means the page hasn't been translated yet. Clicking the check button will mark the page as either done or incomplete.
- Click the up or down arrow (or press PgUp or PgDn) to turn the page. That automatically saves the changes for the page you were working on.
- To select a new page to work on, click the Rolodex button. In the browse box that opens, the red ball tells you which pages are done and which still need work.



The name of the generated translation file is RSMFile.TPS. You'll find it in the Morning Flight directory (C:\Program Files\PrintFire\MorningFlight by default). To install the translated file on a different computer, find the directory into which Morning Flight was installed, then override the original RSMFile.TPS there.

P.S. Why all the ampersands (&) in the English text? Fair question, with a relatively simple answer: When most computer programs encounter an ampersand in a menu item or in the description for an entry field, they suppress the ampersand itself but then underline the letter following it, making that letter a "hot" letter. Hot letters, pressed while holding down the Alt key, will activate the menu item or move the cursor to the respective entry field. In the Translator Screen at the top of this page, the description for "My &Company" would read "My Company," and the hot letter would be Alt-C.

Hot letters were a godsend in the DOS world, devoid of mice, but are slowly turning into relics. They're safe to ignore for translations. Besides, if the ampersand is used where it shouldn't be, it will surreptitiously find its way onto the screen and that - trust me on this - will confound your user.

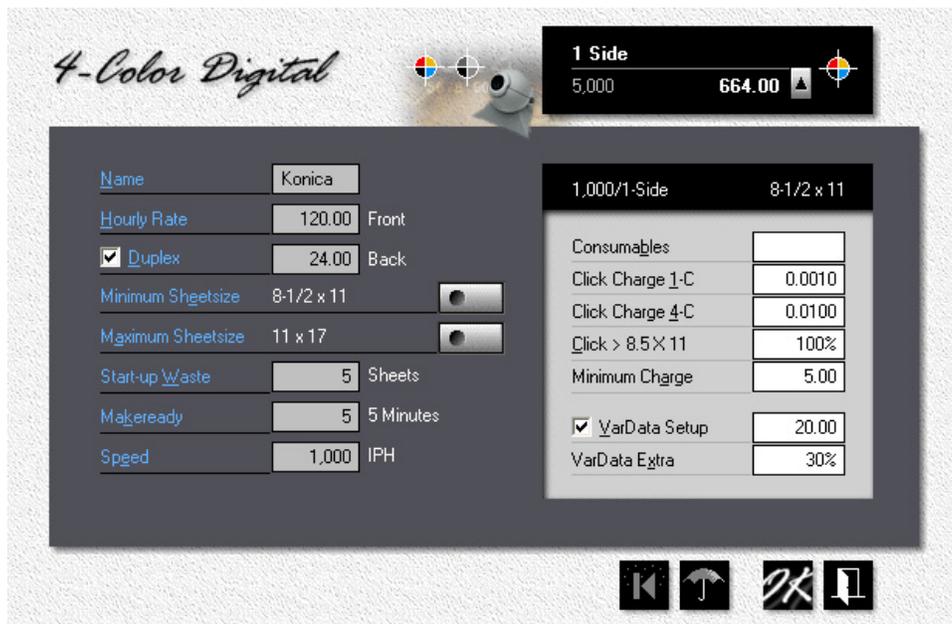
New in Version 2006.1

New in Version 2006.1

Posted: 30 Dec 2005 06:17 pm

New Digital Capabilities

With the help of two very active Morning Flight Forum members, Craig from Ohio and Darrell from New Zealand, we were able to improve the digital press module. It now accommodates high-end digital copiers in addition to conventional liquid-ink presses.



- Click charges for 1- and 4-color, with adjustable click rates for sheets larger than 8-1/2x11 or A4 (user definable).
- Separate hourly rates for front and back.
- Digital (and Copy) products can now be made primary products.

More Flexible Ink Pricing

Daryl from Canada, another forum member, told us he custom mixes most of his

colors. He asked for the ability to add mixing charges to in-house Morning Flight inks.



- All in-house colors can now be treated as a special mix.
- Any ink color can be offered free of charge when ordered on a particular weekday. This doesn't affect estimates because you rarely know in advance on which day the order will be placed. But if you check all days, the color will be free in estimates as well.

Expanded Paper Selections



Next to running your presses profitably, how you buy and sell paper is where you stand to gain the most. That's why Morning Flight now offers four different ways of organizing and pricing paper:

1. **In-Stock Paper** (formerly My Paper)
2. **Buy-as-needed Paper** (formerly One-Price Paper)
3. **PaperShop Paper** (New)
4. **Special Paper** (formerly Multi-Price Paper)

In addition, we've made it easier to add and update paper in every category:

- All brackets are displayed highest price first, lowest last, with all but the 1-Carton price automatically filled-in by Morning Flight. You can override all prices by clicking the blue Price button.
- When you click the One-Price button, all brackets will be priced the same as one full Carton.
- When you click the Color button, all color brackets will be priced the same as white.

Who's on First?

When we introduced Morning Flight, there was My Paper and Vendor Paper. My

Paper was paper you kept on hand, Vendor Paper was paper you bought as needed. All were priced by the vendor in different brackets, from less than a carton to multiple cartons. A few weeks later we opened the Morning Flight Forum and quickly discovered that this wasn't how most printers in the U.S. bought paper. Most printers here were charged the same price, no matter how much or how little paper they ordered on any given day.

That may not make a whole lot of sense through the eyes of marketing, but happily, we don't make the rules. Our job is to make sure Morning Flight can deal with them. Enter One-Price Paper, a variation of Vendor Paper that came with a single price. Except you could, if you wanted to, enter a different price in more than one bracket, which made One-Price sort of a misnomer.

My Paper, One-Price Vendor Paper, Multi-Price Vendor Paper . . . and PaperShop Paper, a fourth category, still on the horizon. Bewildering? Time for an overhaul. In printing, working with paper plays too big a role to be even vaguely obscure.

First, we renamed the categories, with the name describing not what the paper was, but how it was used. Then we relegated the old Multi-Price Paper to a catch-all category called "Special Paper," a place where you could put paper you couldn't fit anywhere else. That left us with My Paper, now called "My in-Stock Paper," and One-Price Paper, now known as "Buy-as-needed Paper." We didn't have to change the file structures, so whatever paper you entered into the old categories will still be there when you upgrade. Just look for them under the new names.

My in-Stock Paper. Any paper you keep on hand, or can get your hands on in a hurry. It's also the only cut-size paper that Morning Flight will let you quote in broken reams. Before you designate any item as My in-Stock Paper, ask yourself this:

Am I willing to sell sheets in broken reams, and envelopes in partial boxes?

Am I willing to put whatever's left over from a job back on the shelf?

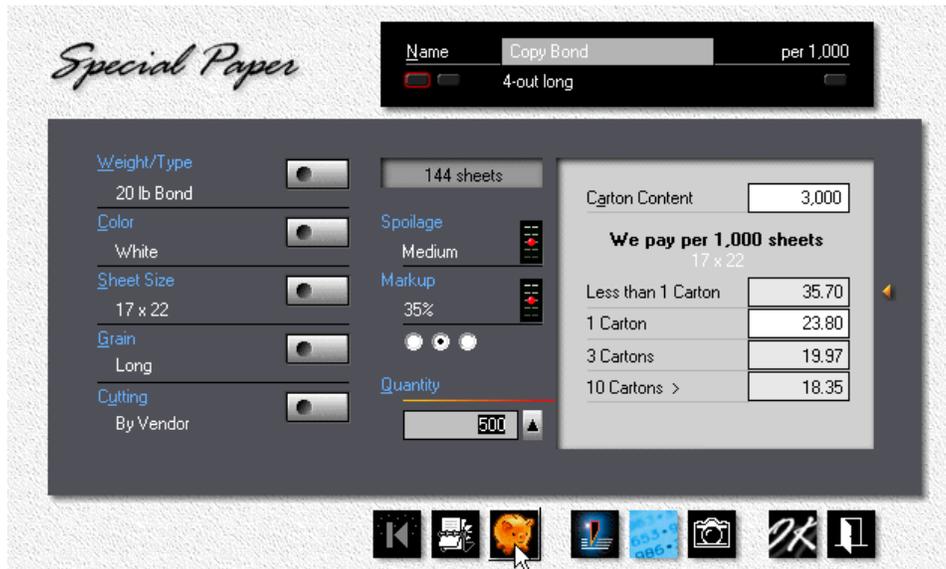
Can I expect either this customer or another customer to order the same paper, in the same color, before the envelopes glue themselves shut and get wrinkled?

My Buy-as-needed Paper. As the name implies, any paper that you order for a specific job. If the customer orders 600 letterheads, Morning Flight expects you to buy a minimum of 1,000 sheets. The program won't let you buy half a box of

envelopes because nobody will sell you half a box. Where in-Stock Paper or Special Paper can be priced by weight or per 1,000 in a variety of brackets, Buy-as-needed Paper can only be priced per 1,000 sheets. You do get a choice of brackets: Less than a carton, full carton, and multiple cartons. Accessible for updating from either "My Store" or the File Menu.

PaperShop Paper. Same as Buy-as-needed Paper, but preloaded with data provided by the vendor. Accessible for updating from the File Menu only. We hope to have files available from XPEDX before long.

Special Paper. Another variation of Buy-as-needed Paper. Special Paper is more versatile because you can order it from the vendor in any conceivable combination of brackets, by weight or per 1,000. You can also save any paper item you think you might quote again in a "Saved Special Paper" file (click the piggy-bank button while you have the Special Paper quote window open). Accessible from the File Menu or by clicking the Rolodex button next to the piggy-bank in the Special Paper window.



Morning Flight in the Classroom



Welcome, Appalachian State

Posted: 18 Mar 2006 09:03 am

Appalachian State University is among the first to recognize the educational benefits Morning Flight software can bring to the classroom. Located in the Blue Ridge Mountains of North Carolina and a TIME Magazine "College of the Year," ASU plans to make the Free Edition a requirement for their Print Production Analysis and Control undergraduate course. Thank you, ASU. Visit Appalachian State at <http://www.tour.appstate.edu/academics.html>

• Understand interaction and dependence of processes in prepress, presswork, and postpress production and the role of management in coordinating production in the Graphic Arts industry.

Required texts (loaned from the instructor):

Printing Estimating, 4th Edition, by Philip Ruggles

Your final grade will not be released until the book is returned or paid for.

Required supplies

- Secure and uninterrupted access to a computer workstation that is connected to the Internet.
- Morning Flight, printing estimating software from Unitac International Inc. available for free download at: <http://www.printfire.com/index.html>
- Hand calculator.
- Headset.

For the record: While it is illegal to make copies of Morning Flight for resale, educational institutions and their faculty are at liberty to make unlimited copies of the Free Edition for distribution to their students. All we ask is that any fees for such copies not significantly exceed the cost of duplication.

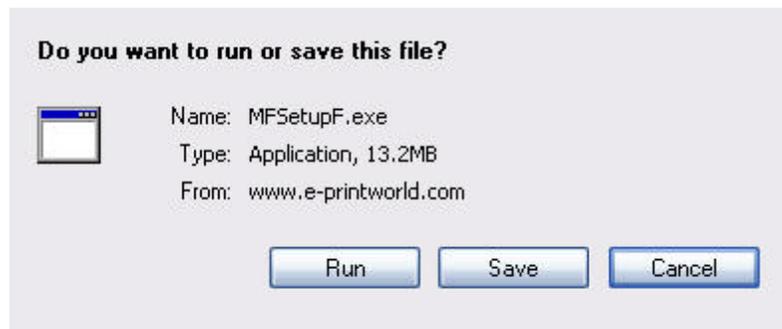
Exchange of the Free Edition among the students themselves is not only unrestricted, it's encouraged.

Getting Started

How to install Morning Flight

How to install Morning Flight

Posted: 28 Oct 2005 08:17 pm



You've downloaded Morning Flight. What's the next step? If you elected to *Save* rather than *Run* the Setup file, go to the directory into which you saved the download. Look for an application called **MFSetupF.exe** for the Free Edition or **MFSetupS.exe** for the Silver. Double-click on it to start the installation, then follow the instructions on the screen. Note that the Free Edition is a bona fide free program - yours to keep! It won't self-destruct after a preset trial period, nor will you need a serial number to run it.

Installing the Silver Edition

Unlike the free version, the Silver Edition includes password security. Whoever installs the program and enters his or her name during Pre-Launch will automatically become the Administrator. The second time you load the Silver Edition, you will need to sign in. Your user name will be your initials. Since you haven't assigned yourself a password yet, leave the password field blank and click OK. Password use is optional. If you're not concerned about security, you may find it convenient to keep yourself signed in.



Installing for VISTA

Morning Flight programs will run under Vista without modification, provided there is only one user per machine. If you expect to set up multiple User Accounts on the same computer, remove "Program Files" from the default path when you install the program. That will prevent Vista from creating separate data files for each user. In other words, install Morning Flight into

C:\PrintFire\MorningFlight, not C:\Program Files\PrintFire\MorningFlight.

Under Vista, you'll need to install Morning Flight as Administrator: Right-click on **MFSetupF.exe** (Free Edition) or **MFSetupS.exe** (Silver Edition), then select "Run as administrator" from the pop-up menu.

After the Installation

When either edition loads for the first time, it will take from 3 to 5 minutes to create the data files. During that time you'll see only the main menu bar and an hour glass. Subsequent program loads will take just seconds.

What you need to know about VISTA

What you need to know about Vista

Posted: 22 Apr 2007 09:17 am

According to Microsoft, Vista is the biggest release of Windows ever. Lots of new features to play with, along with better security and an updated user interface. The downside is compatibility, with the most common question asked: Will existing applications run on Vista? If they trip up (and many do, including such blockbusters as QuickBooks 2006), it will most likely be over UAC or User Account Control, Microsoft's attempt to bring Unix-like security to Windows.

There is a fair amount of confusion over UAC, which is rapidly gaining notoriety for annoying the user with constant permission prompts. That's something we'll learn to live with. Security usually comes with a price tag. Look no further than the long check-in lines at airports.

More insidious is a new UAC feature called Virtualization. The idea is to accommodate legacy applications that write to files in protected directories. "C:/Program Files" is such a directory. This is so common that Microsoft devised a mechanism that allows these programs to still work. When a program writes to files residing in the "Program Files" folder, Vista redirects the write operation to a user-specific location. The application thinks it's writing to the main Program Files directory, but in reality a file gets written to a second Program Files directory in the individual user's Virtual Store. Specifically, C:\Users\{User's Name}\AppData\Local\VirtualStore\Program Files\PrintFire\MorningFlight. Data which the application thinks is globally accessible now becomes private to each user.

I'll have more on this later. For now, the short version is that Morning Flight programs will run under Vista without modification, provided there is only one user per machine. If you expect to set up multiple User Accounts on the same computer, remove "Program Files" from the default path when you first install the program. In other words, install Morning Flight into C:\PrintFire\MorningFlight, not C:\Program Files\PrintFire\MorningFlight. That will prevent Vista from creating separate data files for each user.

Under Vista, you'll need to install Morning Flight as Administrator: Right-click on **MFSetupF.exe** (Free Edition) or **MFSetupS.exe** (Silver Edition), then select "Run as administrator" from the pop-up menu. If you're upgrading, be sure to back up your files beforehand.

..... Hal Heindel

Can I add an additional Press?

Can I add an additional Press?

Posted: 05 May 2005 04:15 pm

Just want to know if I can add an additional single color press. We have one set-up just for envelopes and have a different price structure for it.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, would that press be a Halm Jet? The way to accommodate different presses is to set up a range of unique products. I'm assuming you want to be able to charge a lower price for 1-color envelopes because you have a press that can run those envelopes more efficiently. Instead of adding another press, create some unique envelope products just for that unit. While you're in the New Product window, press F11 or click on the "don't walk" button (the red hand) and disable 2 and 4-color printing. You now have envelopes that you can only quote in 1-color. The effect will be the same as adding another 1-color press.

Morning Flight employs some unique and proprietary pricing techniques. One of them is the concept of virtual presses. If your shop offers 1-color, 2-color and 4-color printing, the program assumes you have three different presses: a 1-color, a 2-color, and a 4-color. The idea is, those presses don't have to be real. Say you're a broker and outsource all of your work but use Morning Flight for estimating. In that case, all three of your presses would be virtual.

Let's use another scenario. Say you're a 1, 2 and 4-color printer but have only one press, a 2-color Ryobi. In that case, the program creates one real press for your 2-color work and two virtual presses for the rest. It means all press parameters such as maximum sheet size and so on would be identical, but you would probably want to assign different hourly rates. Case in point: your regular press person does all the 1 and 2-color work during the day, and you have a more qualified moonlighter come in after hours to print process. Same press, different hourly rate. If you don't offer 4-color process, you can go to My Shop and take the virtual 4-color press off line.

Hope this helps.

..... **Hal Heindel**

It's not a Halm Jet, it's just a second Multi 1250 with a bottom feeder that we only run envelopes

and 4-up business cards on. My thought was to have a second single color press, I'll set-up the product like you said. Thanks Again!

..... **Craig Hofer**

As an afterthought, if setting up the envelopes as offset products is too cumbersome, try setting them up as Merchandise instead. Use per 1,000 pricing. The merchandise module is not nearly as sophisticated as the offset engine, but it's easier to define a predetermined price with it.

FYI, press-based estimating (where you'll be able to set up a virtually unlimited number of presses but will need to enter more data) is built into the Morning Flight program structure, but not implemented in the Silver Edition.

..... **Hal Heindel**

What's Vendor Paper?

What's Vendor Paper?

Posted: 06 May 2005 02:04 pm

Maybe it's just not registering with me today, being Friday and all, but what is vendor paper for?

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Vendor Paper, for lack of a better term (and if someone can come with a better one, I'm open for suggestions), is any paper that hasn't been designated as a "My Paper" house stock. Vendor Paper is purchased as needed for each order. Vendor Paper and My Paper can also have different markups.

The main difference between the two is the way the program looks at paper in terms of availability and pricing. When you sell 300 1-color letterheads using My Paper, Morning Flight will add 45 sheets for spoilage. That's because you can use what you need and put the rest back on the shelf. When you sell 300 1-color letterheads on Vendor Paper, the customer is always charged for a full ream.

My Paper doesn't have to be an in-house stock item. You can designate a popular brand as My Paper and then buy it as needed from an XPDY Paper Shop, for instance. If you're willing to sell a broken ream and save the rest for the next customer, make it a My Paper item. For that

particular brand and color (I'd restrict it to white or off-white), you'll always have a competitive edge.

..... **Hal Heindel**

So I would use it for Mill ordered paper. Thanks!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Not only Mill ordered, but any paper that you order from the local vendor for a specific job.

At Unitac, we designate as 'My Paper' a number of preselected flat sheets, matching envelopes, and matching card stock for business cards. One of the requisites for My Paper is that it be stocked by the local XPDX Paper Shop so we can walk in and pick up a single ream if we needed to. Anything the XPDX Paper Shop doesn' carry, even if the local XPDX warehouse does, is automatically Vendor Paper.

So what we have at Unitac are really three categories of paper: (1) My Paper, available in broken cartons from the Paper Shop, (2) Vendor Paper, available from the XPDX warehouse in broken cartons (although they're not anxious to sell you just a couple of reams), and (3) Vendor Paper, available from the Mill in full cartons only.

Some printers will tell you that they don't stock paper, so in effect there is no 'My Paper.' My answer is that if they stock 20 lb white bond and #10 white wove envelopes, they have at least two 'My Paper' items. What you include in 'My Paper' is basically a marketing decision. Check out the Unitac website, Craig, which will eventually become a showcase site on how to integrate Morning Flight into your marketing and sales promotion.

..... **Hal Heindel**

Running on Multiple Computers

Running on Multiple Computers

Posted: 12 May 2005 09:13 am

If we wanted to be able to set-up on multiple PC's is there any easy way to export the pricing we have set-up? Or just plan on keying it in again?

Have been using Morning Flight and checking against our manual system, and have found as our quantities increase our manual system was coming out higher. I am more comfortable with Morning Flight and will be slowly using it completely.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Morning Flight is network ready, but the current version is intended for single-user only. For more on network use, see Multi-User and Accounting and Networking - Multi Station Ability.

To increase prices for higher quantities, experiment with lowering the makeready and increasing the run. For example, letterheads now price out at \$60.90 for 1,000, \$84.40 for 2,000, and \$145.40 for 5,000. If you set makeready down one click to low and up the run one click to difficult, the pricing changes to \$61.80 for 1,000, \$91.30 for 2,000, and \$166.90 for 5,000. In other words, only \$0.90 more for 1,000, but \$21.00 more for 5,000.

I don't recommend doing that for every product. Instead, set up special products where you feel you need the higher pricing at the upper end.

Craig, considering that you're essentially flying blind without the benefit of a help system or user manual, your comfort level with Morning Flight is inspiring! I appreciate your vote of confidence. The manual and help system are on the way.

..... **Hal Heindel**

Change Quantity on Quote

Change Quantity on Quote

Posted: 23 May 2005 12:28 pm

Is it possible to change the quantity on a quote to a number not set in preferences without entering a new quote? Say I set my preferences for 500, 1000, 2000 and send the customer the quote. He calls and asks for a price on 5000. I change my preferences but this does not update the quote.

I know right about now you are saying jtjohn is as lazy as my old hound dog.

..... **jtjohn**

Joined: 18 May 2005 Posts: 8 Location: Homestead, Florida

Actually, Jerry, that would be my old cat. But, yes, there are a couple of ways you can change quantities. From the Quote Printing window, either click on the red quantity button on the bottom, or press F12. Or, just right-click on one of the quantity columns to the right. The column you click will be the quantity you want to change.

The quantities set in Preferences are merely defaults. In other words, those are the quantities that come up when you first open the Quote Printing or Quote Merchandise windows. Note that the Quantity window is also where you specify whether the customer is supplying the paper or film, and whether this is a reorder without changes (meaning no new film required or charged for).

..... Hal Heindel



Sorting Paper Listings

Sorting Paper Listings

Posted: 23 May 2005 11:35 am

Is there any way to sort the paper once it is entered? Is there any chance a job ticket could be printed with all the specs including the paper cut sketch for the pressman, but without the prices?

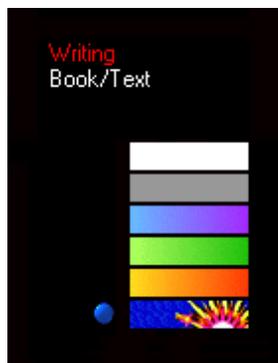
..... jtjohn

Joined: 18 May 2005 Posts: 8 Location: Homestead, Florida

Job Tickets will be available in the upcoming Gold Edition that includes Order Entry, Invoicing, and Job Tracking.

When you're printing a paper list, you can have it sorted by either Category, Name, or Popularity (how often that particular paper was used in a quote or an order). When you're viewing paper in a browse box, it can be sorted by Weight, Name, Type, or Size. Just left-click on the appropriate heading.

Weight	Name	Type	Size
2-part	✓ Carbonless Set	Carbonless	8-1/2 x 11
3-part	✓ Carbonless Set	Carbonless	8-1/2 x 11
4-part	✓ Carbonless Set	Carbonless	8-1/2 x 11
5-part	✓ Carbonless Set	Carbonless	8-1/2 x 11
6-part	✓ Carbonless Set	Carbonless	8-1/2 x 11
24 lb	✓ Classic Laid	Writing	8-1/2 x 11
24 lb	✓ Classic Laid	Envelopes	4-1/8 x 9-1/2
80 lb	✓ Classic Laid Cover	Cover/Label	8-1/2 x 11
80 lb	✓ Coated Book	Book/Text	8-1/2 x 11
80 lb	✓ Coated Book	Book/Text	11 x 17
80 lb	✓ Coated Cover	Cover/Label	8-1/2 x 11
80 lb	✓ Coated Cover	Cover/Label	11 x 17



In some browse boxes, you can also refine the listing by color. Click on one of the color bars in the black panel to the right. Or, left-click on the blue ball and drag it up or down while holding down the mouse button. Selecting the bar on the bottom will bring up all colors. Incidentally, the same thing goes for ink.

..... Hal Heindel

Imposition/Stripping with CTP

Imposition or Stripping with CTP Plate

Posted: 24 May 2005 01:53 pm

When preparing a test quote on letterheads I printed a time sheet. It shows 8 minutes for imposition with a CTP plate. When I went to MY PRODUCTS and clicked on LETTERHEADS, it displayed PREPRESS in the WE CHARGE window. When I put the CAMERA to display charges it shows STRIPPING time of 8 minutes charging \$6.00. I assume this is to charge for opening a file and sending it to the recorder. Can this charge be edited or deleted?

. **jtjohn**

Joined: 18 May 2005 Posts: 8 Location: Homestead, Florida

In My Shop you can click on My Prepress and make a custom stripping charge. I have done that for several Prepress and Postpress items to meet our needs. Then when you are making a quote you click on the Prepress button and select from My Prepress menu.

Or you will have to make a new Product in which you can edit the properties and change the stripping charge. I believe "letterhead" as it is defaulted does not have editable properties.

Clear as mud, right?

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Let me see if I can shed some more light on this from another direction.

Stripping and imposition charges are as you described, jtjohn: the cost of opening a file and sending it to the recorder for CTP, or stripping the film if produced by a camera or imagesetter. These charges can usually be changed but not deleted, although you can trick the program into doing so by telling it the job is a reorder without changes. That works for CTP and PhotoDirect but not for other plates - it will also delete the film!

I say usually because stripping/imposition can't be changed for the seven mandatory offset products, as Craig mentioned, and letterheads happen to be one of them. Think of mandatory products as cornerstones in the program. Their properties indirectly affect how other products are priced. Take letterheads, #10 envelopes, and catalog sheets, for instance. When you adjust hourly press rates for offset in My Shop, you can use the pricing of these three products as your target. Any change in the rate is instantly reflected in their price.

If you do want to change the properties of letterheads, simply make your own. You might even want to create several types of letterheads, based on level of quality or degree of difficulty. There is no limit to what you can change in products you make yourself.

Note that all of this applies only to products in My Store. On individual quotations, select any product, mandatory or otherwise, and click on the Special Product button (or hold down Ctrl and press F2). Making products Special doesn't in itself change their price, but removes all restrictions on editing. And the edits are what changes the price.

To make a long story short (and it's probably too late for that already), here is how you edit Stripping/Imposition individually for each product: From My Store/My Products/Properties, adjust the first slider marked Stripping. This will change 8½ x 11 values from 6 minutes at Very Low to 16 minutes at Very High, with 8, 10 and 13 minutes in between. Ditto for the Stripping slider in Quote Printing/Ctrl-F2/Properties.

To change the Stripping/Imposition rate for all products, go to My Shop/Prepress and change the hourly prepress rate, set by the program to \$45.00. It's the last entry on the bottom of Tab 1.

. Hal Heindel



Thanks for the info, guys. I figured there was one or two workarounds to get the program price to come out close to what we are charging now. Understanding the program's theory should keep me from doing something that will cause problems down the line.

I love the interface on this program. I look forward to playing around with it a little each day to get it ready for my office staff.

. **jtjohn**

Booklet Pricing

Booklet Pricing

Posted: 25 May 2005 02:47 pm

Any easy way short of making booklets a merchandise item to be able to price them? Almost seem like a new category on My Products would be needed, something for 8.5x8.5 and 8.5x11 booklets in multiple page settings.

This would be a better set-up than a merchandise item since I could change ink colors, composition, and other stuff on the fly.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, there actually was such a category built into Morning Flight early on, but we decided to remove it because it didn't have enough power to be useful. As a one-unit product, booklets would have to be self-cover, with the same ink and run specs throughout. Hardly an everyday real world occurrence.

Our next go at it was a multi-unit, compound product. In other words, a product that could be assembled from other products. Now you could make up separate quote sheets for the cover, inside pages, even inserts such as envelopes (for GBC or wire-bound books), all with different run specs. That worked, but bloated the program to where booklets took up an inordinate amount of the interface. The feel of Morning Flight began to resemble that of a tuxedo, where before it had been a pair of jeans.

As it stands now, the underlying code for compound booklets is complete, and all the data files you're now using are designed to accommodate them. But instead of incorporating booklets into Morning Flight Silver, you'll first assemble them in a separate "booklets only" module, then add them to the shopping cart in the MF Silver Estimate Writer.

When? Some time after the help system and manuals are done. Let me ask everyone this: what

should come first, the Booklet Module or Morning Flight Gold (with Order Entry, Invoicing, and Job Tracking)?

. **Hal Heindel**

Go for the GOLD!

Yesterday I had to quote on a couple booklets, since I am now doing 90% of my estimating with Morning Flight, that was the first thing I went to. I can still price booklets out manually or make several of our most popular booklets a merchandise item to speed up estimating.

I do have one other question, when the beta testing is over and I buy the full version, will all my entered information ie. contacts, pricing, products, be transferable? I hope so, because I have entered a ton of stuff since April!

Still working on my "Pilots license."

. **Craig Hofer**

Looks like you're getting ready for your cross-country! Yes, all the data entered in the beta version will be available as is in the packaged product - no importing necessary.

If a change in the data file structure should occur in the future, we would always supply a free conversion utility. Enter away, Craig!

. **Hal Heindel**

NCR

NCR

Posted: 07 Jun 2005 07:56 am

How do you do NCR in Morning Flight?

. **Universal**

Joined: 07 Jun 2005 Posts: 1

To quote on a multi-part set, go to Quote Price on the main menu, then click the Product button or press F2 (Ctrl-F2 for specials). Single-click on Carbonless in the black panel on the right side of the list box, then double-click the pick list to select the right form. To quote on a single NCR

sheet, select Sheets instead of Carbonless.

..... **Hal Heindel**

Getting My Postpress to print on Estimates

Getting My Postpress to print on Estimate

Posted: 08 Jun 2005 01:33 pm

Hi Hal,

How do I get My Postpress to print on the final estimate? I have added things like Collate, Saddle Stitch. It would be nice to see them listed as finishing on the estimate.

Also I am having troubles with the Padding, I have listed Padding Bond at .20 per pad in My Shop/Postpress. But when I write the quote things don't add up right. I use the 4 up note pad, QTY of 6250 sheets (500 pads of 50) should be \$100.00 per my entered price per pad. MF tells me \$28.00, am I doing something wrong?

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

Neither prepress nor postpress charges can be shown separately on the final estimate, but you can break out itemized charges for your customers by sending a Quotesheet along with the estimate. There are three ways to view/print a quote: As a Priceshet, as a Timesheet, and as a Quotesheet. Priceshets and Timesheets are for internal use only and show actual costs and projected hours to print the job.

A Quotesheet is similar in appearance to a Priceshet but reflects discounts or surcharges in effect for a particular customer or estimate. Quotesheets are designed for external use because prices on Quotesheets match those on the Estimate.

As to the problem with pricing pads, your product quantity should be 25,000 instead of 6,250. When you enter 6,250 (the press sheet quantity), you'll note that MF tells you your only getting 125 pads of 50. At 20 cents per pad, with a \$3.00 setup charge, the total padding cost for 125 pads should and does come to \$28.00. Once MF shows 500 pads, it does price them at \$103.00

(again at 20 cents per pad).

Entering the press sheet quantity instead of the product quantity will of course also set printing and paper costs too low, not just the cost of padding. Let me know if I can shed more light on this.

One more comment about the price of pads, Craig: When you press F7 to add postpress, MF will show 500 pads of 50 only if 25,000 is the active quantity. In other words, when the 25,000 quantity column in the Print Quote window is highlighted by single-clicking in the 25,000 column.

Making any of the three quantities the active quantity serves just two purposes. The first is to highlight that quantity for editing when you press F12 (you can double-click the quantity column and get the same result). The second is to show pricing for the active quantity when you add/edit postpress, or when you single-click any area that has the cursor showing a camera.

. **Hal Heindel**

In regards to the postpress items listing on the estimate, I wasn't as clear on the post as I was in my mind. I don't want the Prices to show just the description of the finishing. So at the end of the description it will say "Finishing: Folded, Cut, Perforated, Saddle Stitched...." But not the prices. Clear as mud right?

As for the pads, I wasn't figuring the number of 4.25x5.5 sheets, I was figuring based on the number of 8.5x11's it took to make them. Thanks for putting me back on the flight plan!

. **Craig Hofer**

Now it is, Craig . . . clear as mud, I mean. What you're saying is that MF spells out all standard postpress ops on the estimate, but not My Postpress stuff. The reason it doesn't has to do with internationalization.

As you know, Morning Flight can automatically translate estimates into different languages (only English and German now, but French, Spanish, Italian, and even My Languages, such as Dutch or Danish, in the future). It has no problem translating built-in operations such as cutting and folding, but we haven't figured out yet how to automatically translate a postpress operation that a user has defined in his or her own language.

Of course, although the description of My Postpress items is excluded, MF does include their cost in the product price.

. **Hal Heindel**

I think having all post press items listed would be a good idea. I had to do a competitive bid and MF didn't list my additional postpress items that were specified on the bid sheet, I had to add them on my own. It would make a more professional looking estimate not having to hand write them in.

All that being said, MF is still awesome!

. **Craig Hofer**

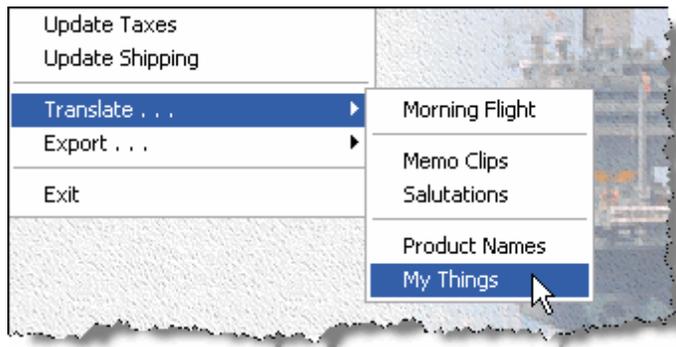
Craig,

If you download version 2005.5 of Morning Flight you'll find that My Postpress items are now showing up on your estimates. We had anticipated that this would become necessary at some point, so the data files were already set up for it. In other words, any My Postpress items you entered will still be there when you reinstall the program, no conversion required.

You'll also find a new translation utility under File/Translate: My Things. This allows users in multi-lingual countries such as Canada and Switzerland to translate My Prepress, My Postpress, and My Packing items so they have a choice in which language to print the estimate.

Thanks again for your feedback and for giving MF such a solid workout!

. **Hal Heindel**



How exactly do different Markups work?

How exactly do different Markups work?

Posted: 11 Jul 2005 10:01 pm Post subject:

Trying to wrap my mind around how the markups work. You have the markups in the 'My Store' main screen and then markups in the individual paper sections. It seems that the system marks

up the mark-ups, but really not sure what exactly it is doing. If you know that you want to mark up a specific paper to 54%, what combination would give you that?

..... **cmcduff**

Joined: 08 Jul 2005 Posts: 3 Location: Northeast Alabama, USA

Great question! Paper markups, though basically simple, really cry out for a manual or help text to explain what goes on under the hood.

First, Morning Flight does not mark up the markups. Let's say you wanted to apply a 54% markup for all My Paper quantities. Simply enter 54% in all four brackets in My Store. Now when you update or zoom in on any My Paper item, you'll see a 54% markup for all quantities, provided the markup slider is set to medium and the center range button is clicked (the middle one of the three radio buttons). You'll also see 54% when you move the cursor over the white paper window on the quote screen until it changes to a camera icon, then click the left mouse button.



My Store

My Customers: 1
 My Products: 88
 My in-Stock Paper: 23
 Buy-as-Needed Paper: 4
 My Inks: 52

Paper Markups

	in-Stock	to-Order	Blank	
Bracket 1	54.0	20.0	20.0	%
Bracket 2	54.0	25.0	20.0	
Carton	54.0	30.0	20.0	
Less*	54.0	35.0	20.0	

*CartonPlus Pricing

Navigation icons: CPlus, umbrella, paper, printer.

Here is how the markup range feature works for individual paper items. Whenever the slider and range button are set to medium and center, the markup you get for that paper is the one you set in My Store. To change the markup for just this one paper item, move the slider and change the range until you come closest to the desired markup. (The range selector works sort of like a transfer case in a semi - low, medium, and high).

We pay per 1,000 sheets		
	White	Colors
Less than 1 Carton	58.50	61.50
1 Carton	39.00	41.00
3 Cartons	26.87	28.25
10 Cartons >	24.80	26.08

Why not allow a specific markup for each paper item instead of an across-the-board percentage value? Because you would then have to adjust each individual paper item whenever you increased or decreased the general markup in My Store. If you could some day download an XPEDX paper file, that could be thousands of items. With the slider and range feature, all you need to adjust is the value in My Store for the change to cascade down.

This coming week, MF 2005.6 will be ready for download, with a whole new category of vendor paper: One-Price Paper.

..... Hal Heindel

Getting started with the Free Edition

Getting Started with Free Edition

Posted: 03 Aug 2005 12:58 pm

Help - I don't know if I'm doing this wrong but I downloaded and installed the Free Edition. I like a lot of the features and the ease of the setup.

I installed the program to Program Files/Print Fire/Morning Flight - When I started the program the first time it created all the databases on my desktop. So I moved them to the Morning Flight directory and restarted the program. I created an estimate and went to save it - after I clicked on the customer name the estimate reset and I lost all my work. I removed and reinstalled 3 times. I

got the same results even when I left the databases on the desktop. Thanks in advance.

. **Steven B**

Joined: 03 Aug 2005 Posts: 2

You're not doing anything wrong, Steven . . . we did! Yesterday, we upgraded to a new Installer. Transferring the project settings to the new Install Program produced the glitch you describe. We discovered the problem within hours, and by noon yesterday, a corrected **MFSetupF.exe** had been uploaded to the printfire.com web site.

Please uninstall the Free Edition, download the new **MFSetupF.exe**, then reinstall. After uninstalling from the Windows Control Panel, you may want to go to your "Program Files/PrintFire" directory and delete the entire "MorningFlight" subdirectory to get a clean install (along with deleting from your desktop not only the Morning Flight data files, but also the shortcut). This will of course delete any data files that exist in that subdirectory, but since you haven't been able to save your work, those files will hold only data that Morning Flight created on startup.

Unless, that is, you're also using the beta version of Morning Flight Silver, AND you've installed it in the same directory (which we recommend). In that case, don't delete the "Morning Flight" subdirectory! The Free Edition and the Silver Edition both use common data files. Deleting those files for one edition would automatically delete them for the other.

Sorry for the inconvenience! When the Free Edition appears in book form later this year, we'll be happy to mail you a copy free of charge.

. **Hal Heindel**

That update seemed to do the trick. Thank You.

Does the full version allow you to bid multiple paper types? For example, I have a 40-page book with a 60# cover stock. I see the free edition will only let you bid one paper type. Thanks again.

. **Steven B**

Glad to hear you're now up and running. The full Silver and Gold Editions will still be limited to one paper type per quote, but there will be a separate booklet maker add-on that we expect will work with all versions, even the Free Edition. We had booklet pricing built in but removed it because the Morning Flight interface became unwieldy. Check out the Booklet Pricing topic on this forum.

. **Hal Heindel**

Paper Weight

Paper

Posted: 04 Aug 2005 04:17 pm

Hi Hal! Gotta question, is there a feature to tell me the actual weight in pounds (or kilo's) based on the number of sheets the job will run? We seem to be shipping a lot of jobs by FedEx and I thought maybe MF could tell me an approximate weight for shipping. I know, quit giving you more stuff to do.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig! Yes, there is a way in MF to find out how much a job will weigh. Open the Paper Pricer (F11 on the main menu), enter the type, weight and cut size of the paper, then enter the quantity. The parent size doesn't matter. If the black upper panel shows "per 1,000," click on the button so it shows "per 100 lbs." You'll see the total number of pounds in the grey window. Works for everything but envelopes.

BTW, don't quit now, I can use all the feedback and suggestions I can get! Hope all is well in Ohio. We're having a great summer in New York.

..... **Hal Heindel**

Changing Properties on Mandatory Items

Changing Properties on Mandatory Items

Posted: 16 Aug 2005 04:21 pm

Why can't I change the properties on mandatory items in My Products? I would like to tweak the pricing on Envelopes, Size 10, and cannot since the property bar is grayed out.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

I was wondering when someone would ask that question, Craig. The properties of mandatory items are non-editable because those properties serve as the baseline for pricing other products in MF. For instance, when you set hourly press rates, you use Letterheads, #10 Envelopes, and Catalog Sheets to help arrive at those rates.

There is a way around it. Rename the Size 10 Envelopes to something like "MF Envelopes," then copy the properties to make a new product called "Envelopes." Now MF Envelopes will be the product that's non-editable, but Envelopes can be changed at will.

BTW, the quick way to copy properties when making a new product is to highlight the product you want to copy from, then either press the Insert key or click the Add button. The values of the new product will default to those of the product you highlighted.

..... **Hal Heindel**

One-Price Paper Question

One Price Paper Question

Posted: 16 Aug 2005 12:14 pm

Hi Hal! Gotta question about the One Price Paper. Is there an easy way to move the pricing/colors of all the paper I have entered in MyPaper into the One Pricing category? Kinda feeling lazy.

Another thing I just thought of, I now have 3 paper categories, My Paper, One Price and Multi Price, I am assuming I should pick one of the three categories per item. In other words I shouldn't have 20lb white bond in all three areas, or two of the three. Still flying!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, couldn't have answered it better myself. You're absolutely correct: paper should never be entered in more than one category. It should be either My Paper, or One-Price Paper, or Multi-Price Paper. The reason behind it is similar to why you wouldn't list the same account as both a customer and a prospect. He/she is either a customer (someone who actually bought something - and paid for it!) or a prospect (someone you sent a quote to but never got an order from).

Incidentally, in the Silver Edition of Morning Flight, all accounts are prospects. The Gold Edition

will automatically convert any prospect to a customer when you enter their first order. From then on, you can assign ship-to addresses, ship via, what to watch for on orders, and, since this is a topic about paper, the paper and ink colors you use to print that customer's stationery.

. **Hal Heindel**

Before you dive in

Read this Forum first before you dive in

Posted: 22 Dec 2005 01:55 pm

I have been working with Morning flight for the past five days and really enjoy working with this program, but I wish I would have read most of this forum before I started. I have entered a lot of my paper without fully understanding the idea of My paper and Vendor paper and now wish I had done it differently. After the fifth day of playing with Morning Flight I have learned that after a few quotes I should have read this forum before entering a lot of information. By putting this here I hope to save some time for others who are new to using a computer to do estimating. Thanks, Hal, for your quick responses to my questions.

. **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Thanks, Daryl, excellent advice, but please don't consider those five days wasted. There is a learning curve to any computer program, especially one lacking a manual. Programmers have a saying: Throw the first one away. Maybe you should look at the time spent "playing" with Morning Flight as lessons in disguise. That might help if you do decide to start over. For what it's worth, this version of Morning Flight, too, is one we wrote after having thrown the first one away.

Incidentally, now that you have the paper thing sorted out, get ready for some improvements. To see what's in store, go to <http://www.printfire.com/products.html> and click the two paper buttons. Yes, we're down to three again, but with more options. I'll have the new download up on the site in another week. Same file formats, so whatever you've entered so far will still be there when you install the upgraded version.

Best wishes for the Holidays!

. **Hal Heindel**

"Product" part of a Quote

"Product" part of a Quote

Posted: 01 Feb 2006 04:11 pm

Hi all!

Simple question (and hopefully not a stupid one): what is the Product part of a quote? There is a section for Paper, Printing, Ink Colors, Prepress, Postpress and Packaging so I don't understand what the cost is that's associated with the "Product". Thanks for your help!

..... **Patti**

Joined: 02 Nov 2005 Posts: 3

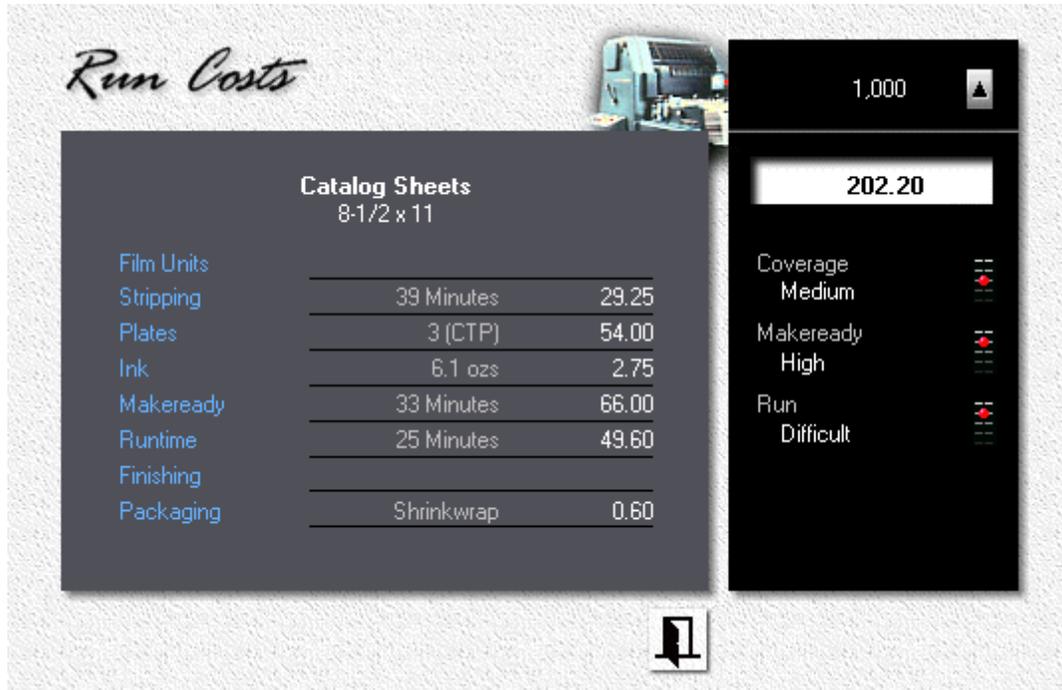
Hi Patti,

Simple question, yes, but far from stupid, and because Products are at the heart of the Morning Flight architecture, deserving of a clear answer. To clear up some confusion going into this: the "Printing" section on the Quote Window describes how a job is printed (1/1, 4/1, 2/0, etc.).



In Morning Flight, a Product is a container that holds all the run properties of a print job. Here is where you specify the finished size, press sheet size, type of plate used, amount of ink coverage, time to make ready, time to print, and type of packaging. Product costs, in Morning Flight terms, are all the costs associated with actually printing a job. Take a black and white Data Sheet. No Ink Colors, no Prepress, no Postpress. The price of that Data Sheet would be made up of Paper Costs (including spoilage and markup), and Product Costs (film, plate, makeready, run cost, and packaging).

To get a better feel for how Morning Flight breaks the total cost of a print job into its component parts, work up a Quote for a 2-color Catalog Sheet with Prepress (composition, scans, proofs) and Postpress (folding), but don't save it. Now click on each of the left panels when the cursor changes to a camera. That will show you not only how the prices are arrived at, but also what's included in each component.



For instance, you'll note that the Ink Color price is made up of washup and mixing costs. Those remain static regardless of quantity. There is another ink charge that's part of the Product: the cost of the amount of ink used. That cost, by necessity, varies not only with the quantity, but also with ink coverage, a property of the Product.

Another charge that may show up as part of the Product is Finishing. If you print a Catalog Sheet 2-up, the customer would probably question it if you charged for cutting. That type of cutting charge could be considered an inherent part of the Product, so it's included there.

What each Product controls indirectly, if at all, is what press the job will be run on. That's primarily based on ink configuration (1-, 2-, or 4-colors). Only when the press sheet size is too large for one press will Morning Flight choose another. In the end, a Product is merely a convenient way to tell Morning Flight how to deal with the job on the press.

..... Hal Heindel

Thanks for responding so quickly Hal! Wow, Morning Flight is so much more complex, and all-inclusive, than initially meets the eye! Really impressive!

I have been involved in the print industry for about 20 years, but only a year or so of that time has been in estimating/pricing. I recently accepted a position as General Manager of a start-up copy/print business. Seeing so many new businesses like this go belly up due to prices that are too high, or too low, I know pricing is a key part to the success of the business. (However, it is my

believe, from experience, that great customer service is an even bigger factor.)

I like that your program is set up with national averages. That, in conjunction with checking out local pricing, gets me off to a great start in setting prices for our company. Thank you for Morning Flight AND your super customer service!

..... **Patti**

Thank you, Patti, for those high marks! You're right, there is more to Morning Flight than meets the eye. Just how much more will become apparent when printers can post a Morning Flight "Electric Price List" on their web site. Not just a data base of pre-calculated prices with interpolation for intermediate quantities, but a wizard-driven, price-it-yourself mini version of Morning Flight designed specifically for printing buyers.

Most of the 260,000+ lines of code that drive Morning Flight are devoted to automation. Maybe the easiest way to explain our design philosophy is to use an analogy, by what happens inside a digital camera. Not much to see or do on the outside, but a ton of complex circuitry inside. As George Eastman, founder of Kodak and one of Rochester's better known natives, used to tell his customers: "You press the button, we do the rest."

It's when that button is clicked that the computer inside the camera does the heavy lifting by going through literally thousands of calculations to give the user the best picture (based on how much light there is, where that light is coming from, its color temperature, the distance of the main subject to the camera, how steady the camera is being held and whether the image itself is static, and myriad other factors).

I fully agree with you that of the four primary factors that drive printing sales (price, advertising, service, quality), price usually ranks lowest. I say usually because for commodities such as copies and purchases done via the internet, price is often what clinches the order. But even on the internet, superior customer service can make the difference. That's why our Electric Price List will do far more than just enable printing buyers to price jobs 24/7.

By balancing MF pricing with what your local market will bear you're using the program exactly as it was intended. Best of luck in your new position.

..... **Hal Heindel**

Adding a larger Press

Adding a larger Press

Posted: 07 Feb 2006 05:01 pm

Will MF work with a 50" press?

..... **Christine**

Joined: 20 Dec 2005 Posts: 9

Yes, although 50" is the maximum with data validation ON. With it OFF, the maximum increases to 99". (To turn data validation off, click the umbrella or press F7 before you click the maximum sheet size button in the My Shop -> Presses window.) The 99" size is largely academic, since the largest paper size in MF is 38" x 50".

..... **Hal Heindel**

Upgrading

Upgrading

Posted: 27 Feb 2006 06:36 pm

When upgrading 2006.2 to 2006.4, I assume I'm reinstalling the silver version 2006.4, right? The instructions are to use the Add and Delete option in the control panel and remove the 2006.2 version. But, it seems like that would remove all my data input. If I save the .TPS files before reinstalling, how do I know which ones to put back in? And will I write over to replace, or delete and replace?

..... **lu.root**

Joined: 24 Feb 2006 Posts: 7

Hi Lu,

All good questions. First, both the Free and the Silver Edition use the same code base, so their version numbers will always be the same. If you've originally installed MF Silver, the upgrade file is **MFSetupS.EXE**. For the Free Edition it is **MFSetupF.EXE**. Both editions can co-reside in the same directory without interfering with each other, but since the Free Edition is merely a subset of MF Silver, there is really no need to install them both. Especially since they both use the

same set of data files.

Uninstalling either version will not delete the *.TPS files. It will delete the application (**MFlightF.EXE** or **MFlightS.EXE**) and all other files, but not the data files. If you wanted to remove all traces of Morning Flight from your computer, you would first Uninstall using the Windows Control Panel, then delete the MorningFlight and PrintFire directories. The reason we're doing it that way is because once the *.TPS files are gone, they're gone, along with possibly years' worth of data. The program itself can always be downloaded again and reinstalled.

Anyway, that's how it's designed to work. Murphy's Law says it probably won't always work that way (which is why we make backups), so it's a good idea to precede any upgrade or reinstallation with a backup of the *.TPS files. If all goes according to plan, there will be no need to restore. The Uninstall program will delete all but the *.TPS files, and when the new version loads it will read the existing files. Of course, the upgrade has to be installed in the same directory as the original installation, or else a set of new *.TPS files is created by MF and loaded with defaults.

Only if there was an unforeseen glitch during the Uninstall would you have to restore the *.TPS files from your backup. It hasn't happened yet, but there is always a first time. If you ever do need to restore, you can simply let Windows overwrite the old files. No need to first delete them.

. **Hal Heindel**

Upgrading to VISTA

Posted: 7 Jul 2008 02:36 pm

I have downloaded MF to Vista and and wondering if I can drop in all the TPS file over the top of the ones that comes with MF? Or how do I get all my customer info and paper info transferred over? Thanks, Lu

. **lu.root**

Joined: 24 Feb 2006 Posts: 8

Hi Lu,

The recommended way to switch Morning Flight to VISTA is to

1. Create a new folder in the root (such as C:\Printfire)
2. Copy and paste all your current .TPS files into that folder

3. Install MF into that folder as well (instead of the default C:\Program Files\Printfire\MorningFlight)

You could, if you wanted to for consistency's sake, create a sub folder "MorningFlight" in the C:\Printfire folder and drop everything into that, but it isn't really necessary. Just stay away from the Program Files folder to prevent VISTA's virtualization.

The order of doing things is important. There may have been changes in the structure of some of your .TPS files. By loading the files first and then installing MF over them, the program will recognize those changes and automatically convert and transfer your data. Doing it the other way around could get you an "Incorrect File Structure" error, with MF aborting.

As always, back up your .TPS files beforehand. At the very least, copy and paste those files, don't move them. Keep the originals in their old location until everything is up and running.

FYI, the Booklet Module is now firmly ahead of schedule. Well, sort of. It's still behind the original schedule but ahead of the new one. Thought you'd want to know.

All the best,

..... **Hal Heindel**

Fantastic!

Fantastic!

Posted: 15 Mar 2006 08:43 pm

Wow Craig! This is the greatest estimating system! It's so user friendly. I've been doing all my estimating the old fashioned way...with pencil (and eraser) in hand. This is so simple and time saving. I could never afford a computer estimating program. Thanks to you I now have one. Thank you. Thank you. Thank you.

..... **Pamela**

Joined: 14 Mar 2006 Posts: 1 Location: Maine USA

As much as I would like to take credit for this program ... I have to re-direct it to the true receiver and that's Hal. He is the one who has taken the bull by the horns here. I was just lucky enough to take off with Morning Flight (get it) early on and take advantage of the beta. So to Hal, YOU'DA MAN!

..... **Craig Hofer**

Paper Sizes

Paper Sizes

Posted: 07 Apr 2006 10:32 am

Can I add custom paper sizes to a copier? For example, I have one machine that can take 12 x 18 or 12.625 x 17.6875 that allows for a full bleed? Since I have seen that some cutting is automatically figured, using a 12 x 18 and letting the software figure the cutting, would be a bit of a time saver.

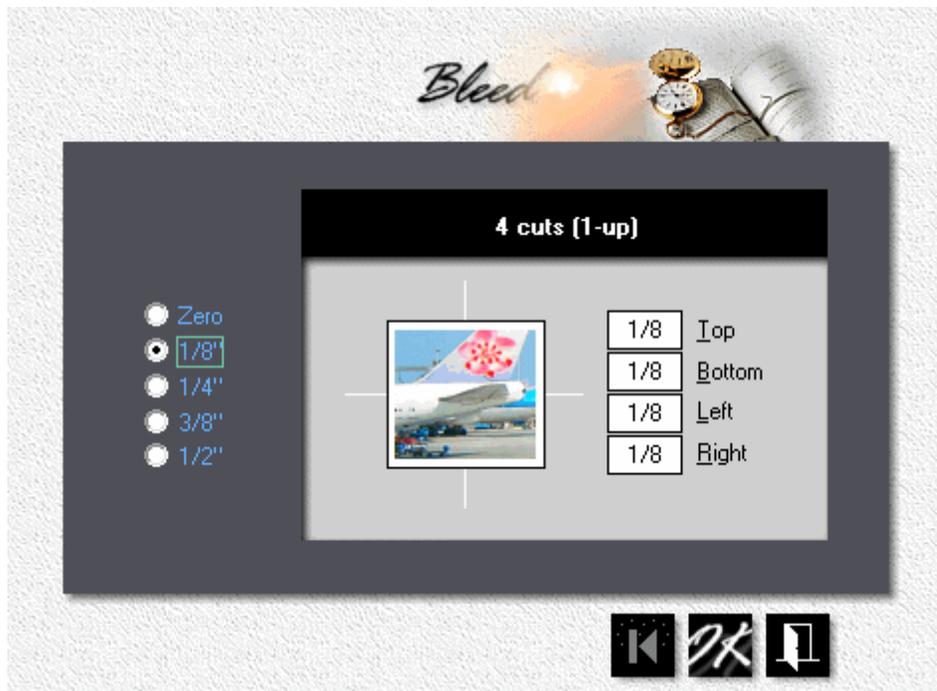
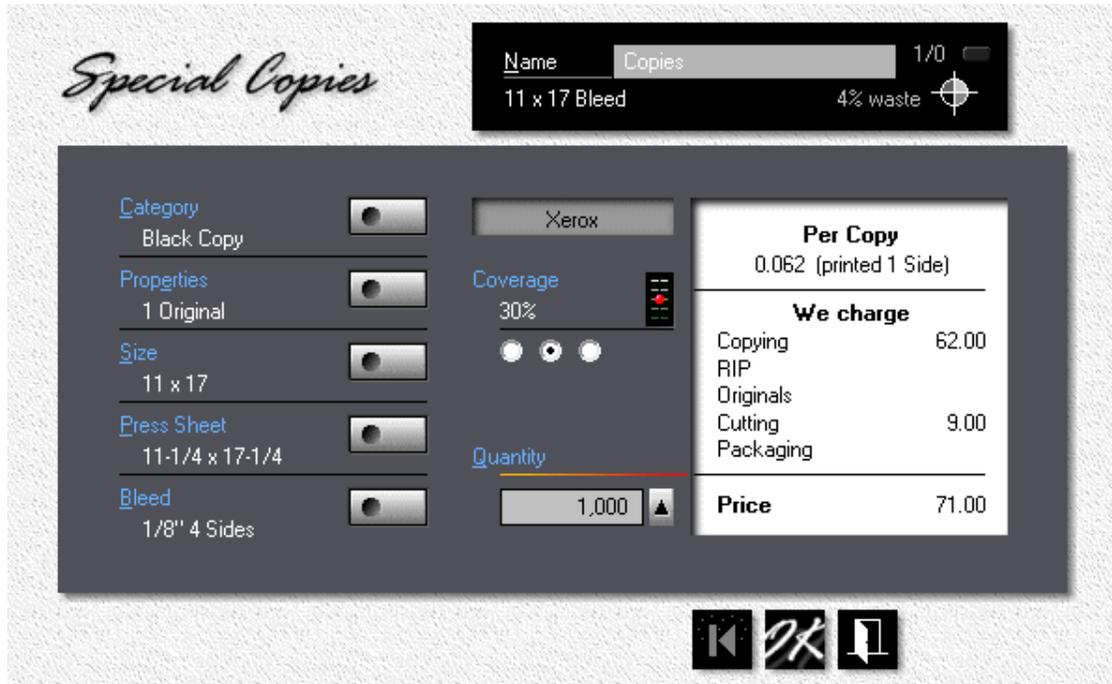
..... **Allen**

Joined: 07 Apr 2006 Posts: 3 Location: Knoxville, TN

The maximum sheet size for copies is 99 x 99 inches. To set anything larger than 11 x 17, however, you'll need to first toggle Data Validation OFF. Click on the button with the umbrella (or press F7) in My Shop -> My Presses before you click the Maximum Sheetsize button. Morning Flight imposes minimum and maximum "validated" values so that the program can be used by office staff with limited estimating experience, not just by the shop owner or manager. An inexpensive "wrench" utility (TBA) will eventually allow the administrator to expand or narrow the validation range across the board.

..... **Hal Heindel**

Ed. Note: Current versions of Morning Flight automatically calculate cutting charges for bleeds.



Copy Pricing

Copy Pricing

Posted: 07 Apr 2006 08:57 am

I have two questions on Copy and Copy pricing. First, there seems to be a "bottom" on how low I can set pricing for copies. I think it is .312 on color copies. I need to be able to get it lower for higher quantities.

I do love that the program will auto figure prices if I put in the high and low prices. Saves a lot of math!! That brings me to a second question. What is going into the copy prices? For example, I figured out that if I enter a multiple up job that requires cutting, the cut price is included. Thank you.

. **Allen**

Joined: 07 Apr 2006 Posts: 3 Location: Knoxville, TN

Hi Allen,

Welcome to the Forum. The lowest price for color copies, with Data Validation ON, is 35 cents. With it OFF, you can go as low as .01 cent. Just click on the button with the umbrella. As you've discovered, you need to enter only two copy prices: one for the lowest quantity and one for the highest. The program will interpolate the rest (which you can then fine-tune, if you like).

Unlike digital, where you can specify consumables, click charges, etc., copies are treated pretty much as merchandise items. The only add-ons are RIP charges, Packaging, Collating, and Multiple Originals. Cutting and trimming is automatically added for multiple-up runs and bleeds. The best way to see what's included is to select a base copy product, then click on the Special Product button (Ctrl-F2). You'll find an itemized list in the white panel to the right.

Note that all copy prices are based on 30% coverage for an 8.5 x 11 image area. If you change the coverage or the sheet size (again, by clicking Ctrl-F2), Morning Flight will automatically adjust the price.

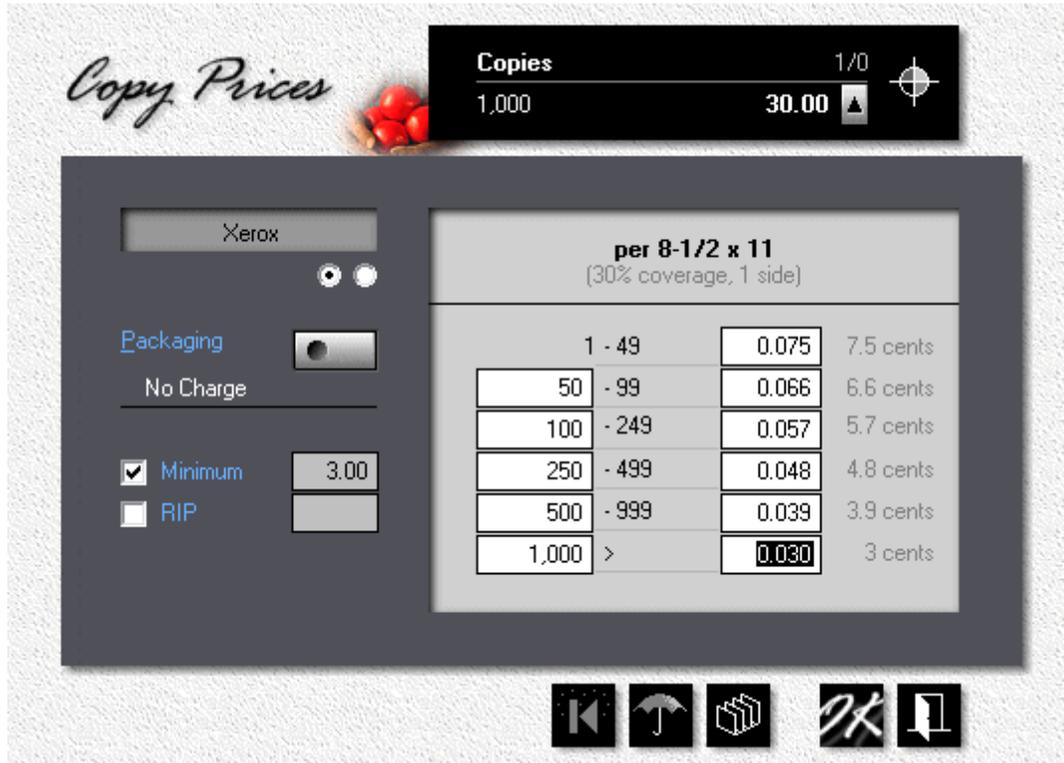
. **Hal Heindel**

How are copy prices being figured? For example, if I attempt to enter an 11 x 17 and set the prices, there is a display that shows a set of prices based on an 8.5 x 11. Does that mean if I want a certain price per 11 x 17, I should divide by 2 to get it correct? I can email an image to illustrate what I'm talking about.

. **Allen**

That's exactly how to price copies! To set a price of \$60.00 for 1,000 size 11x17 copies (30% coverage, 1-sided), you would enter \$0.030 per 8.5x11 in the 1,000 bracket (\$60.00 divided first by 2, then by 1,000). Morning Flight will then use that base cost of \$0.030 to calculate the final

price based on quantity, copy size, coverage, and whether the run is 1- or 2-sided.



In the example above, the program would multiply \$0.030 first by 2, then by 1,000 to arrive at \$60.00. Doubling the coverage to 60% would increase the per/1,000 price to \$66.00. Note that these are copying costs only - paper costs are extra.

For 8.5x14 copies, the factor changes from 2 to 1.2667. In other words, to backtrack from \$38.00 for 1,000 size 8.5x14 copies, you would divide \$38.00 first by 1.2667, then by 1,000 to come up with the same 8.5x11 cost of \$0.030.

Thanks for bringing this up, Allen. Copy pricing needed explaining. Makes me wonder, though: At the rate the knowledge base on this forum is expanding, will we ever need a manual? (Just kidding).

..... Hal Heindel

Importing Data

Importing Data

Posted: 08 May 2006 12:26 pm

I'm new to Morning Flight and the program looks promising. My question is this: Is it possible to import data into MF? We have a customer list, vendor list, and paper lists from the major vendors, Kelly & Unisource. I'd like to not have to key this info in item per item. TIA,

. **Bobster**

Joined: 08 May 2006 Posts: 2

Welcome to the Forum, Bobster! At this time, Morning Flight has no provision for bulk importing customer, vendor, and paper data. We do intend to offer integration with Quick Books in the future. That will allow you to transfer at least your customer and vendor data from the accounting program. In addition, soon after the new XPEDX Paper Shop price list becomes available, we'll post a ready-to-download paper file from that vendor on our web site. No plans at the moment for Kelly or UniSource.

As you may have discovered, the easiest way to add customers in bulk is from File -> Add Customers, rather than through My Store. If you expect to download the XPEDX Paper Shop file in the future, add all but your in-house paper to the Buy-as-needed file. That's to prevent that the data you enter now will be overwritten when you install the XPEDX file. For more on the different categories of paper, click here.

. **Hal Heindel**

Thanks for your response. What are the .tps files. Is there a reason that we cannot edit customers, papers, etc thru a database program?

. **Bobster**

.tps files are data files proprietary to Clarion, the language Morning Flight is written in. They are unique in that all key and index files are integrated into the main file, making for a very stable and robust environment.

What database program would you like to use to edit customer and paper data? There is no reason why we couldn't write a conversion utility - Clarion has built-in drivers for a variety of file formats. As it stands, customers and contacts can already be exported to comma separated files for mail-merging.

Exporting is the easy part. The reason we don't offer importing is because there is always the danger any exported files may have been corrupted outside of Morning Flight and will then be unreadable (or worse) when they're brought back in.

. Hal Heindel

Printing Phone/Fax Number

Printing Phone/Fax Number

Posted: 10 May 2006 03:31 pm

How do I set up our phone and fax number to print on the estimate sheet? I would also like to set up the customer's phone and fax on the estimates. Thanks, Lu

. lu.root

Joined: 24 Feb 2006 Posts: 7

Hi Lu,

To print your phone number on Estimates, go to **My World > My Company** and fill in your company's phone and fax numbers. If you didn't check (or tick, in the King's English) the "Print on Letterhead" box in the Estimator window, your phone number will from then on be displayed as part of the masthead. No fax number, though. That only prints on Memo Sheets.

There is no provision in Morning Flight to print the customer's phone and fax number on the estimate. The address box is designed to show through on window envelopes, and in the States at least, the Postal Service frowns on having to sift through anything but the addressee's name and location (and barcode, if available).

. Hal Heindel

Spoilage - too high?

Spoilage - too high?

Posted: 26 Nov 2006 06:31 am

"Why would the software suggest a spoilage of 648 sheets if the variable is set to 5% or 10%? There's no range that will generate that huge a spoilage."

A question posed by e-mail from a Morning Flight user. Good question, too. The spoilage was for 1,000 catalog sheets, printed 4/4, 2-up. To clarify, spoilage in Morning Flight is all inclusive and is a property of the product. It covers not only setup sheets, but also sheets wasted during the run. The spoilage range for Catalog Sheets is set to High (9%) by default.

There are really two questions here: Why is spoilage so high, and how can 9% produce 648 sheets? That many sheets, 2-up, would seem more like 130%!

The answer to the first part is the low quantity, a press run of only 500 sheets, printed in four-color process on both sides. Are 324 setup and waste sheets per side a little steep here? Maybe. But it depends on a number of factors, not the least of which is "stuff happens." How old is the press? How critical is coverage quality and registration? If it's a relatively simple job, maybe the product should be a Bulletin where the spoilage drops to Medium (5%) and 180 sheets per side.

The answer to the second part is easier. First, that 9% is for 1-color, 1-side. It goes up as the colors go up. And it goes down with the quantity. On 5,000 Catalog Sheets, 4/4, the total spoilage is only 1,080 sheets (600 for 4/4 Bulletins). Pro-rated, that's less than half the spoilage calculated for 1,000.

The 9% figure is relative, it's not an absolute. More than one factor come into play here. But because it's relative, you don't have to manually change the number of spoilage sheets when you change the job quantity or the run configuration. Morning Flight does it for you.

. **Hal Heindel**

Printing Terms

Printing Terms

Posted: 15 Feb 2007 12:46 pm

Hi, I am new to the print industry and have loaded MF free edition. Could you please post a list of common printing terms and definitions, especially those used in MF. Thanks

. **Cassandra**

Joined: 05 Feb 2007 Posts: 1

Hi Cassandra,

Welcome to the Forum. The printing terms used in Morning Flight are standard printing trade terms. Here is a glossary from the book "Getting it Printed" by Mark Beach:

<http://www.printindustry.com/glossary.htm>. The book itself is available from Amazon (\$5.75 used to \$8.98 new).

FYI, the Silver Edition is also still free, and because it uses the same code base, is as stable as the Free Edition. You may want to take advantage of the opportunity and download the Silver Edition at no cost while you can.

..... **Hal Heindel**

Catalog Sheets

Catalog Sheets

Posted: 9 Jun 2008 10:03 pm

What is the definition of a catalog sheet? I'm new to MF Silver but have owned a printing company for 28 years and no one has asked me to print their catalog sheet. How do I use this product to my benefit (especially if the pricing is partly based on this)? Thanks.

..... **Gary**

Joined: 9 Jun 2008 Posts: 4 Location: Raleigh, NC

Hi Gary,

Welcome to the Forum. Catalog Sheets are what manufacturers make available to distributors and consumers to showcase and promote their products. Such sheets typically get punched and put into a 3-ring binder. More often than not, Catalog Sheets are printed on coated paper and include photos and diagrams or illustrations.

Here is how Morning Flight sees Catalog Sheets (at the top of the pricing ladder) versus Letterheads/Bulletins (in the middle) and Business Forms (at the bottom):

Catalog Sheets

Makeready: High

Press Run: Difficult - 3,600 IPH for 1,000 - 4,000 IPH for 5,000 sheets

Letterheads

Makeready: Medium

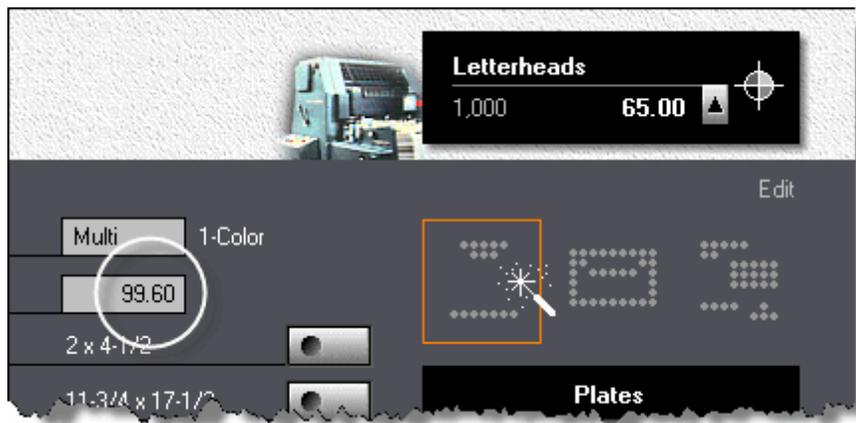
Press Run: Medium - 4,500 IPH for 1,000 - 5,000 IPH for 5,000 sheets

Business Forms

Makeready: Low

Press Run: Easy - 5,400 IPH for 1,000 - 5,900 IPH for 5,000 sheets

These parameters all apply to uncoated paper. When running on coated stock, the Press Run for Catalog Sheets stays at Difficult, but IPH slows to 2,900 on orders for 1,000 sheets, and to 3,200 on orders for 5,000 sheets.



As you have already discovered, Makeready and Press Run settings can be adjusted on all but a few mandatory products, and a Catalog Sheet is one of those mandatory Morning Flight products. That's to make it easier to reverse-engineer prices when trying to match local market conditions. See http://www.morningflighthelp.com/HTML_Help/matching_your_run_prices.html

Hope this helps.

..... Hal Heindel

Thanks for the Help

..... Gary

Advanced

E-Mailing an Estimate

E-mailing an Estimate

Posted: 30 Dec 2005 04:01 pm

What exactly is the process? How can I send an old estimate? Thanks.

..... **jbgrayinc**

Joined: 27 Dec 2005 Posts: 9 Location: West Linn, Oregon

I think you go into the Estimate Manager (F7) and select your client and the estimate, then you hit the @ button (you must have the email entered into your contact information before you try this). I have never tried it but it should work.

..... **Daryl**

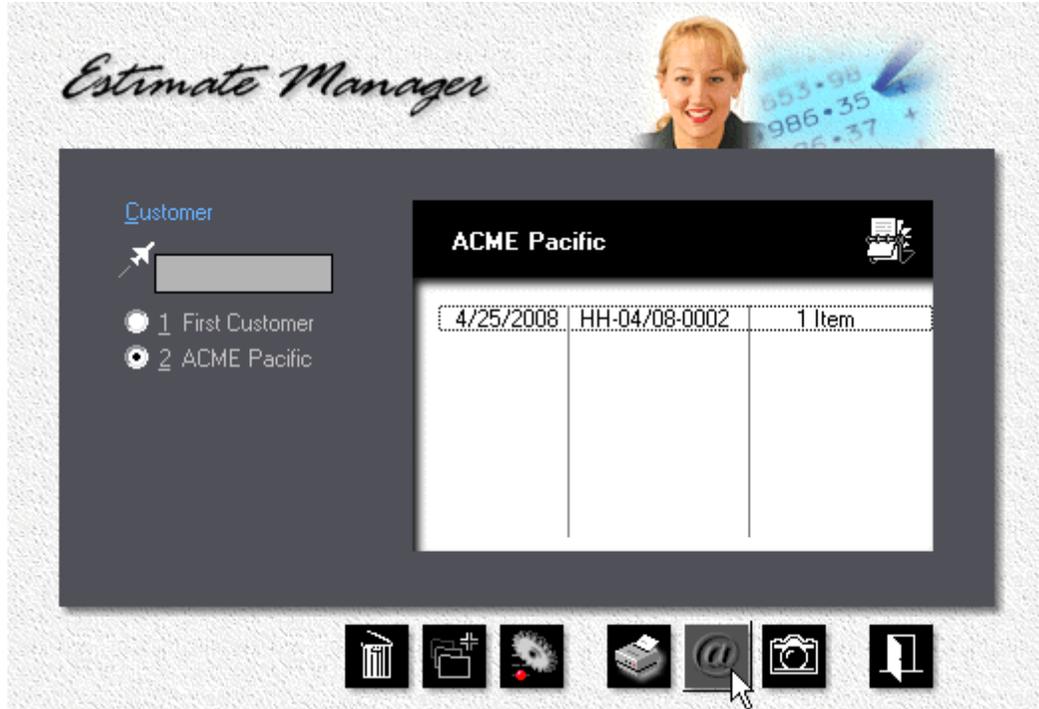
Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Where is the Estimate Manager?

..... **jbgrayinc**

I just finished writing the following answer when Daryl put into three lines what took me two paragraphs. Right on the money, too. Here is the long version:

E-mailing an old estimate is the same procedure as e-mailing a new one. Call the Estimate Writer (F7 from the Main Menu, or click the Estimate Writer button). Either make a new estimate and then highlight it in the browse box, or highlight an old one. If the estimate was written to a contact person who has an e-mail address, but only then, the "@" button at the bottom of the Estimate Writer window will light up. Clicking it will bring up your e-mail program (such as Outlook or Thunderbird) with the contact's e-mail address filled in.



When you click the e-mail button, Morning Flight copies the estimate to the Windows Clipboard. Place the cursor in the message area of your e-mail program and press Ctrl-V. You might want to reference the estimate in the Subject line and make any changes or additional comments before you click the Send button.

Where is the Estimator? If you're using the Silver Edition, click on the nice lady with the headphones, sixth button from the left on the main menubar. If you're using the Free Edition, there is no Estimator. Download the Silver beta, it's still free.

..... **Hal Heindel**

First time user of MF Silver. Can't email estimate. Outlook express will not open. In Estimate Manager, @ button is grayed out even though my contact has a valid email address. F8 doesn't do anything.

What am I missing? Thanks

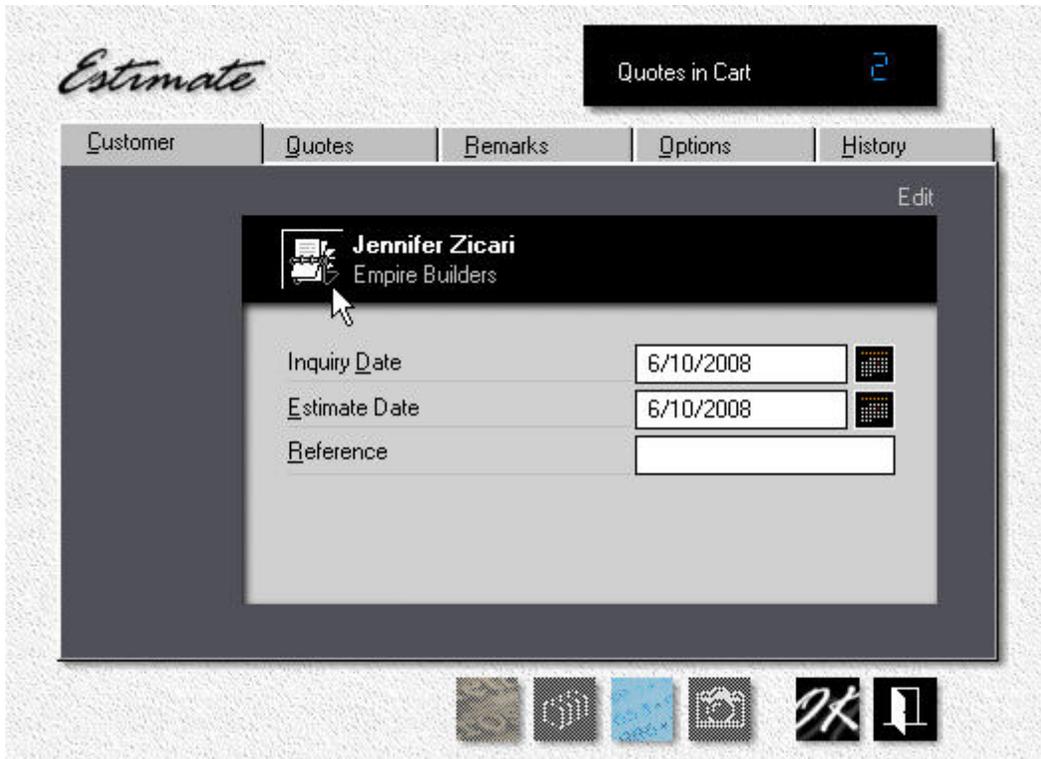
..... **Gary**

Joined: 09 Jun 2008 Posts: 4 Location: Raleigh, NC

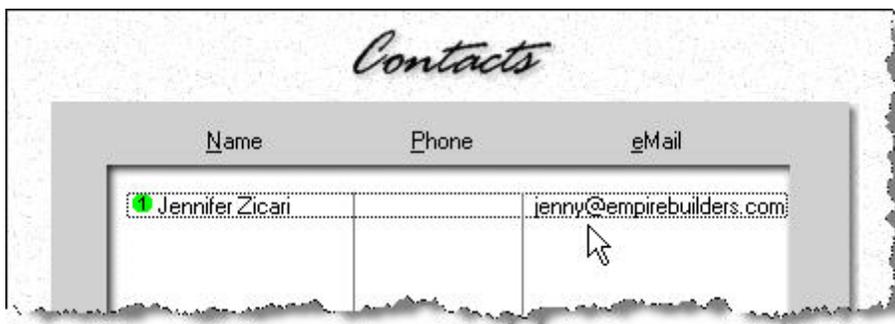
Hi Gary,

Because the e-mail button is grayed, Outlook isn't the culprit. Is the e-mail button the only one grayed out? If other buttons are grayed as well, click the estimate in the browse box of the

Estimate Manager. In other words, highlight it so that MF knows which estimate you're trying to e-mail. If that still doesn't enable the e-mail button, double-click the estimate for editing.



Now click the Rolodex button to verify that the Contact does have a valid e-mail address.



..... Hal Heindel

Hi Hal,

I tried your suggestions line by line and at first I didn't see any success. Then I noticed that the @ button had slightly changed. It changed from a very light gray to a dark gray. When I clicked on it, Outlook opened up and I could paste the estimate into email. All this time I thought the @

button would turn from gray to black like the other buttons!

Another quick question - my default email is Outlook Express. Is it possible to have Outlook Express open instead of Outlook? Not a big problem, just curious.

Thanks

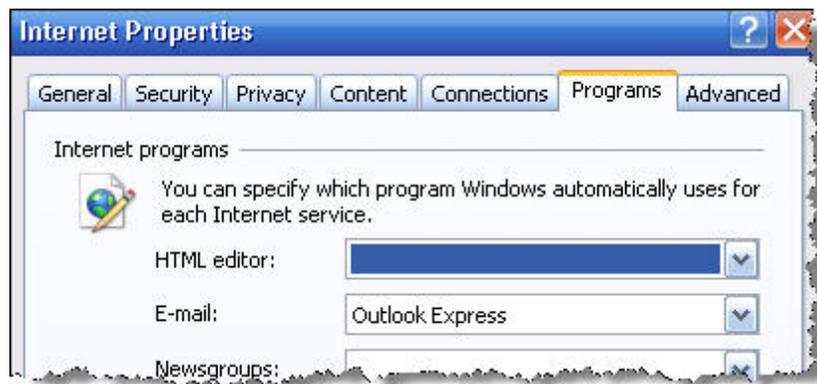
..... **Gary**

Good point about the color of the e-mail button, Gary. We'll darken the background on the next batch of uploads.

Morning Flight will use whatever e-mail program you've set up in the Windows Control Panel as your default, including Thunderbird and Outlook Express. I've changed the default on several of our machines, and MF always loaded the program I specified.

What version of Windows are you running?

..... **Hal Heindel**





Adding more Presses

Adding more presses than what you have

Posted: 16 Jan 2006 12:42 pm

Hello, so far so good. Been using the program for two days now and I was wondering, how do I add and change the presses you have listed? I have Two 2-Color and two 1-Color presses and want to add them all in.

As you may have gotten my email, I understand you can't add presses but I have four different presses, two 2-colors 12x18 and 19x25 so you can understand why I can't use them as the same price structure. Thanks.

..... **Ed Messer**

Joined: 16 Jan 2006 Posts: 1 Location: Bennington VT

Hi Ed, welcome to the Forum. Take a look at [Can I add an additional Press?](#) and see whether that answers your question. I did get your e-mail, but allow me to respond to it here on the forum so that other Morning Flight users can benefit from the answer. Hope you don't mind.

About the "free" observation in your e-mail - free is no bargain if you can't get the program to work for you. In a nutshell, here are some of the reasons why Morning Flight uses virtual presses:

When a customer comes into your shop to order 1,000 flyers, I firmly believe he or she doesn't care whether you print those flyers on your 12 x 18 or your 19 x 25 press. Only a printer has the expertise to select the press and how to best run the job. What Morning Flight asks is that, from a pricing perspective, the decision be based on the specifications of the product. The price should never be higher because the designated press is down today, waiting for a part to come in. That will affect which press you'll actually have to pick to produce the job, but it shouldn't determine how you price it.

In a previous post, I mentioned that consistent pricing (along with consistent quality and service) is the key to keeping customers happy. A \$100 letterhead you ran last month on your 12 x 18 can't suddenly cost \$150 coming off your 19 x 25 if you're counting on repeat orders.

Then there's the internet. Before long, your customers will expect to get prices off your website 24/7, and when that time comes, the type of press to which the job ultimately gets assigned is no longer a factor. That will leave the product, not the press, as the price maker. All estimating coming off the web will by nature be product-centric, and Morning Flight is just ahead of the curve.

Having said that, there will be a press-based version of MF down the road. The product-centric approach doesn't work for everything. Large projects and very long runs are best quoted as "Specials" on the physical presses they'll actually be run on. But a press-based estimating system can't be written for amateurs, so it will never see the internet.

Ed, while you're getting a feel for the program, make a few twin sets of products that resemble some of the jobs you quote on regularly, then set the run properties of one twin so it would get assigned to your 12 x 18, those of the other twin so it would get assigned to your 19 x 25. Now compare the pricing to what you would have charged had you quoted the jobs manually. Keep adjusting the hourly run cost for the press, then the makeready, run speed, and multiples of the products.

It will take some more "messing around," as you've put it in your e-mail, but in time, I'm sure Morning Flight will give you a pricing formula you can live with.

. **Hal Heindel**

Moving Files to another Computer

Moving Files to another Computer

Posted: 01 Feb 2006 10:01 am

I saw the post where you explained how to copy and move the program to another computer to take home and work on. I tried your instructions but when we took the CD home and tried to open the file, it always came up with an error and wouldn't work. There must be something that I am not doing correctly. Can you please help me out? Thanks!

..... **justrite**

Joined: 27 Jan 2006 Posts: 12 Birmingham, AL

What was the error message?

..... **Hal Heindel**

This is the error ..."File(CTLFile.TPS) could not be opened. Error: Access Denied (5)." This is what I was doing to install it: I clicked on the MFSetup.exe file to download the file and then clicked on the MFlightF.exe file in the PrintFire folder. Is this correct?

..... **justrite**

Are you trying to run the program from the CD? Morning Flight has to be able to not only read from, but also write to, its data files. CTLFile.TPS is the first file it tries to open.

If my assumption is correct, download the new version 2006.2, either the Free or the Silver beta edition. Install it first on the computer onto which you downloaded it by clicking on either MFSetupF.exe (Free Edition) or MFSetupS.exe (Silver Edition). Now copy the MFSetupF.exe or MFSetupS.exe to a CD and then install the program on your home computer. Once that works, we'll proceed to swapping data files.

..... **Hal Heindel**

Ok, the program has been loaded onto the other computer. It's in the Program files\PrintFire\MorningFlight. Then I copied all the files, beginning with ACTFile.TPS to WRNFile.TPS, from the CD, which were the files from the original computer, into the Morning flight folder in the Program files folder on the new computer.

..... **justrite**

That should have done the trick. Are you still getting the error message when you try to run

Morning Flight on your home computer? Also, is your home computer networked or stand-alone?

..... **Hal Heindel**

Yeah, it still gave me the same error. I wonder if I saved the files wrong on the CD? I just copied the MFSetupF.exe on the CD and then copied all the files in the Morning Flight folder, like I said before, onto the CD as well.

The computer is a stand alone, it's not networked. The other computer is actually a computer here at work, but the salesman wanted to put it on a computer he has in his own office.

..... **justrite**

Having unreadable files on the CD would be a possibility, but as long as the program was copied OK, the data files should have, too. Let's delete all the *.TPS files on your salesman's computer, then run Morning Flight. The program should create empty data files and load them with defaults. Once we've got MF running, albeit with incorrect data, copy all the *.TPS files from your computer onto a floppy and then transfer them to your salesman's machine.

..... **Hal Heindel**

I think I will just tell him to run a line so he can connect to DSL in his office and then just download the program from the internet and keep it on his computer. Ok, let me try that ... thanks for helping!

..... **justrite**

I did what you recommended and deleting the .TPS files worked and let me open up the program, but when I copied the .TPS files from the CD, it started giving me errors again with those .tps extensions. But, the program is now on his computer and we can just go from there. We really hadn't gotten too far with entering information yet anyway.

Thanks again for all your help and for responding so quickly!

..... **justrite**

Glad you were able to get the program loaded and running. At some point, though, you'll still want to be able to synchronize the MF data files on your salesman's computer with the files on yours. The thought occurred to me that the files may have been open when you copied them (Morning Flight could have been running on your computer at the time), which may then have given you the "Access Denied" error.

Might be worth a try. Also, here are some *.TPS files that don't need to be transferred. They're

either static read-only files, such as the translation files, or files that can't be modified by the user without special utilities:

- PMSFile.TPS (PMS Ink Numbers File)
- RSEFile.TPS (English Language File)
- RSFFile.TPS (French Language File)
- RSGFile.TPS (German Language File)
- RSIFile.TPS (Italian Language File)
- RSSFile.TPS (Spanish Language File)
- RSMFile.TPS (Custom "My Language" File)
- WRNFile.TPS ("Wrench" Defaults File)

When you discover what caused the problem, please let me know.

..... **Hal Heindel**

I just tried to load all the TPS files EXCEPT the ones you listed that weren't necessary and the first error it gave me when I tried to reopen the program was the "CTLFile.tps" error.

..... **justrite**

I'm assuming you're getting the same error (#5 - Access Denied). That error can be caused by either one of the following:

- A. The file has already been opened by another user for exclusive access,
- B. The file has been left in a locked state,
- C. You don't have network rights to open the file,
- D. There isn't enough disk space.

We can safely eliminate C and D. That makes me suspect the problem may have occurred when the files were copied onto the CD. Can you close down Morning Flight on your computer, then copy the CTLFile.TPS onto a floppy and transfer it to your salesman's machine? If MF now accepts the CTLFile.TPS but stumbles over ELTFile.TPS, the next one in line to be opened, transfer the rest of the *.TPS files (except for the ones I listed earlier), using the same floppy. We'll get there yet!

..... **Hal Heindel**

Ok, I just recopied the TPS files onto another CD, making sure MorningFlight was not open, then went to the salesman computer and copied the new TPS files. It still gave me the same error with each TPS file, the first being the CTLFile.TPS, so I deleted that file, tried again and then the

second TPS to load gave the same error.

I am going from a XP computer to a Windows 95. Does that make a difference? What if we networked the PC's together, can we do that? Our boss also wants to have the program on her computer too, but she has a windows XP computer. I think I am going to try to load it onto hers, just to see if I have the same problems.

. **justrite**

Eureka! That's the problem, I should have thought about that earlier, it totally makes sense that it wasn't working now. I just loaded it onto another Windows XP and it worked perfectly!

Thanks again for all your help, we do appreciate it a lot and we're excited that we found such an awesome program!

. **justrite**

I was just going to answer when your second post came in. Eureka is right, happy to see you got it working. I honestly didn't suspect operating system incompatibility, but then again, not too many computers left out there that still run Windows 95. Which brings up another dilemma: With MS Vista set to replace XP this year, now may not be the best time to upgrade your salesman's computer. Decisions, decisions . . .

. **Hal Heindel**

I have another question, if you don't mind. Here's the thing - I have 3 different people wanting to be able to use the program to quote. That means each person will have to copy the most recent files on whoever's computer it was worked on last, onto their computer, with the new data files, correct?

Can all the computers be networked together, provided they're all running XP for example, and then when someone wants to use the program, they will just have to log onto the computer that has the program installed on it. Am I thinking right?

Or, is the version that you have to pay for, the better way to go this kind of situation? Our computers in the pre-press room are networked; our mac's and pc's are networked together - so they would just run an ethernet cable to our router and they can be networked too.

. **justrite**

Trying to synchronize three different sets of data files wouldn't be practical because each user would overwrite the other user's updates when the files are transferred. As you've suggested, the

only way to go here is with a network.

Neither the Free Edition nor the Silver Edition are supported for multi-user operation. That doesn't mean they can't be used that way, provided the network is small and there is a only a remote chance two users would simultaneously try to edit the same estimate, for instance. The reason they're not supported is because the current versions lack record locking, a feature that prevents someone from retrieving, updating, and saving a record while someone else is in the process of updating the same record. In current versions of MF, whoever saves the same record last, that's whose changes will stick. For more on network use, see Multi-User and Accounting and Networking - Multi Station Ability.

And you're right, it would be a good idea to have the networked computers all running XP. I'd be interested to know how you're progressing with this.

. **Hal Heindel**

Hi Guys, My first time here. To use Morning Flight between 2 computers. This will make you smile and say "that easy". Install MF direct to a USB flash device (not your C drive) and when you take your flash device to the other computer open your flash device>Printfire directory/ then select the file "MFlightS.exe" with your right mouse button and drag it to your Windows DeskTop then before you let go select (make shortcut).

All you have to do now is double click on the new shortcut Icon and you will be in flight in MF. You will be able to work normally with MF as all the data you are creating will automatically save to your Flash device (as it would if you installed in normally on Drive C). Then when you return to your other computer with your Flash device you will be able to read all the data that you created on your #2 computer, so no more messing around with RAM CD's and editing files. I found that the newer USB2 devices work a lot faster than USB1.

. **Smiffy**

Joined: 15 Oct 2007 Posts: 1

Hi Smiffy,

I was sure your suggestion would work, just didn't have time to verify it while we were busy with the Gold beta release. Yes, using a USB Flash Drive does what you say it does, with a single caveat: Make sure the drive is large enough to hold several years worth of data files. Flash drives have come way down in price, so start with at least 4 gigabytes.

The reason flash drives work is because all Morning Flight programs are entirely self-contained. No Dynamic Link Libraries (aka .dll Hell), no Registry Entries, no external black boxes of any

kind. Even the data files generated by MF encapsulate all their dependent key and index files in a single .TPS file. We don't recommend short-circuiting the Microsoft sanctioned installation protocol, but you can actually copy any Morning Flight application (such as MFlightS.exe for MF Silver) to any drive, double-click it, wait five minutes while the program generates and pre-loads the required data files . . . and start estimating.

Mind you, Windows, VISTA in particular, likes to keep a tight rein on the programs it rides herd over, and that means the preferred way is still a proper installation with one of the MFSetup files (MFSetupF.exe, MFSetupS.exe and MFSetupG.exe). It's faster, too, because many of the data and language files are then installed pre-loaded. Still, nice to know it can be done without adversely affecting your computer.

Thanks for the tip, Smiffy, and welcome to the Forum.

. **Hal Heindel**

Board Weights for Digital

Board weights for Digital

Posted: 01 Feb 2006 10:31 am

Hi. We have been using morning flight since November 05 on and off and damn good it is, too. I just have two questions at the moment, the first is paper weights. I have tried the download and it will still not let me use 320gsm board on my Xerox digital machine even though we use it all the time. Any suggestions welcome.

The second also refers to paper. We are having trouble with paper we need to select for different jobs, i.e. if we have set up a job for a board cover but wish to use a light paper to save inputting another paper, it will not let you pick it. Thanks.

. **clive jaques**

Joined: 01 Feb 2006 Posts: 16 Location: Sheffield UK

Hi Clive,

When we increased the max paper weight for digital to 300gsm, I guess we didn't go far enough. We'll rework the program. I'll let you know when the revised setup file is ready for downloading.

The new WRNFile.TPS is already up. Downloading that file and installing it in your Morning Flight

directory will raise the limit to 325gsm. Incidentally, when you say "Board" weight, do you mean Cover, Bristol or Tag?

Not sure I completely understand your second question. Might be a bit early in the morning. Could I ask you to take me through it step by step? Thanks.

. **Hal Heindel**

Hi Hal

Thanks for the swift response. Board weight is a term we use in the UK for the paper weight generally for items over about 160 gsm. On the second point we produce a lot of A6 booklets, and for the cover some have a 100gsm cover, some have 280 gsm covers. So as I see it, you need to set up two jobs as I seem unable to select a 100gsm paper for a cover.

. **clive jaques**

Thanks for clarifying the category thing, Clive. Here in the States, "Board" is actually a separate paper category used mainly for packaging and POP displays. Not all that common in the average print shop.

I now understand your second point. For the moment, yes, you would need to set up two separate jobs for all but self-cover booklets, where the cover is the same weight and has the same run configuration as the pages inside. Once the booklet module is available, you'll be able to generate a compound product that assembles several individually spec'd jobs into a single booklet. The cover could be 4/1 on 320gsm, 24 inside pages could be 1/1 on book weight, another 4 pages 2/2 on coated stock, and so on. Morning Flight will then consolidate paper and ink charges, add bindery, and give you a quote for the finished booklet.

For the time being, you can use the program to calculate the cost of the individual pages, but consolidating and binding them into a booklet will have to be done the old-fashioned way, with pencil and paper.

. **Hal Heindel**

This is some of the best tech support I have ever had and I have not had to shell out any money yet. Keep up the good work.

. **clive jaques**

Now you're just trying to make me feel good. (It's working.) Thanks, Clive.

. **Hal Heindel**

Can I have my Logo on Forms?

Can I have my Logo show up on forms?

Posted: 08 Apr 2006 08:05 am

While we prefer to have questions come in on the forum so that all Morning Flight users can benefit from the solution, we do answer a fair amount of e-mail. Here is a recent exchange that may be of general interest:

Question: Can we add our logo to the estimate and other forms? Also, can we have multiple predefined messages but choose which to appear on the estimate or forms?

Answer: Your logo and multiple predefined messages can be installed, but for memos only. For estimates, you have a choice of printing the form on blank paper (in which case MFlight will display your company info at the top of the form), or on your corporate letterhead.

To include your logo on memos, simply create a GIF or BMP file 120 pixels wide and 60 pixels high, name it "MyLogo.gif" or "MyLogo.bmp", and copy it to the application directory (C:\Program Files\PrintFire\MorningFlight by default).

To create a predefined message for memos, go to File->Translate->Memo Clips and add your message there. When writing a memo, click the button next to the message area to select from a list of predefined messages.

I'll post your question about alternate messages for estimates on the Morning Flight Forum to see whether there are other users who would like to see that feature built into the program.

. **Hal Heindel**

Hi Hal, long time no type for me. I prefer to use our corporate letterhead, I see no need to add a logo to the estimate printing. Our letterhead looks more professional than a sheet of 20lb white, especially on a \$3,000 estimate.

FYI we are running at full speed here, 12-16 hour days, I have seen a lot of booklets in the last month, if you were to check your crystal ball would it show a booklet plug-in in the near future? (I'll be the lab rat if you need)

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig, that's how we produce estimates at Unitac, thanks for weighing in on this.

About the Booklet Module . . . time to come clean. That crystal ball you mention is hidden away in a closet at the moment. It will have to stay there at least until Memorial Day weekend, when my Shelby Dragonsnake gets auctioned off in Chicago.

For the last few months, I've had my hands full restoring that car, with the help of two very expert friends. Once the Dragonsnake is sold (estimates are in the \$1 million + range), I'll be spending another month or so closing down and divesting myself of the Unitac Print Shop. Then, maybe two weeks to catch my breath.

If I had access to that crystal ball, I would tell you that, with everything off my plate by Fall, progress with Morning Flight will be fast and furious. The first thing to get done will be the manual. Has to be . . . we're within a whisker of 1,500 installations! Since the Gold Edition is just about ready to go beta, that will come next. This puts the Booklet Module on the third burner. Don't hold me to it, but I expect to take you up on your offer before year's end.

. **Hal Heindel**

Thanks for the update, I hope your "little" Cobra project pays off for you!

. **Craig Hofer**

Thanks, Craig. After 39 years of ownership, sad to see the car go. The flip side is that after June 1, I'll be able to devote all my time and resources to Morning Flight. That's exciting to look forward to and more than enough compensation for any seller's remorse.

. **Hal Heindel**

On Saturday, May 27, the Cobra sold at auction for \$1,525,000.00 - squarely in the "paying off" category! I don't recall ever seeing a check with that many numbers on it in my life, and certainly not with my name on it! Thanks, Craig, for keeping your fingers crossed. On Memorial Day, we drove back from Chicago and got off the interstate in Sandusky for gas. Didn't think your shop was open, though.

. **Hal Heindel**

Too bad it was a holiday, I would have bought the first round (although it looks like you came back with a rather large fist full). So I can expect the booklet module by Friday... right? Now I sound like a customer. Keep up the excellent work!

. **Craig Hofer**

Non-Standard NCR

Non standard NCR

Posted: 11 Apr 2006 05:42 am

We have had the need to quote non standard NCR (CB white, CF Tag - Weird colors). Here is what I did to simplify the estimate:

1. My Products, made a new NCR product, something like 2Part White/Tag.
2. My Paper, I added a new paper by figuring the price of the CB White and the CF Tag as if it were pre-collated by combining the price per M for each.
3. When making the quote, select the appropriate product and paper, enter all your other info and, last but not least, go into My Postpress and make a price for collating the sets.

This was a quick caffeine driven solution that works well as long as the copy is the same on all parts. I also add additional charges to the properties to compensate for the change-over on the press from 20lb to tag.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Networking - Multi Station Ability

Networking - Multi Station Ability

Posted: 11 Jan 2008 06:28 am

We 'found' your site last night and, after looking (and trying) various print estimating packages for some time, are hopeful we've at last found one which will give us what we want.

I have read the other message about setting up a client/peer situation and have installed the programme on our server. However, when we then tried to access it from another computer (we did so using the advice on another message about creating a shortcut on the desktop) on opening it we found it then copied all the files onto that desktop too.

I think we're doing something wrong somewhere - could you advise on how we can logon from a different computer without it then copying all the files to it - plus any other info on having more than one computer using it on a network? Thanks!

..... **David**

Joined: 11 Jan 2008 Posts: 1 Location: Bristol, UK

Hi David,

What I usually do is set up the program on a server. It will default to C:\Program Files\PrintFire\MorningFlight. I make sure that it runs properly on that server. I then create a shortcut, on the client PC's desktop, to the executable. For instance, if I install the program on Server-7 the shortcut would look like:

"\\Server-7\c\$\Program Files\Printfire\MorningFlight\MFlightS.exe" (include the quotes)

You could also share the MorningFlight folder and map a drive letter to it. For instance, if you map C:\Program Files\PrintFire\MorningFlight to G, the shortcut would be: G:\MFlightS.exe. When I use either of these methods, I do not get any .TPS files copied to the client desktop after running the program. The files are created / updated in the server's program directory. For the Gold Edition, you would change the name of the program from MFlightS.exe to MFlightG.exe.

What operating system are you using on the server and client?

..... **RedDog105**

Joined: 05 May 2005 Posts: 3 Location: Lakewood, CA

Pricing with Buy-as-Needed Paper

Pricing with Buy As Needed Paper

Posted: 29 Jan 2008 01:17 pm

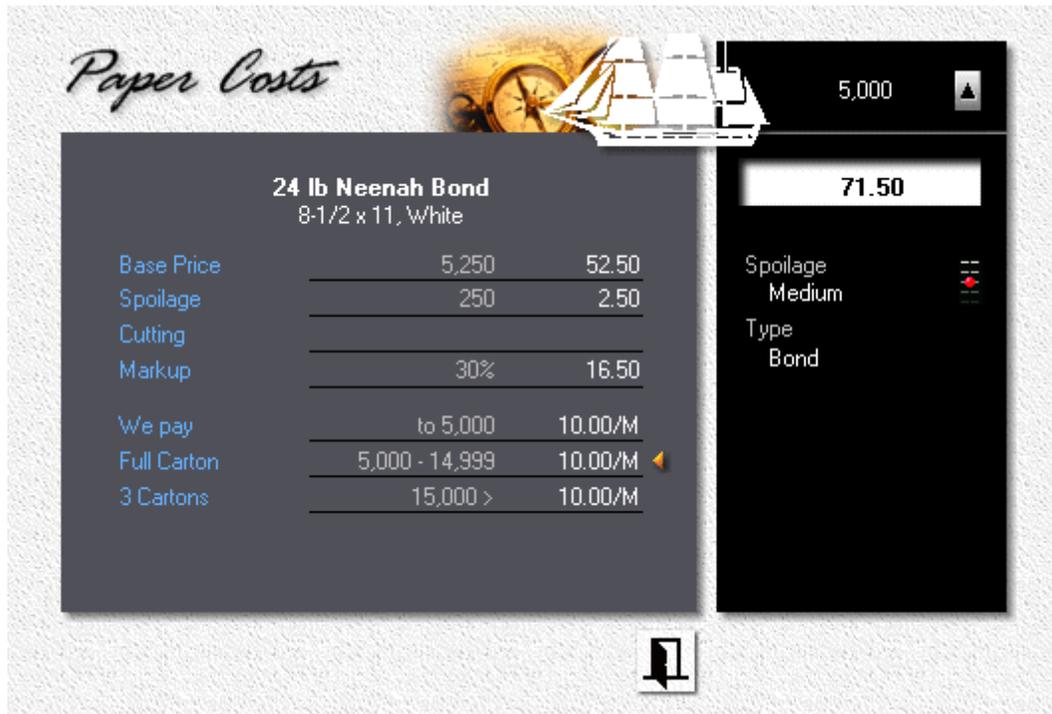
I have noticed a strange problem. I've tried to troubleshoot myself and see where it may be occurring, but to no avail. Any help would be appreciated. When I select a product and then a paper, I zoom into the paper costings. Usually (with in stock paper) the Base Price matches the quantity chosen and then spoilage is added separately under the Base Price line. For example, I choose a basic form, 5000 run on regular paper and look at the paper costs. The Base price lists 5,000 with 250 to be run to cover spoilage.

However, if I choose a Buy As Needed Paper the Base Price lists 5250 with 250 as spoilage. Why is the extra 250 added to the base price with another 250 for spoilage - surely the base price should still read 5000? I did my own research and it seems that it's always under buy as needed paper - and consequently we're coming up much higher in my prices than I should be. If I then put that same paper into In-Stock Paper, the base price then matches the quantity ... The ONLY time the figures matched was when the paper size is slightly bigger than the form size I chose.

I hope you can understand my waffle, but I'm baffled. I've tried all ways I can to figure out a solution. Thanks.

..... **prendervilles**

Joined: 16 May 2006 Posts: 5 Location: Zephyrhills, Florida



Hi Sue,

Good to hear from you! Believe it or not, Morning Flight is actually trying to keep you on the straight and narrow. The program assumes that vendors don't sell cut-size paper in broken reams. Folio yes, but not 8.5x11. That's not a problem with in-Stock paper because you can take the paper from the shelf and then put back what you don't use. When you select any other category of paper, Morning Flight still shows you the actual spoilage quantity (250 in your example), but then adds the rest of the ream to the base quantity. The restriction goes away

when you cut 8.5x11 out of larger sheets.

What it comes down to is, who pays for that extra half ream, you or your customer? When Unitac started the print shop, we thought we could always use the leftovers for another job. Didn't happen. Wasn't but a couple of years before we were up to our dimples in old paper.

If you really want to be extra nice to your customer, there is a work-around. Make a new buy-as-needed paper item, size 17.5x22.5, then price that at exactly four times the cost of what you would charge for 8.5x11. Stick with white or off-white paper, though. Colors will collect dust forever.

If you're still encountering a variance in price (but no longer in spoilage), it would be due to one or both of two things:

1. A different markup in effect for in-Stock and Buy-as-Needed paper
2. Carton-Plus pricing being turned on for in-Stock. Here, the variance would only manifest itself if the job called for less than a carton of paper.

Hope this helps.

. **Hal Heindel**

Thanks for the response Hal - now it makes sense! I think for our shop, the best thing to do to make life easier (and don't we all want that?) is to move all my "buy as needed paper" into my "in stock" paper. Can you tell me if there's an 'easy' way to do this, i.e. can I go into the Printfire program files folder and physically move files to another directory or am I going to have to do them all manually? Thanks again.

. **prendervilles**

. . . *make life easier (and don't we all want that?)*

I couldn't agree more, Sue. And I hope Morning Flight can play a big role in that.

Because Buy-as-Needed Paper uses a totally different file structure than in-Stock Paper, there is no easy, automatic way to transfer paper from one into the other. In-Stock entry is actually quicker, so it shouldn't take very long to do it manually. You'll probably want to print a list of your Buy-as-Needed paper, sorted by name, and use that as your input.

The reason why in-Stock paper is quicker is because all the colors are wrapped into a single parent item. That not only cuts down on the number of items, but also on how many prices you need to enter: Just two, one for white and one for color. Contrast that with Buy-as-Needed paper,

where each paper color has its own name, description, and price. See [Click here](#) to see why categories are organized that way, and for the pros and cons of each method.

As I cautioned earlier, the main drawback with moving all your Buy-as-Needed paper into the in-Stock file is the risk of leaving a good chunk of change on the table. Say a customer orders 200 special envelopes, something you normally don't keep on hand. When it's in-Stock, Morning Flight will charge for only 200 plus spoilage. The invoice you'll get from your vendor will be for the full box of 500.

Here is another way of looking at it. Compare the price of 200 versus 400 letterheads printed on Bond, \$30.00 per 1,000 sheets. If the paper comes from in-Stock, the price to the customer is \$51.50 for 200 and \$64.85 for 400. If the paper comes from the Buy-as-Needed file, the price changes to \$61.65 for 200 and \$66.40 for 400 (The reason I'm picking 400 is so that a single ream will still allow for spoilage). Seeing it costs only \$4.75 extra to double up on the quantity, getting your customer to order 400 letterheads instead of 200 is easy. But with in-Stock, the quantity will likely stay at 200. That's \$15.00 out of your pocket . . . for doing virtually the same amount of work (give or take a few minutes), and getting billed the exact same amount for 500 sheets of paper.

As you can tell, I have a thing for pricing printing for profit. After 37 years of running a printing business, I know how easy it is not to. I've also learned that big profits are little profits added up. And with that, I'll get off my soap box.

Just out of curiosity, Sue, about how many paper items do you think you will you have to transfer?

. **Hal Heindel**

Thanks Hal for all your attention to detail and your comprehensive replies. It's often a very good thing to be aware of the program's little nuances. The fact that you've been in the industry is good for us smaller print shop businesses as we feel you're looking out for us! I'll certainly bear in mind now how the In Stock Paper works versus the Buy As Needed and it does make sense - I just couldn't fathom out the differences it was yielding before you explained it to me.

Your help is much appreciated. We don't often get orders for odd quantities for specialist papers but I am aware that a customer ordering, say 200 special envelopes, when we can only get a box of 500, would leave us with a shelf of 300 dust collectors. I'll probably judge each job individually and decide on pricing accordingly.

Well, I'm off to do some transferring - I actually have about 80 Buy As Needed papers, but this

will be a good chance to do some housekeeping! Thanks Again. Sue.

..... **prendervilles**

You're welcome, Sue - happy to be of help. Looks like you're well into Morning Flight 102.

..... **Hal Heindel**

Morning Flight Gold

Printing Job Tickets

Printing Job Tickets

Posted: 25 Oct 2007 04:41 am

Hi Hal, thanks for the gold beta, it all looks good so far, just one little issue. When we print job tickets it still prints the US sizes not the UK sizes. Have you any news on the booklet module as yet? Keep up the good work, it's coming along a treat. Is there any way we can send shipping labels to our label printer without setting that printer to be the default printer.

..... **clive jaques**

Joined: 01 Feb 2006 Posts: 18 Location: Sheffield UK

Hi Clive,

Glad to learn there were no hiccups installing the Gold. I'm not sure I understand the part about US versus UK sizes. If the country is set to "United Kingdom," the program will automatically use ISO sizes such as A4 instead of 8.5 x 11. (It will also spell Color as Colour.) Are there sizes that are either unavailable from the various pick lists, or are shown by MF in USA size designations?

The only way to send Shipping Labels to a specific printer is the way you're doing it now: Click Print > Setup to change your default printer, print the labels, then click Print > Setup again to revert to the original default.

The Booklet Module? Next on the list, AFTER we've finished the Help System and Manual. Good to hear from you, Clive. All the best,

..... **Hal Heindel**

Hi Hal, this is how it goes: I quote on an A4 book page, then make it an order, then go to print job sheet or ticket and on screen or print out. Next to the quantity it says book page, US 216 X 279. Then further down all the other sizes on the sheet refer to US sizes.

. **clive jaques**

Hi Hal, following on from my postings on the gold edition I have found a small bug in the order tracking on the merchandise side. When you select *ordered*, it displays *received* in the station section, the same message as when you click on received.

. **clive jaques**

Clive, we've managed to trace (and eradicate) the ISO size bug. A new MFSetupG.exe has been uploaded to our web site this morning. Click here to download.

This turned out to be a read-only bug that affected ISO installations only. Jobs were entered OK, but were read back with the default USA paper viewer. Once you reinstall the Gold, any orders already entered will be viewed and printed out properly.

I'm still not satisfied with the way ISO envelope sizes are displayed on Job Sheets. Within the USA paper system, size designations such as 6-3/4 or Size 10 become part of the name and are printed in bold letters. I'm wondering whether ISO designations such as DL or C6 shouldn't be treated the same way. Any thoughts on that?

I couldn't reproduce the Merchandise bug in the Job Tracker. Could be a problem with the British translation file. Try deleting the RSEFile.TPS before you reinstall. Morning Flight will automatically regenerate it. If that doesn't work, could you please email me a screen shot?

Thanks for giving the Gold such a thorough workout.

. **Hal Heindel**

Hi Hal, thanks for the quick response on the first point. I will try reinstalling on Monday. I think your point with the envelopes is a valid one. We from time to time overprint quite a lot of Envelopes supplied by the customer, so we just need to allocate a size and run length. I am now giving the system some hammer and have found another bug. I have priced a 2-colour job Ok then converted it to an order, but when I view or print the job ticket it describes it as a 2-colour job but only shows the first selected Pantone colour in the ink section on the job ticket.

. **clive jaques**

Halloween must be closer than I thought - another mystery bug I can't reproduce! On all five of

our machines, running XP and VISTA, the ink color transfer is flawless. I've entered PMS 109 and PMS 185, with and without black. Can you tell me what two colors you're quoting on, Clive? Also, is there a difference in price between the quote and the order?

. **Hal Heindel**

Hi Hal, the colours are PMS violet (this is on the job sheet) and PMS 226. The job sheet price is £8 cheaper than the quote price.

. **clive jaques**

Hi Clive, another bug squashed! When you reinstall from the new MFSetupG.exe file uploaded Sunday night, you'll find the Gold Edition will transfer all inks properly from Quotes to Orders. PMS226, being a custom ink, turned out to be the culprit.

You said you're planning to give the system some hammer. Make it a big one. We appreciate your help!

. **Hal Heindel**

Hi Hal, are you only allowed three users? I had five set up on MF Silver. All worked Ok but now that we are in Gold, only three work, the last two added seem not to work!

I am also having a problem with merchandise orders. We are selling printed popup banners at £58 each. I have set this up as an item of merchandise. This is all fine when I enter the order, it displays the price at £21.05. I have also found that it will often not display a price at all. This seems to be linked in some way to the quantity settings, and there seems to be no logic to this. As I change the quantity in the setup page, sometimes it will display a price on the order, sometimes not. I will leave this one with you, trust you will have it fixed by the morning as per usual. Only joking, speak to you soon.

. **clive jaques**

Can't guarantee a fix by morning, Clive, but we can at least start looking for the gremlins straightaway.

The number of users is limited only by disk space, which means it's likely to be in the millions. When that becomes an issue, I'll be the first to tell you that you've outgrown Morning Flight. We did enhance security for the Gold, but hopefully not to the point where new users are locked out altogether. How exactly do the last users entered not work (can't log in, can't be updated, etc.)? And what OS are you using, XP or Vista?

I couldn't duplicate the pricing problem with merchandise. The way I set up your popup banners is per piece, as shown in the screen below. That worked as advertised - for any quantity. Maybe you can give me a step-by-step example so we can track down what's causing the problem. I'm not sure I understand which quantity you're changing in the setup page.

BTW, if you haven't discovered it already, the easy way to make all prices the same is to enter the price for only the first and the last quantity, then click the Sort button. In fact, forget the Sort button. The program will automatically sort when you click Ok.

Don't let go of that hammer!

..... Hal Heindel



Merchandise in the Gold Edition

Merchandise in the Gold Edition

Posted: 22 Nov 2007 10:23 am

Repeat orders for Merchandise have proven to be more of a challenge than we first anticipated. Turns out that when a Merchandise item, usually something you buy and then resell, is re-ordered by one of your customers, a number of inconvenient things can happen.

1. The item is discontinued by the manufacturer. Easily solved. MF tells you the item is no longer available, then gives you the option to enter the order anyway. After all, you may have enough widgets to fill the order still sitting on the shelf.
2. The price has gone up. That's not a problem either, save for the fact that you have to break the news to your customer. Morning Flight displays both the new and the old price side by side. You decide what to charge.
3. The item is changed, either by you or by the manufacturer. Here is where the waters get murky. In the original beta, we treated Merchandise the same as Offset and Digital: We retrieved the original pricing from the Order file, but used the current description and up-to-date specs from the Product file. In hindsight, that appears to have been a less than stellar choice. What may only obliquely affect Offset/Copy/Digital products (changing the makeready or spoilage, for instance) can have disastrous results with Merchandise: When Joe Grumpy re-orders album covers, he expects to receive album covers, not ballpoint pens.

So, back to the drawing board. When you create a Merchandise order either from a Quote or a previous Order, MF now retrieves not only the old prices, but the old name, description and other specs from the Quote/Order file as well. The program still displays the original price side by side with the up-to-date price, but if you want to update the name, specs and description, you need to click the Product button or press F2.

Somebody once said that democracy is a very bad form of government, but that all the others are so much worse. This latest upgrade should bring us as close to democratic levels as we're going to get . . . Or not, depending on what better ideas come bubbling to the surface!

If you downloaded the Gold Edition before November 22, 2007, you'll want to upgrade. In addition to how Merchandise is handled with Quotes and Re-Orders, the upgrade includes other enhancements and a bug fix with hourly Merchandise pricing. First, back up the PrintFire directory, then uninstall the old program. Download the new setup file and write down the directory into which you're saving the download. Once the download is complete, go to that directory and click on MFSetupG.exe to install the free upgrade.

. **Hal Heindel**

Morning Flight on the Web

Morning Flight on the Web

Posted: 23 Dec 2007 10:19 am

Thanks for the fast reply. I just thought of another question though it's off topic. Is there a way to tie MF into our website to generate online estimates? I would be thinking of a simplified or limited version (fewer options). If not how are others generating real time estimates online?

Happy Holidays to you and your family too, Hal!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig,

Sometimes you're so far ahead of me it's scary. Pricing off the web is one of those hot-button topics you could write a book about. I'll try to keep it short and simple.

First, to answer your questions: 1. Not yet, but there will be. 2. I don't know of any web site that offers real-time estimates other than the internet counter price lists put out by companies such as <http://www.vistaprint.com>. Those are essentially pre-loaded databases with shopping carts. A true estimate would be just what's on your wish list: A dumbed-down, wizard driven version of Morning Flight where you can enter any quantity or size or run configuration, day or night, and have the web site deliver a selling price.

And that's exactly what's waiting in the wings. It's also the reason why Morning Flight estimating is product-oriented, not press based. You and I touched on that in a July 2006 post, but the roots go back another ten years, to 1996, when Unitac was still in the printing business and mailed a "do-it-yourself" pricing program to its customers. At that time, the technology hadn't caught up to us yet so we were forced to distribute the software on disk.



The technology is here now. Well, sort of. SoftVelocity, the manufacturer of Clarion (the language MF is written in) released a beta version of Clarion.NET to its core subscribers two weeks ago. We're one of those core subscribers. It's a beta, so we couldn't offer a web application even if such an application had already been written. But that \$1,600 Clarion.NET beta will at least allow us to start writing. Here, in a nutshell, is what I said I'll keep short and simple:

All software can be divided into three basic categories: Desktop apps, web apps, and mobile (cell phone) apps. With desktop apps such as MF, the user interface and the business logic (the pricing engine) are all rolled into a single .exe file that resides at the user's desktop, either stand-alone or networked.

With web and mobile apps, the user interface and business logic are separated. The user's web site is usually written in html, text files similar to those generated by programs such as MS Word, InDesign, and Quark. HTML was never meant to perform data processing, so the business logic has to be written in another language (ASP, PHP, Perl, to name a few). The tricky part is where the html text file has to send the user input to the ASP program on the web server, then fetch the results. It's not rocket science, but not trivial either.

What I'm trying to say is Morning Flight web apps are definitely coming. I've been waiting for Clarion.NET for a very long time. Being able to have your print buyers do their own estimating

24/7 is why Morning Flight does what it does, the way it does. It's also something that's not right around the corner.

As I'm writing this, snow is beginning to fall and is putting a white coating on the street and trees outside my window. On this day before Christmas, I'd like to wish everyone in the Morning Flight community a wonderful Holiday Season, and a Healthy and Prosperous New Year.

..... **Hal Heindel**

Thanks for the insight on the web estimating, it sounds like a lot of work ahead for you!

..... **Craig Hofer**

Invoicing through QuickBooks

Invoicing through Quickbooks

Posted: 23 Dec 2007 07:48 am

Hi Hal, is there any way to integrate MF Gold to invoice through Quickbooks? Just a thought.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Good Morning Craig,

Wow, you're an early riser - on a Sunday morning, no less! Integration with QuickBooks is one of the first projects for 2008. At some point, Morning Flight will be extended to include an Accounts Receivable module, but nothing beyond that. Even with AR, we'll still need to tie into QB.

Happy Holidays, and all the best for the New Year!

..... **Hal Heindel**

Job Tickets

Job Tickets

Posted: 11 Jan 2008 06:28 am

Hi Hal, thanks for the reply and for asking, everything is fine. Just installed the new patch. Quick question for you: When I create an order then print off the job ticket, it puts the ink colours on. If I edit the order, i.e. change quantity and reprint the job ticket, the inks disappear. Strange but true.

. **Clive Jaques**

Joined: 01 Feb 2006 Posts: 22 Location: Sheffield, UK

Hi Clive,

Strange, indeed - I couldn't reproduce it. What OS are you running, XP or VISTA? Also, does it affect only the Job Ticket, or the Job Sheet as well? Finally, what Ink System are you using (PMS, Focoltone, etc.)?

This may not be related to your ink problem, but Craig recently discovered a bug that caused ink names and/or PMS numbers to not get printed on job sheets when the ink was included in "free ink days" (Reflex Blue free on Monday, PMS 185 free on Tuesday, etc.). While that didn't affect pricing, it failed to tell the press operator what ink color to use.

This bug has been fixed. The revised setup files were uploaded to the Printfire web site on May 21. Any chance this could have been the culprit in your case?

. **Hal Heindel**

We don't have free ink days in Sheffield, the margins are too tight these days, but I will try the bug fix. By the way, nice touch uploading the bug fix on my birthday.

. **Clive**

Job Tickets Preview

Job Tickets Preview

Posted: 31 Jan 2008 06:46 am

Hi Hal, using the program more and more. Now we are trying to go paperless in the work area as far as job tickets are concerned and I wondered if they can be displayed full screen or can you amend so they can. Also, what is the latest version now as I want to keep up to date.

Is there also a way to display the order progress/tracking in a more pictorial manner as we have

one member of staff who is finding it difficult to understand this part of the system due to the lack of IT skills and is also nervous about messing the scheduling up.

..... **clive jaques**

Joined: 01 Feb 2006 Posts: 18 Location: Sheffield UK

Hi Clive,

Going paperless in the work area? You're a brave man! Just keep in mind the old saw about how to single out the pioneers in a crowd: They're the ones with the arrows in their back. I'm assuming you're familiar with the print preview function (Print > Job Ticket from the main menu, then click the camera button). Are you looking for something beyond that?

The job tracking display will get fancier in time, but will have to wait until we change to the .NET platform, where we will have the full range of the MS Visual Studio class libraries available to us.

..... **Hal Heindel**

The screenshot shows a 'Print Preview' window with the following content:

Bill to: ACME Pacific 55 Oceanside Drive Los Angeles, CA 43556	Ship to: ACME Distribution Center 45 Goodway Washington, DC 34556	1107-00004
--	---	-------------------

Ordered by: Terry Zicari	Received: 11/19/2007	Ship via: Our Truck
Phone: 555.3485	By Phone	
Fax: 555.6884		

1.000 Letterheads. 8-1/2 x 11

Front: Black ink	
Back: / / /	
1-up on 8-1/2 x 11	

Press Sheets: 1,000	Multi	24 Minutes /
----------------------------	-------	--------------

Paper	20 lb Copy Bond White (from our stock)	On hand: _____
We need:	1,100 8-1/2 x 11	Qty used: _____
Draw:	1,100 8-1/2 x 11	

Packaging Letterbox

Ok over/under	+ %	- %	OK to print:
			Final Count:

Hi Hal, that's great news for the future. With regards to the print preview, that is what we are using but I wonder if it can be expanded to fill the screen. There is no button top right to expand it to full screen as there is on the main program screens, it's so we can get a better view. I hope

we manage to dodge the arrows but we are running the paper system side by side till April to iron out the hitches. We use your printed job sheets already so hopefully the move will not be too painful.

..... **clive jaques**

Clive, I suspect adding a maximize button to the preview screen would involve major surgery but I'll have a look.

..... **Hal Heindel**

Job Tracking Reminder

Job tracking Reminder

Posted: 06 Feb 2008 08:16 am

Good Morning Hal! Another question from your favorite PITA in Ohio!

Do you have any plans to incorporate some sort of job tracking reminder, maybe a pop-up screen on start-up to alert the user of the jobs that are due or are getting close? Kinda like what happens with the Outlooks calendar.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

The Order Tracker in Morning Flight is fairly basic, no bells and whistles. It probably could use the kind of pop-up reminder you describe. If displaying due dates merely on startup is enough, I suppose we could just have the Tracker pop up in the same configuration you get when you click on the 'Due' heading (where it lists promised jobs only, sorted by due date).

For the record, the chances of you ever attaining the rank of PITA are slim and none. Sorry, never going to happen. All the best,

..... **Hal Heindel**

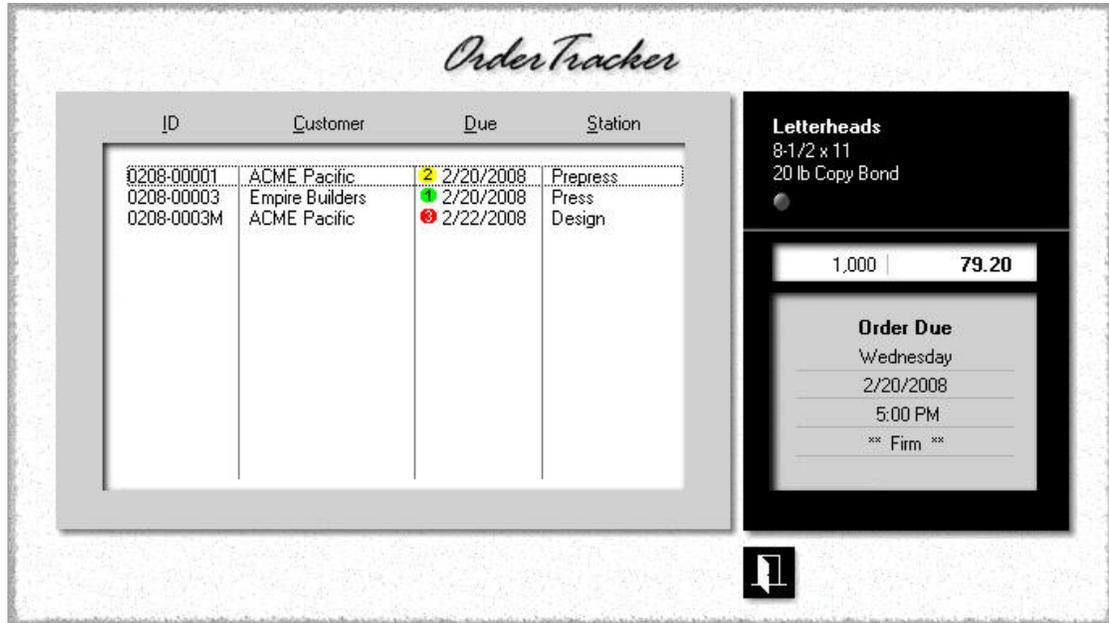
Awe shucks, Hal.

I would say a pop up on start up, or one that will pop up at a set time before a job is due, maybe 4 hours? I would think you might want to have the option of turning it on and off too.

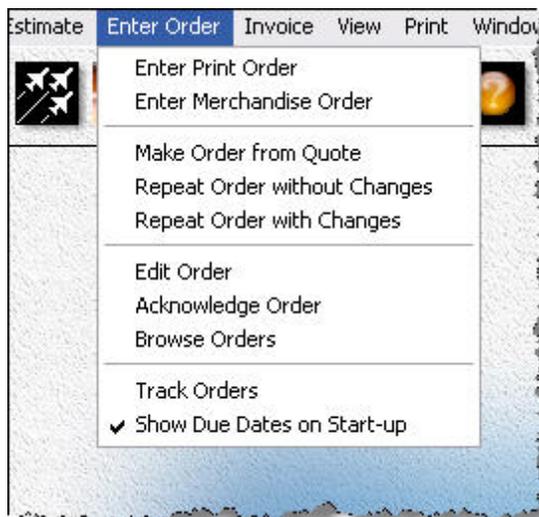
..... Craig Hofer

Craig,

Here it is, as promised. This window will pop up on program start-up whenever there are orders scheduled for delivery either today or tomorrow. When the reminder does pop up, the list includes all promised orders, not just those which caused it to be triggered.



Note that the reminder is Off by default and needs to be activated from the Order Menu. "Show Due Dates on Start-up" is a toggle that turns the reminder on and off.



The new MFSetupG.exe file was uploaded an hour ago. Thanks again for the request, Craig. I think it's a helpful little feature, not at all intrusive.

..... **Hal Heindel**

Removing Customer Discount

Removing Customer Discount

Posted: 06 Feb 2008 08:07 am

Good Morning Hal!

Is it possible to remove a customer discount from merchandise items with out effecting printed items? O.K. so you're asking yourself ... what moron would want to do that? ME!

Here is the reasoning for my madness. Some of my merchandise items do not have a large enough mark-up to allow for a discount. When a customer places an order I print a job sheet to hand off to have an invoice generated via Quickbooks. Our bookkeeper will enter the info from the job sheet and will apply the discount. For now I am crossing off the discount when the job sheet is printed. Sometimes I forget to cross it off when I am in a hurry, and it is invoiced with the discount.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

That's not coming from left field at all, actually a very good point. Would you want to remove the discount across the board, for all types of Merchandise items, or item by item? One approach is more flexible, the other more fool-proof.

Another question, what about surcharges?

..... **Hal Heindel**

I would say Item by Item, and I like the idea of surcharges!

..... **Craig Hofer**

Craig, is this what you had in mind? I think if we keep discounts and surcharges separate, you

can always tell Morning Flight "Don't apply the usual discount for this customer, but if the customer's extra demands rate a nuisance surcharge, by all means keep that in play."

I've only changed the window so far. If that looks good, we still need to code the modifications. Existing data files won't be affected. Thank you for the suggestion.

..... Hal Heindel



Craig, it's coded! The upgrade (V2008.1) also includes a few minor tweaks to the Jet-Entry Quickpricer - nothing dramatic. After downloading, you may want to go through your Merchandise items, one by one, to set the new customer discount and surcharge options.

..... Hal Heindel

Thanks Hal! I will make the update on my end and let you know how it works.

..... Craig Hofer

You might want to hold off on the upgrade for another day, Craig. I'm just finishing up the pop-up screen for due dates. Should have it uploaded some time tomorrow. I'll let you know.

P.S. The new MFSetupG.exe that will install Version 2008.1 of the Gold Edition was uploaded on Tuesday, February 19. The Gold now includes adjustable discounts for Merchandise items as well as the new pop-up reminder of jobs that are coming due.

..... **Hal Heindel**



Digital Stock Limit

Digital Stock Limit

Posted: 27 Feb 2008 12:54 pm

Hi Hal, can you do me a slight upgrade on the digital stock limit? We now need to go up to 450gsm with our new machine.

Not too many arrows in the back thus far on the paperless work flow - will keep you posted. Any signs of the booklet module as yet?

..... **clive jaques**

Joined: 01 Feb 2006 Posts: 16 Location: Sheffield UK

Clive,

That must be one super-tough digital machine! Hope you're on a full maintenance contract - no questions asked. Anyway, [click here](#) for the modified WRNFile.TPS.

The booklet module has moved up to number 3 on our list of projects for 2008. The Book/CD version of the Free Edition is number 1, commercial release of the Silver is Number 2.

Somewhere in between is a mini-project for the U.S. market, the Paper Shop file. We've just received the go-ahead from XPEDX.

. **Hal Heindel**

Wide Format Print

Wide Format Print

Posted: 08 Apr 2008 10:30 am

Hi Hal, is there any way we can set up a wide format printer on this system? I know the estimating part will not be easy. But I am more interested in creating job tickets. I think I remember something about virtual printers, but I am not sure.

. **clive jaques**

Joined: 01 Feb 2006 Posts: 17 Location: Sheffield UK

Sorry, Clive, that's another ballpark. We've had inquiries about estimating for wide format ink jets and will probably take a closer look at them, but not this year. Too many other things ahead of it, and not enough hours in the day.

Just an afterthought: Why not define some wide format jobs as Merchandise? With pricing set "per piece," the maximum is \$500.00 each with Data Validation On, \$9,999.00 with it Off. Don't know much about wide format ink jet pricing, but if those prices aren't high enough, maybe I ought to consider getting back into the printing business.

Just kidding. I love this job!

. **Hal Heindel**

Job Sheet					
ACME Pacific 1644 Mulholland Drive Los Angeles, CA 54776				0408-0001M	
<hr/>					
Ordered by:	Tom McGraw	Received:	4/25/2008	Ship via:	Call when ready
Phone:		By eMail		Date Due:	Wednesday, 4/30/2008
Fax:		PO #:	X-19443.BA		5:00 PM
<hr/>					
25 Posters 20 X 28 20 x 28				2,200.00	

Flight Engineer

Flight Engineer

Posted: 21 Jun 2008 08:28 am

It's me again. I was wondering if there is any instruction for the Flight Engineer. I cannot wrap my head around it to figure out how to use it.

It did take me a while to figure out Morning Flight. I think I downloaded the Free Edition over a year ago but didn't use any of it till about 3 months ago. Once I understood the basic premise of what it was built on (product based and not press based) I picked it up real quick. Any assistance on how to utilize the Flight Engineer or a finger pointed (by anyone) in the right direction would be greatly appreciated! Thanks!

..... **Keith**

Joined: 20 May 2008 Posts: 7

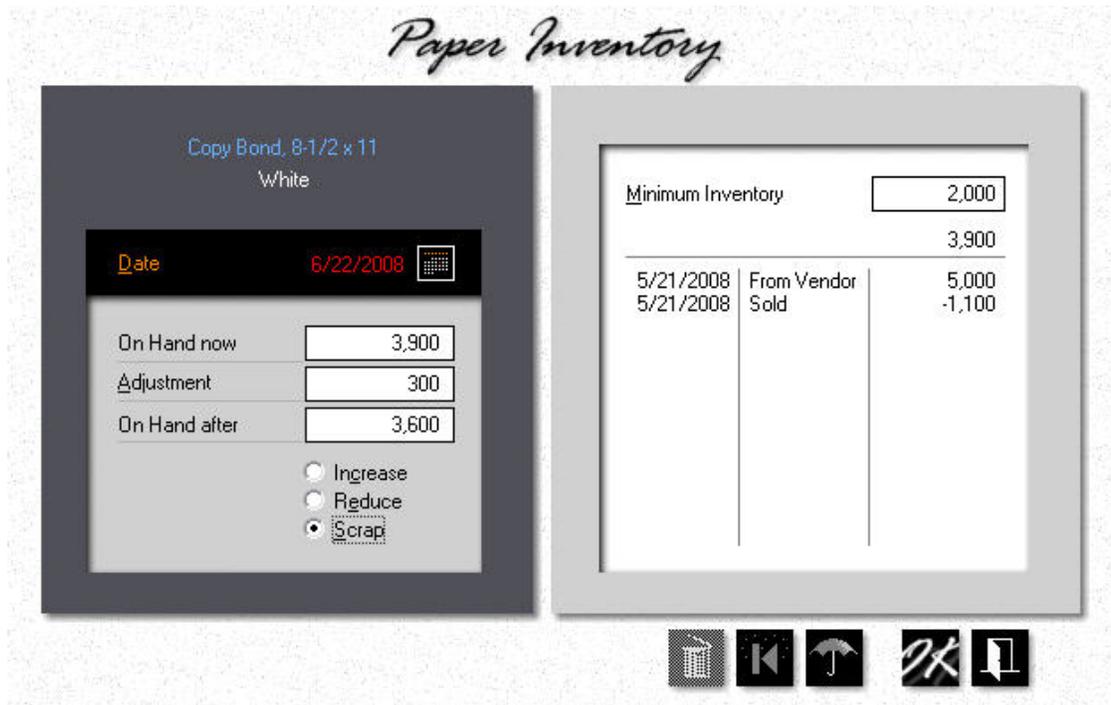
Hi Keith,

Here's the thing: Just because nobody has asked the question, it'd be a stretch to assume everyone else knows the answer. The Flight Engineer is a work in progress. Without a help system or basic instructions or, until your post, so much as a topic in the Forum, I'm betting

you're not alone.

For the time being, the Flight Engineer is first and foremost an inventory control system. The program automatically deducts the amount of Paper needed to run a job from your in-Stock inventory as you enter orders. It lets you adjust that inventory and print Activity Reports and Count Sheets. See **Inventory > Update Paper Inventory** on the Engineer's main menu.

Next, it offers a Shopping List, not only of in-Stock Paper but of all types of paper that need to be ordered. That list, too, can be adjusted. See **Operations > Update Paper Buys**.



Paper Shopping List

6/22/2008 - 6/22/2008

Description	Category	Ordered	Received
20 lb Copy Bond 8-1/2 x 11, White Empire Builders, Job 0608-00001 We Need: 935	(Writing) Draw from Inventory		
1,500 24 lb Test of As Needed 8-1/2 x 11, White Empire Builders, Job 0608-00002 We Need: 1,500	(Writing)		
3,000 20 lb Test of Special Order 8-1/2 x 11, White Empire Builders, Job 0608-00003 We Need: 3,000	(Writing)		

Finally, the Flight Engineer houses the Paper Cutter, Paper Pricer and Offset Run Pricer that are part of the main program in the Free and Silver Editions. We decided to move them here in the Gold Edition to keep the main menu lean and simple.

The Engineer will become much more capable in time. Some functions on the drawing board include the "Wrench" (a tool that lets you adjust a whole slew of parameters now inaccessible, under the hood), and some analytical stuff. As in "did we make money on this job or did we lose our shirt?" That's all down the road a bit.

Anyway, glad you asked.

..... **Hal Heindel**

Sorry about that. It was not my intent to assume everybody else knows the answer. What I did assume was that I was overlooking something and I didn't want to ask a question that had already been answered.

It is cool to know that I posted the first topic about the Flight Engineer! So, I spent the whole day so far playing around with the Engineer and I noticed something. When I print out an Inventory Count Sheet, it shows paper that I had deleted; even the custom ones that I had entered. Thanks,

..... **Keith**

Keith, didn't mean to sound like I was lecturing! Quite the opposite, I was trying to put you at

ease. This is a very informal forum, with a great bunch of members. So please keep on asking questions, even when you suspect the answer might be hiding somewhere in another topic.

Now, about deleted paper still showing up on the Count Sheet. Developers have been known to call bugs UF's, "Undocumented Features." The behavior you've encountered with the Flight Engineer is certainly undocumented (when it comes to the Engineer, everything is!), but in this case it really isn't a bug but a feature.

Here is why. When in-Stock paper is deleted, what happens depends on whether the paper was program-generated or user-created. If it was program-generated, the item is **deactivated**. If it was created by the user, the item is **phased out**. Deactivated items are still visible in the browse box, flagged with a red bullet. Phased-out items no longer appear.

The reason even phased-out items are kept on file (but unavailable for selection) is to preserve referential integrity. Such items may have been used - "referenced" - in a quote or an order, so they remain in the file for archival purposes. During housecleaning, MF first scans related files to make sure phased-out records are no longer referenced, then erases them. Referential integrity is one of the cornerstones of relational database theory.

Why keep deleted in-Stock paper on the Count Sheet? Mainly because inventory may still be on hand when the item is phased out. How long such items should stay on the Count Sheet is a perfect candidate for the Flight Engineer's "Wrench." Suppose I should go make a note of that in my to-do list.

. **Hal Heindel**

"Referential integrity is one of the cornerstones of relational database theory." - Wow. You know your stuff! Thanks for the reply. After I made the post I started thinking maybe it is intentional and if so, why. And I think that was the best answer I ever received about anything ... except when my wife said yes. I was concerned about the user-created paper that was showing up. I kinda figured the program generated ones were intentional. I do have some Hammermill cover stock sitting on my floor that is still sellable but I don't plan on ordering anymore.

I do have another question - When I add paper to my In-stock Paper, it puts a whole carton in the inventory. I usually order only a couple of reams at a time so is this something I will just have to adjust manually when I do my shopping list? And one more question - Is Housecleaning something the program does automatically or can I initiate it manually? And finally, if I may offer a suggestion for the wrench, I think it would be cool to select a number of days (say 1-180?) before it erases phased-out paper. And maybe the option of erasure when paper count hits zero?

Anyway, thanks again. I plan on messing around with it some more tomorrow. I love the idea of inventory management as I have a habit of ordering paper that is already on the shelf! (It makes me so mad.)

Your Flight Engineer test pilot

..... **Keith**

There is a way to do it better. Find it.

Thomas A. Edison

Keith, you're certainly making my case for support being a two-way street! This is how it's supposed to work . . . constant step-by-step refinement, driven by user input. Thanks in large part to contributions from members of this forum, when we're looking for ways to improve Morning Flight, we never have to look very far.

Housecleaning is done automatically at the turn of the year. The Wrench will let you do it manually whenever you feel it's time to throw out the trash. Setting the number of days for auto-deletion of phased-out paper is a good idea and easily implemented. So is the zero count option. Thank you for those suggestions.

About the shopping list, yes, you will need to adjust your list manually when you order less than a carton. With in-Stock paper, the recommended practice is to always order full cartons, especially if Carton-Plus pricing is in effect. That's less of an issue in the States, because here vendors often use carton prices on orders for a single ream. Not so in most countries abroad. I suppose we could have the Engineer order just enough paper for each job if it's One-Price paper (all quantity brackets priced the same), but that may be putting too fine a point on it. After all, in-Stock paper is meant to be used in moderation - see http://www.morningflighthelp.com/HTML_Help/paper_categories.html

Ordering paper you already have? I don't think there is a printer alive who hasn't occasionally ordered some odd-ball paper, something you just know you would never in a million years have ordered extras of, only to trip over a whole carton of the stuff a month later! Yeah, that hurts!

..... **Hal Heindel**

Sales Tax

Sales Tax

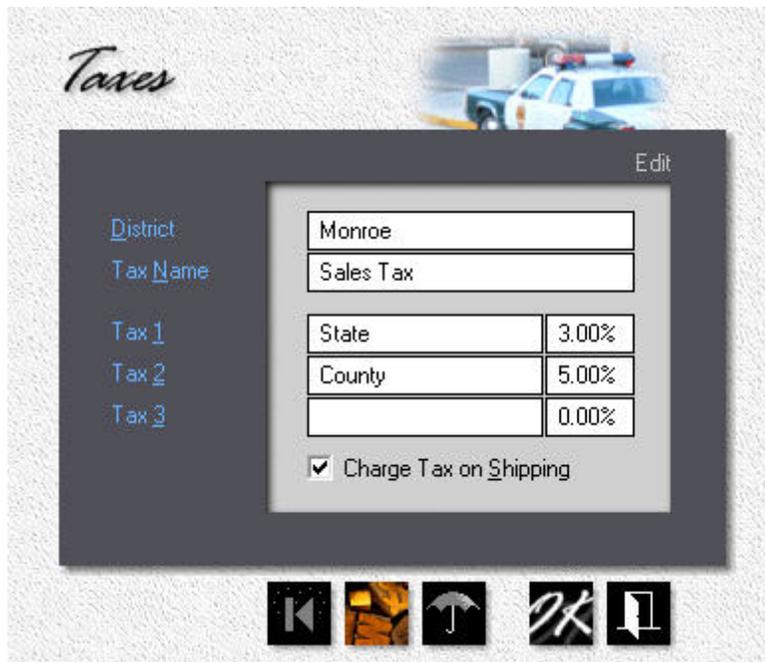
Posted: 24 Jun 2008 09:41 am

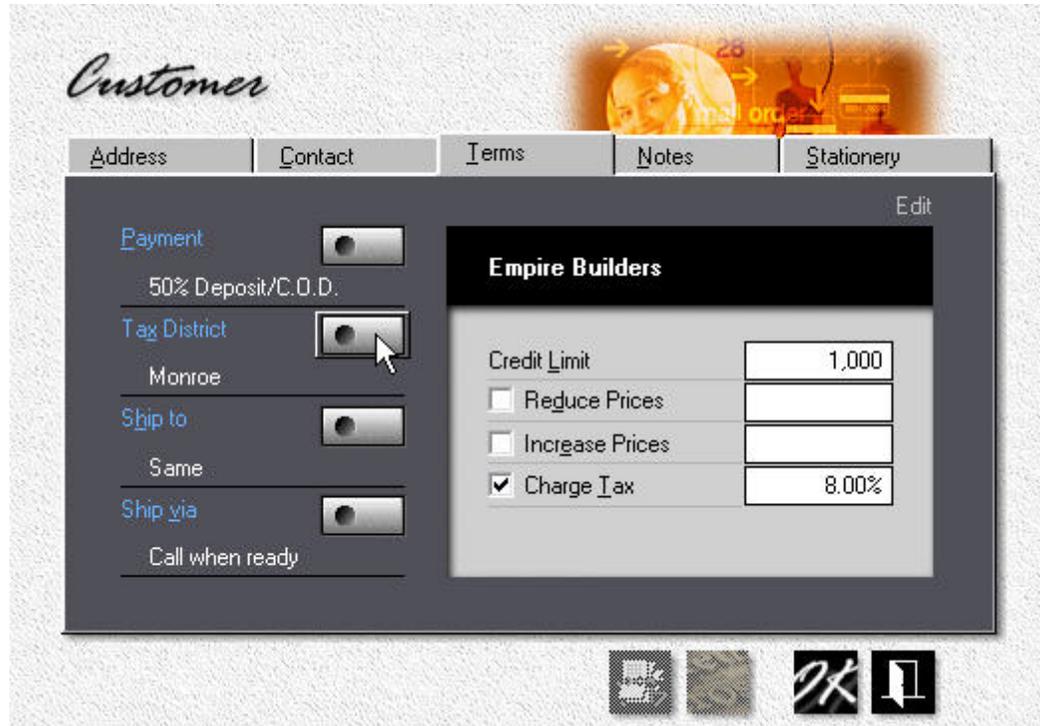
"The current setting for charging tax on the terms tab of the customer setup is 0%. How do I change it?"

e-Mail received from Lindale, Texas.

Before sales tax (or VAT) can be charged, it is necessary to first set up a tax rate and district. From the main menu, go to **File > Update Taxes**. Next, click the **Tax District** button on the terms tab and select your customer's district. Morning Flight will enter the combined rate when you check "Charge Tax." The Tax Name is what will be displayed on the invoice.

..... Hal Heindel





Booklet Module

Booklet Module

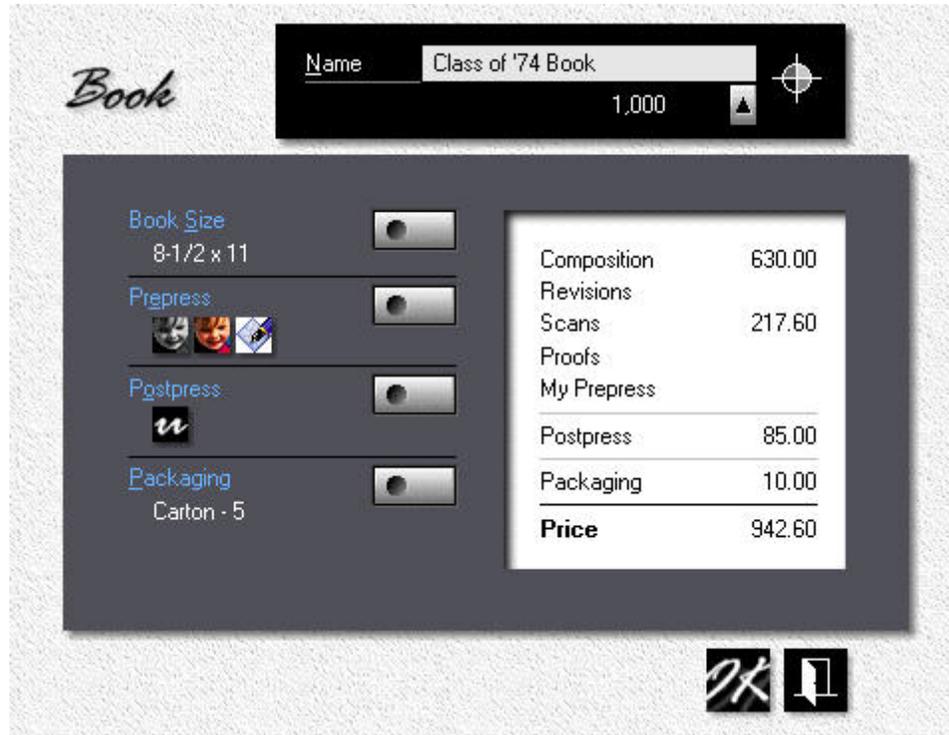
Posted: 09 Aug 2008 11:24 am

Hi Hal, any news on the Booklet Module? I know it's hard when you are a big star. But I knew you before you were famous. Regards,

..... **Clive Jaques**

Joined: 01 Feb 2006 Posts: 22 Location: Sheffield, UK

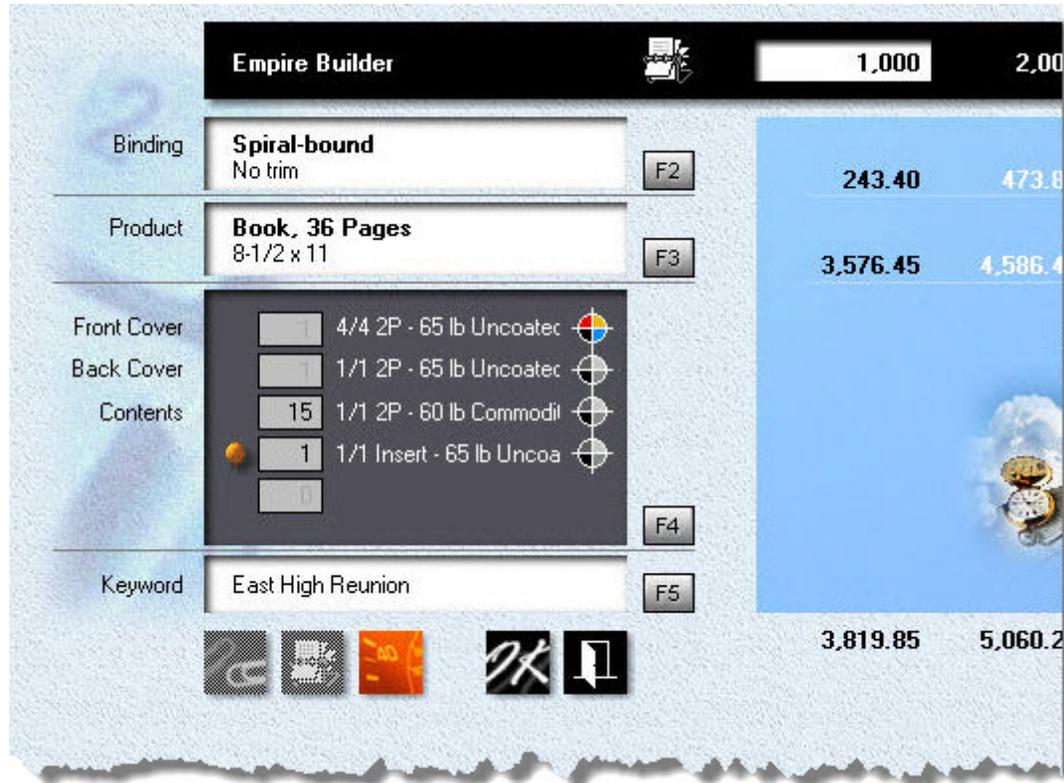
Clive, trust me, having a few wandering souls catch you on *You Tube* leads to little fame and even less fortune. Not nearly enough fortune to pay for a Starbucks and a bagel. The booklet module on the other hand, that's coming together well enough that I think we'll someday see financial benefits. It's nearly done, save for some validations and testing. If I had a crystal ball, I'd say another month or so. (Sorry, with ETA's, there's always an "or so.")



Before anyone asks, the yellow ball in the screen below says this is an insert (an envelope or postcard or some such - Ok for coil or GBC, not Ok for saddlestitching). A red ball means the content or cover page is no longer valid. Which is where the validations come in. Say you assembled an 8-1/2x11 perfect-bound booklet and later decided to change the size to 6x9. Or the binding to GBC. Anything with a red ball in front of it will now have to be resized to fit.

This turned out to be one of those projects that just kept getting bigger. It reminded me of a cartoon I once saw where a snake was trying to swallow an elephant, starting with the tail. The elephant, unfazed, merely turned his head and said "Good luck with that!"

. **Hal Heindel**



Hi Hal, the booklet module snapshots look good, it should make my job somewhat easier. I hate pricing books. Thanks,

..... **Clive**

I absolutely agree - being a star must be hard - especially when all us print shop owners are relying on Hal!

Looking forward to the booklet module too - those quotes always get left to the bottom of the pile - very time consuming and not always consistent. Keep going Hal!

..... **Sue**

Joined: 16 May 2006 Posts: 9 Location: Zephyrhills, Florida

Sue, the closest I ever came to stardom was at the 2006 Belvidere Classic, where the Cobra Dragonsnake I brought to the auction was the number one "Star Car." Here is what you discover straightaway when you own a significant piece of motoring history: You never actually own it. You may hold the pink slip, but it's the car that's the celebrity, you're just the custodian. Attend a race at Watkins Glen and you hardly ever get questions like "hey Hal, what's up?" or "how've you been?" All everybody wants to know is "you still own that Cobra?"



The star of the show takes the stage

Company	Mecum Auctions
Date	May 25-29, 2006
Location	Belvidere, IL
Auctioneer	Mark Delzell, Mike Hogerman, and Jim Landis
Automotive lots sold / offered	571 / 979
Sales rate	58%
Sales total	\$28,995,821
High sale	1962 Shelby Cobra Dragonsnake, sold at \$1,601,250
Buyer's premium	\$300 on lots up to \$5,499; \$500 on lots \$5,500 to \$9,999; 5% thereafter

Anyway, it was nice to see how the other half lives and play VIP for a couple of days. That's me on the far right. Can't say I cared for the elevated lifestyle. The buyer who paid more than one-and-a-half million dollars for old "Jez" didn't even bother to show up. He had someone else do the bidding for him.

Booklet Module: First off, it's not a module anymore. Booklet Quotes and Orders will be a standard feature of the Silver and Gold Editions - which translates into **No Extra Charge**. The revised Silver is a wrap, the Gold nearly so. All the Gold lacks is converting Booklet Quotes into Orders, and repeating a Booklet Order. Thanks, Sue and Clive, for your encouragement. Craig and Lu are right there with you.

Having had to work up booklet quotes for many years myself, Sue, I know first-hand why that's rarely at the top of anyone's to-do list. Not much fun coding it, either. There's a reason why the Booklet Module ended up at the bottom of the pile as well!

..... **Hal Heindel**

So Hal, what you're saying is that the new Gold with the ability to quote booklets will be ready to download by the weekend ... Right? It's nice to be a customer once in a while.

..... **Craig**

Joined: 05 May 2005 Posts: 84 Location: Sandusky, Ohio

What's a weekend, Craig? Don't recall having had one of those in a while. At the moment, the days just seem to melt into one big twilight zone.

One thing I'd like to get a better handle on before we release the new Gold Beta is digital pricing. Now that price comparisons between offset/copy/digital are just a click on a tab (on my computer, not yet on yours), the disparity between offset and digital, for some quantities, seems a bit steep. I'll e-mail you later today to get your thoughts on that.

. **Hal Heindel**

A weekend is when the lake is too rough to go fishing, and the grass needs cutting, and you're out of beer. So you just go to work so you don't have to cut the grass!

. **Craig**

Hi Clive,

Hope that QM 46 landed safely Sunday morning. Nice piece of hardware, just the ticket for doing lots of booklets. Speaking of which, the Booklet Module is *done!!* Another week or two of alpha testing and trying to get a handle on bookbinding prices (they're all over the map here in the U.S.), and we can upload the new Silver and Gold betas.

The announcement, as usual, will come on the Forum. A new Forum, most likely. This board is now so overrun by spammers - between 100 and 150 are trying to register every single day - that we've decided to set up a new one. Not just more secure and robust, but more feature-rich as well. If you try to log on at the current Forum and find the doors locked, please go to <http://www.printfire.com/support.html> for the new address.

Good luck with the press.

. **Hal Heindel**

Week or two of alpha testing? ... you're killing me, Hal.

Clive, I hope your QM 46 gets up and running for you quickly, and turning a profit.

. **Craig**

Orders and Re-Orders

Orders and Re-Orders

Posted: 18 Aug 2008 01:08 pm

Hi Hal,

This may be a silly question but I am using the Beta version of Gold and have been very happy with it. Just noticed one thing this morning though that (funnily enough) hadn't seemed to happen before.

When I make either a re-order with (or without) changes, the price changes - mostly it gets cheaper for the customer by a few dollars. I have searched throughout for a check box that says 'no discount for re-orders' as that's the only explanation I can come up with. Nothing has changed since the original order - I even made a quote, immediately created an order from the quote and a few minutes later, made a re-order. The price dropped again???

Can you shed any light on this for me? I have the V2008.2.

..... **Sue**

Joined: 16 May 2006 Posts: 9 Location: Zephyrhills, Florida

Hi Sue,

Glad to see you're giving the Gold Edition a try. Printed by Offset, re-orders will always be a little cheaper than the original order, provided the job can be rerun without a new set of plates. In that case, the program, while still charging for new plates, will exclude the cost of creating new films.

Why charge for new plates on re-orders? Economics. It costs money to gum, store, and index plates for easy retrieval. Depending on how long they've been stored, and even with careful gumming, chances are there will be some blind spots or scratches. If the job gets run that way without the press operator noticing it, it can get painfully expensive in a hurry. After some 35 years in the business, I've learned on more than one occasion that storing plates *costs* more money than it saves.

If the job requires new films, the price of re-orders should always be the same as the price of the original. If you're running into discrepancies there, can you please post specifics? The quickest way to do that is to click on the white Product panel when the cursor turns into a camera, then compare costs. Morning Flight always lets you drill down. The two attached screen captures represent an original and a re-order, using CTP plates (no films, just stripping/imposition).

Hope you're not in the path of hurricane Fay! All the best,

..... **Hal Heindel**

Run Costs

1,000

62.20

Newsletters
8-1/2 x 11 (2-up)

Film Units		
Stripping	20 Minutes	15.00
Plates	1 (CTP)	15.00
Ink	1.3 ozs	0.45
Makeready	10 Minutes	15.83
Runtime	7.3 Minutes	11.57
Finishing	1 cut	3.75
Packaging	Shrinkwrap	0.60

Coverage Medium --
Makeready Medium --
Run Medium --

Run Costs

1,000

47.20

Newsletters
8-1/2 x 11 (2-up)

Film Units		
Stripping		
Plates	1 (CTP)	15.00
Ink	1.3 ozs	0.45
Makeready	10 Minutes	15.83
Runtime	7.3 Minutes	11.57
Finishing	1 cut	3.75
Packaging	Shrinkwrap	0.60

Coverage Medium --
Makeready Medium --
Run Medium --

Thanks so much for your response, Hal - and quick and spot on as usual. I did actually find what was going on by looking at the quantity button and unchecked re-order without film changes - the price then remained the same. We use polyester plates that are not reusable, so plates are new each time.

I love the Gold edition by the way - and thanks so much for your help.

P.S. - What hurricane?!? - not in the Tampa Bay area anyway!

. **Sue**

Thanks, Sue, glad the Gold is working for you. Seems Fay did minimal damage in the Tampa area and instead brought some much needed rain. BTW, I checked out your web site. Cool idea, those Small Business Start-up Packs.

. **Hal Heindel**

Thanks Hal. I was so amazed that you took the time to look at my website - thanks so much for your comments. Gotta admit though, it's only a template! My programming skills amounted to VB (loved it) and Java (yuk) whilst at college in the UK.

I have just one other quick question that I think may have happened since I downloaded an update. For some reason not all my customer notes print out now on the price sheet - any ideas? It's in the window of the quote but only shows one line in the preview pane and print out?

. **Sue**

Nothing wrong with templates, Sue, no point reinventing the wheel. The opening screen of this forum happens to be a template as well. And if you loved VB, you would totally embrace Clarion, the language Morning Flight is written in. Faster, less verbose (though not nearly as terse as Java or C), and, unlike VB, fully object-oriented and compiled.

The bug you discovered snuck in when we reworked our string classes to accommodate booklets. What should have been a STRING(600) ended up being a STRING(60). My bad! The entire note is still saved to the file, but only the first 60 characters of it are printed. Easy fix, although with new versions of all editions just around the corner, it will likely be a week or two before we can upload.

I may have mentioned somewhere that all Morning Flight programs rely on a single 300,000+ line code base. Each program selects the classes it needs and then pulls them in at compile time. The string class is used by all, so the bug affects every edition. The upside is that any improvements are automatically shared by every edition as well.

For instance, Special Products currently require separate screens for Offset, Copy, and Digital. When you click Ctrl-F2, the screen that appears corresponds to the product highlighted in the F2 browse box. That turned out to not work for booklets. A 6x9 spiral-bound booklet requires a 6x9 bookpage, and since there's no such animal predefined as a standard product, the browse box

comes up empty. That, in turn, prevents access to the matching special products screen altogether.

In the upcoming versions, from the Free Edition all the way to the Gold, Special Products are entered on a single screen, with tabs to select the category. Hundreds of lines of new code, at once necessary and worth the effort: Comparing the run costs for the same product by Offset, Copy, or Digital is now just a mouse-click away.

..... Hal Heindel



Postpress Issue

Postpress Issue

Posted: 14 Oct 2008 10:09 am

Hi Hal,

Is there a reason why you can't select score and fold for post press? I have times when I need to have the sheet scored and folded but have to set up a My Post Press item in order to get it to

work. Also, score on a text weight coated sheet (if it is folding cross grain) would be nice, too.

Thanks!

..... **Craig**

Joined: 05 May 2005 Posts: 84 Location: Sandusky, Ohio

Hi Craig,

First off, thank you for your recent input on pricing. This morning, I checked copy prices at **Staples** (8 cents for black, 49 cents for color - no quantity discounts offered). Our default color copy prices are clearly in need of a significant revision in the upcoming version 2008.3.

What would be your thoughts on increasing MF black copy prices from 3 cents to 5 cents for 1-49, but leaving the high end (1,000 and up) at 2.5 cents? And on lowering default color copy prices from \$1.25 to 50 cents for 1-49, with the high end lowered from 50 to 35 cents? I know, it's a jungle out there, and not getting any tamer! Besides, lots of technology changes in the past two years. I would welcome contributions from any forum member on this.

Now, about folding and scoring. Actually, you *can* do both together, provided the paper category is **Cover/Label**.



What you can't do is score Bond and Text and Envelopes. You're an expert when it comes to the design philosophy behind Morning Flight. Here is some insight (from the Free Edition Help File) for the benefit of readers who aren't:

"If computer applications could be made fool-proof, there'd be fewer shelves with books for "Dummies." But they can be made fail-safe. Well-thought-out programs can incorporate a mechanism found mostly in machinery that guarantees that if the contraption should blow up, it will blow the other way. In Morning Flight, that mechanism is called **Data Validation**. Its purpose is to keep small errors small and not let them turn into catastrophes. Whenever you enter numerical data, Morning Flight imposes minimum and maximum "validated" values. With Validation ON, the program can safely be used by office staff with limited estimating experience.

Cousin Mel can handle the low-end stuff, freeing the shop owner or manager to focus on big-dollar projects. A secondary benefit, of sometimes greater value, is that it limits the size of the hole you can dig yourself that you later have to climb out of."

Not being able to score Bond or Text-weight paper is just another form of Data Validation. It's an area where flexibility and automation clash head on. *You* know when and when not to score Text. Cousin Mel won't. The work-around, of course, is exactly what you're doing: setting up a My Postpress item.

BTW, hope to have version 2008.3 of all editions uploaded by the end of the week. You know, the version that includes the Booklet Module!

. **Hal Heindel**

I agree the color copy prices are too high by default. Anyone with production equipment will be paying much less for clicks today than let's say 5 years ago. I don't know if the black should be increased though, I would keep it the same. For instance, our old B/W click charge was .012 and our new charge is .003 after an equipment upgrade. The click charges are dropping as the technology changes. I remember our first color copier was .22 (plus toner), now we are at .049 (including toner), that's a huge drop in 13 years.

. **Craig**

Thanks, Craig. If you're comfortable with the default black copy prices, we'll keep 'em as is.

Last night, I surfed the web for the cheapest color copy prices I could find. Seven cents each for 1,000 copies (plus shipping) appears to be the absolute bottom. That, and the click charges you mentioned, makes me suspect the 35 cents for 1,000+ I had planned on using is still on the high side. And to think the national average, in 2007, for 500 color copies via RIP was 52 cents a copy! Prices are dropping faster than derivatives on Wall Street.

I'll decide on the final copy prices by this weekend. Tentatively, the defaults will be 48 cents for 1-49, and 28 cents for 1,000 and up.

. **Hal Heindel**

<i>Price includes Standard FedEx Ground Delivery</i>			
	8.5 x 11	8.5 x 11	8.5 x 11
	1 Side (color)	2 Sides (color)	2 Sides (color front-B&W Back)
500+ Copies of each page	\$.14 each	\$.28 each	\$.24 each
250-499 Copies of each page	\$.17 each	\$.34 each	\$.27 each
100-249 Copies of each page	\$.21 each	\$.42 each	\$.31 each
	8.5 x 14	8.5 x 14	8.5 x 14
	1 Side (color)	2 Sides (color)	2 Sides (color front-B&W Back)
500+ Copies of each page	\$.21 each	\$.42 each	\$.31 each
250-499 Copies of each page	\$.26 each	\$.52 each	\$.36 each
100-249 Copies of each page	\$.32 each	\$.64 each	\$.42 each
	11x17	11x17	11x17
	1 Side (color)	2 Sides (color)	2 Sides (color front-B&W Back)
500+ Copies of each page	\$.28 each	\$.56 each	\$.38 each
250-499 Copies of each page	\$.34 each	\$.68 each	\$.44 each
100-249 Copies of each page	\$.42 each	\$.84 each	\$.52 each

Troubleshooting

Error with Merchandise

Error with Merchandise

Posted: 12 May 2005 11:51 am

Maybe it's me but ...

I entered an 8-page booklet in merchandise, all prices per piece. When I figure the quote at qty's of 500, 1000 and 1500 all is fine. I save the quote and now wish to print the estimate sheet to letterhead.

I open estimate writer, locate my customer and the quote and set it up as normal. When I view the estimate it is multiplying all prices by 10, so instead of 500 books at \$580.00 they are \$5,800.00. When I print a Price Sheet all is well, but I wanted to print a nice estimate sheet.

Thanks for the help!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

It's not you, Craig, it's the program . . . the first reported bug in Morning Flight. A new MFSetup.exe was uploaded to the www.printfire.com web site on 5/13/05 (Friday the 13th!).

First, back up the PrintFire directory. Download the new MFSetup.exe, then click on it. The Installshield Wizard will first ask you whether you want to install new features, repair the program, or remove it. Select Remove. When the Wizard is done removing Morning Flight, click

on MFSetup.exe again to reinstall the program. The Wizard will remove only the program itself, not your data files.

About the bug: As you've discovered, it's limited to merchandise pricing in the Estimate Writer and does not affect file data or pricesheets. Quotes are saved with the correct prices, but misread by the print module of the Estimate Writer. In other words, you won't have to edit your estimate, just reprint it.

Thanks, Craig, for reporting your discovery.

. **Hal Heindel**

OK, so I'm not a computer geek. Where does the PrintFire Directory reside, and what do I need to do to back it up? Thanks.

. **Craig Hofer**

If you didn't change the default directory when you originally installed the program, it would be C:\ProgramFiles\PrintFire. From the desktop, click on My Computer, then on Local Disk C:, then on the Program Files folder. Next, highlight (but don't click on) the PrintFire folder and press Ctrl C to copy this folder to the clipboard. Either find an existing folder or make a new one into which you can back up Morning Flight. Click on that folder to open it, then press Ctrl V to paste the PrintFire directory into it. Ideally, that folder would be on a separate backup drive (Zip drive or external hard disk), but it can be on your C: drive.

. **Hal Heindel**

Backed up and removed per your instructions. When Morning Flight opens after installation, I no longer have any customers, quotes, anything from the past. What files do I need to replace from the back-up to make all my saved info re-appear?

. **Craig Hofer**

OK, it's all better now. I uninstalled the new version, replaced the back-up, and installed over the top of the back up. So far all seems to be fine! New version is 2005.2 and all my stuff is still there!

Hopefully this forum will be more active with other folks, this product is just what we were looking for (I'll be passing the word around). I think you have hit the nail on the head! Once all the bugs are worked out you can bet I'll be sending you a check for the full version! Thanks again, Hal.

. **Craig Hofer**

Upgrading

Upgrading

Posted: 16 May 2005 11:00 am

Do I have to fill out all that information again just to download MFSetup.exe or can I find the file elsewhere? Thanks.

..... **OhMarty**

Joined: 16 May 2005 Posts: 1 Location: Bradenton, Florida USA

Only the required fields (Name, City and e-mail). With the Free Edition, it's the only way we can keep track of who has the up-to-date version.

..... **Hal Heindel**

Blocked Download

Blocked Download

Posted: 17 Oct 2005 05:44 am

We recently received the following email from a printer in Australia: "When I try to download the free edition from the printfire site, a new window opens and the message 'this object has been blocked' appears. I am using Zone Alarm, Avg, Spy Bot and Adaware. Can any of these programs affect the download?"

Following our suggestion to disable the four programs, one at a time, to identify the culprit, back came Julien's answer: "Thank you for your rapid response to my query. I was able to determine that ZONE alarm was definitely blocking the download. The mobile code control had to be disabled ... in the PRIVACY tab ... and then the download went smoothly."

..... **Hal Heindel**

Problem with Windows 98

Problem with Windows 98

Posted: 02 Nov 2005 11:49 pm

Hi all. I downloaded Morning Flight Silver and have been trying it out. Looks great except every time I attempt to enter pre-press info (when doing an estimate) and then hit OK I receive the following message and the program has to be closed. Tried it three times with the same result. Any ideas? I am using Windows 98 Second Edition and have 768 MB RAM.

MFLIGHTS caused an invalid page fault in module MFLIGHTS.EXE at 017f:00520e04.

Registers:

EAX=00000001 CS=017f EIP=00520e04 EFLGS=00010202

EBX=022af2c0 SS=0187 ESP=022af2a0 EBP=022af2d8

ECX=00822f38 DS=0187 ESI=02000000 FS=970f

EDX=000000b4 ES=0187 EDI=0000d3e8 GS=0000

Bytes at CS:EIP:

89 86 e7 f8 ff ff 83 be e7 f8 ff ff 01 75 0a e8

Stack dump:

0207d3e8 00000000 022af2d8 022af2c0 022af55c 022af843 00527cf8 00000001 cccccccd

406afccc 66666666 40717666 022af2d8 022aff58 022aff58 00529290

Thanks,

..... **Patti**

Joined: 02 Nov 2005 Posts: 3

Hi Patti,

The problem you describe seems to be related to Windows 98. You certainly have enough memory. We'll check it out and see if we can duplicate it. In the meantime, would you mind downloading the Free Edition and see if you get the same error? Thanks for trying out Morning Flight and for joining the forum.

..... **Hal Heindel**

Patti,

We weren't able to duplicate your problem on our Win 98 computer. Unfortunately, page faults

are hard to track down without debugging or somehow finding what part of the module is accessing that memory address.

Have you updated Windows 98 SE with all the latest patches? If so, try uninstalling Morning Flight and reinstalling it in a different directory. Also, see if the Free Edition gives you the same error.

..... **Hal Heindel**

Interrupted Downloads

Interrupted Downloads

Posted: 06 Dec 2005 06:20 pm

We've now had two reports of interrupted downloads with dial-up connections (out of more than 800 downloads that were uneventful). While it's difficult to identify exactly what's causing this, here is a link that might help:

<http://www.freedownloadmanager.org>

The free utility on this site is said to resume broken downloads.

..... **Hal Heindel**

Can't select 2 over 2

Can't select 2 over 2

Posted: 30 Dec 2005 07:55 pm

I was setting up in our products an item we run all the time which is a 3-up on 8.5 x 11, 2 over 2 comment card, but MF won't let me use the same two colors front and back ... ???

..... **jbgrayinc**

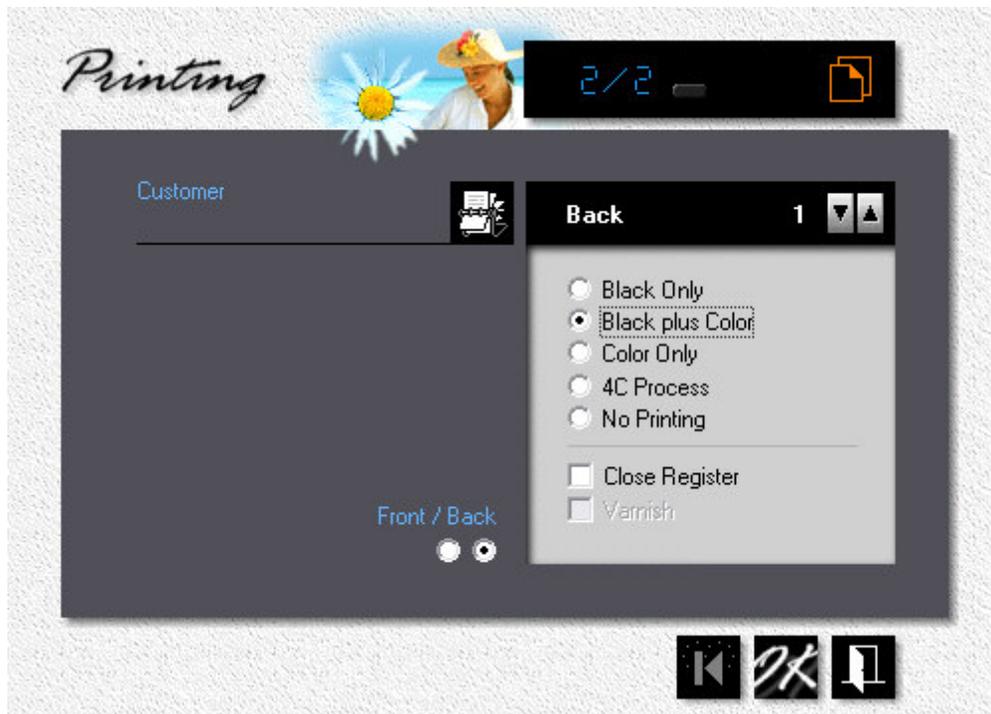
Joined: 27 Dec 2005 Posts: 9 Location: West Linn, Oregon

Two reasons Morning Flight may not let you add the same two colors front and back. One is if

the product you set up doesn't allow two-sided printing. That could happen if you built your product from a label. Check the button that looks like a "don't walk" hand at the bottom of the "Add a New Product" window. If two-sided printing is unchecked there, click the checkbox. If it's disabled, you'll have to base your new product on something other than a label.

The other reason may be unfamiliarity with the Ink Configuration window, the screen that pops up when you press F4 from within the Quote Window. After you've clicked the "Color Only" radio button and used the up-arrow to set the number of colors to two, go to the bottom of that window and click the radio button that says "Back," then use the up-arrow again to set the number of colors for the back.

Or, after you've entered the colors for the front, click the pushbutton in the upper black panel, next to the blue numbers that say 2/0. After you've clicked the pushbutton, those numbers will say 2/2. That's a shortcut to making the back the same as the front (not necessarily the same ink colors, just the same run configuration).



Now click OK. This will bring up the Ink Colors window where you can enter a maximum of four colors. Minimum and maximum colors are displayed in the black panel. If you stop at two, MF will assume you'll be using the same two colors front and back and quote accordingly.

Incidentally, there is a shortcut to flipping between front and back as well: click on the two golden rectangles in the upper right corner of the F4 window.

Let me know if this solved your problem.

. **Hal Heindel**

Jim, thanks for letting me know it all worked out, and that you're getting your prices close to what they were before you installed Morning Flight. When you upgrade, check out the help system. The "Getting Started" section is nearly done. You might find it helpful for matching your prices.

. **Hal Heindel**

Problem with Buy-as-Needed Paper

Problem with Buy as needed Paper

Posted: 06 Jan 2006 04:53 pm

I tried to enter a stock into Buy as needed Paper. The paper was Radiant Fluorescent Bristol 25 x 38 296M weight and comes in 400 sheets per carton. Also this is a mill order and they will not sell less than a carton. I entered this into My Store as a Buy as needed Paper but it would not accept the 400 carton and the 296 M weight. I played around until it finally accepted it but when I went to do a price quote and went to Buy as needed Paper the stock was not there. I think the problem was with the changes in the Carton Quantity and the weight. The program did not like it and would not show up when I tried to do a quote.

Another problem I ran into on this job was that I quoted 2-up but not a work and turn because the back of the sheet is white and the front is orange. Is there a way that if the program thinks it should be a work and turn that it will ask first before assuming it is a work and turn? This is one of the few times that I ran across a stock where I had to order a full carton so it is not worth trying to resolve that issue. But the issue about the weight and carton quantity and the work and turn thing I would hope you would take a look at. Again thanks for your hard work.

. **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Daryl, the answer to your Buy-as-Needed Paper problem comes down to labeling. When MF asks for the weight, it's asking for the basis weight, not the M weight. In this particular instance (for your 296M 25x38 Bristol), the basis weight would be 100 lbs.

The reason the program wants the basis weight and not the M weight is twofold: First, because in the metric world, there is no M weight, only a basis weight in gsm. Second, the basis weight is static, the M weight is tied to size. Once you enter a particular paper by M weight and then change the size, you have to remember to go back and change the M weight or CWT pricing will be inaccurate. Morning Flight calculates the M weight internally.

The fact that you were unable to enter a carton quantity of 400 is puzzling, since that field isn't checked for range. You should be able to enter any value between 1 and 99,999 (not that a single-sheet carton would make much sense).

I will have another look at the work-and-turn issue. As you've discovered, the program defaults to W/T as soon as you enter a two-sided, x-up run. You can then turn W/T off by making the product a Special and clicking "Properties." Having the program constantly ask for a decision would get tiring, but maybe have the work-and-turn default built into the base product? I'll let you know.

. **Hal Heindel**

Daryl, on your work-and-turn problem, I decided to make the base product more persistent. When you load a product that has W/T turned off, W/T will now stay off until you explicitly override it. The new EXE was uploaded to the www.printfire.com website this morning.

For readers not familiar with how to set W/T while modifying a product, go to My Store -> My Products, double-click the product you want to change, then press F11 or click the "Don't Walk" button at the bottom. You'll find a checkbox marked Work and Turn.

. **Hal Heindel**



I agree with Daryl. I find myself turning W/T off 99% of the time. Thanks for the fix!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Thanks, Hal, for the change. Also thanks, Craig, for the feedback. It is good to know I was not the only one.

This might be a stupid question but how do you know that 25 x 38 298M is 100 lb? I know that the M weight is for 1000 sheets of the size of the stock. (eg. 1000 sheets of 25 x 38 Rad. Flour. Orange weight 298 lb.) but how did you figure out that it is 100 lb?

..... **Daryl**

I cheated, Daryl - had Morning Flight figure it out for me. Here is a formula I developed for the program:

```

CASE SubGroup
OF Bond OROF Ledger OROF NCR OROF Envelope
  RETURN(ROUND(Gramms / 3.76070,1))
OF Cover OROF DiecutBlank
  RETURN(ROUND(Gramms / 2.70481,1))
OF Index
  RETURN(ROUND(Gramms / 1.80842,1))
OF Bristol

```

```

RETURN(ROUND(Gramms / 2.19337,1))
OF Tag
RETURN(ROUND(Gramms / 1.62789,1))
OF Book
RETURN(ROUND(Gramms / 1.48053,1))
END

```

Once you have the gsm for your 25 x 38 296 M weight Bristol (it happens to be 219), divide that by 2.19337 to arrive at 99.85. Rounded, it will get you 100. If conversion from M weight to basis weight is something you need regularly, I'll try to come up with an easier way to get there.

..... **Hal Heindel**

E-Mailing an Estimate

E-Mailing an Estimate

Posted: 17 Jan 2006 03:18 am

I am at a loss. I cannot seem to get this to work ... Will not open Outlook when I click on email button. Using silver edition. Also, how do I reset defaults on my Multi single color? We only use it for envelopes and run all sheeted jobs on our Ryobi.

..... **jbgrayinc**

Joined: 27 Dec 2005 Posts: 9 Location: West Linn, Oregon

First, the easy part. MF defaults for the single-color offset are

```

Hourly Rate: $95.00
Minimum Size: 3 x 4.5"
Maximum Size: 11.75 x 17"
Average Makeready: 10 Minutes
Maximum Speed: 7,500 IPH
Metal Plate: $9.00
PhotoDirect Plate: $14.00
CTP Plate: $15.00

```

I'm having someone else look at the Outlook problem. In the meantime, try to open Outlook, then minimize it while you're running Morning Flight. See if you can at least paste the estimate into

Outlook after you've clicked the e-mail button in MF. I'm assuming the e-mail button is active and not grayed out.

If the button is grayed and inactive, is your estimate addressed to a company, or to a contact person within that company who has a valid e-mail address? In any of the first three tabs of the Estimate window (not the Estimate Manager), you'll see a Rolodex button in the right portion of the black panel. Click that button or press F-8 to address your estimate to a contact.

If Morning Flight seems overly picky here, the program assumes that e-mail should go to an individual's inbox, not to the company's web site.

. **Hal Heindel**

So I can't reset the 1250 press sheet size so MF knows that we only use it for #11 envelopes and smaller?

. **jbgrayinc**

The smallest size you can set the maximum press sheet to is 8.5 x 11". We have in the meantime changed MF so you can enter a smaller 6 x 11" size with data validation off.

. **Hal Heindel**

Just upgraded to the newest version of MF. The email button doesn't work to email quotes any more. Also found that the format when printing starts about 2" from the top and all company info is gone. Liked the ease of using my paper and can't find the timesheet print out any more. Did it move? What do you consider the difference between a quote and an estimate? Hope that's not too many questions for one post. Really like most of the program. Was getting used to the way last version worked. Now this is slightly different. Thanks for your help.

. **jbgrayinc**

Jim, since we haven't changed Morning Flight in the areas in which you report problems, those problems are most likely caused by the way you installed the upgrade. The upgrade has to be in the same directory as the old program, or MF can't access your old data files. Chances are, the e-mail button doesn't work because Morning Flight can't find a contact person in the new directory. The customer no longer shows because in the new directory, there are no customers.

That shouldn't affect how you print Timesheets, though. It's still the second item down in the "Print" menu on the main menu bar. (You can also get a Timesheet preview while in "View -> Quotes." Position the cursor over the black panel to the right. You'll see the cursor change to a clock that, when clicked, will bring up a Timesheet.)

On your question of Quotes versus Estimates: Quotes are for one product at a time, estimates are a combination of quotes. Think of it as first making individual quotes, then putting those quotes into a shopping cart to make an estimate. In a stationery package for instance, you would first make a separate quote for letterheads, then for envelopes, then for business cards. You would then gather up those three quotes to make an estimate. Basically, quotes are for internal use, estimates are what you mail, fax or e-mail to your customer.

Incidentally, the default directory for MF is "C:\Program Files\PrintFire\MorningFlight." The size of MFlightS.EXE there should be 10,960 KB, with a relatively new date stamp. You should find more than one WKSxxxx.TPS file where the new MFlightS.EXE is located (WKS1205.TPS for December '05, WKS0106.TPS for January '06 and so on). Let me know if re-installing the upgrade into the original program directory solves your problem.

..... **Hal Heindel**

Still drawing blanks. Have re-installed MF to original directory twice. Any ideas?

..... **jbgrayinc**

Try a Windows Search for "WRNFile.TPS" which should exist just once on your computer. If there is more than one instance of it, Morning Flight was removed from one directory and installed into another. Let me know.

..... **Hal Heindel**

There where two, one in the programs printfire folder, one in documents settings folder. Does that mean I have two data files going?

..... **jbgrayinc**

It does. Actually, while you do have two sets of data files, you have just a single active set. The program is accessing only the data files in the "Program Files\PrintFire\MorningFlight" folder.

There isn't any safe way to transfer the data files from the "Documents and Settings" folder to the Morning Flight Folder. Such a transfer wouldn't harm the program, but record #1 in one Customer file isn't likely to be the same customer as record #1 in the other. An estimate for ACME Builders could, after the transfer, show up as an estimate for Empire Construction.

See if you can run Morning Flight in the Documents and Settings folder by clicking on the "MFlightS" Application (if there is such an application in that folder). Print out a list of your customers, then close MF and open your current version. Re-enter your customers there. Once you have everything working, you can safely delete both the data files and the MF program in

your "Documents and Settings" folder.

..... **Hal Heindel**

Is there just one main data file to worry about or are all files needed? I really only need to be sure the press pricing is correct and only have nine customers I need to worry about.

..... **jbgrayinc**

There are a number of separate data files. Press rates are stored in PRSFile.TPS, but that file may not transfer. The file structure was changed for version 2006.1, and the PRSFile in your "Documents and Settings" folder is likely to be the old version.

Again, if you can run MF from within the Documents folder, you can copy the settings and then re-enter them into your current Morning Flight installation. If not, e-mail me your old PRSFile.TPS and I'll convert it for you.

..... **Hal Heindel**

File Menu out of Sync

File Menu out of Sync

Posted: 09 Feb 2006 10:09 am Post

Hi, I seem to have found an inconsistency with the file menu. To about half way down they all work Ok, then after that they are all out of sync. If you press the buy as you need button, it activates the one above. Is this a one-off on my system or is there a button missing from this menu? I have 18 items on this menu. Thanks.

..... **clive jaques**

Joined: 01 Feb 2006 Posts: 16 Location: Sheffield UK

Hi Clive,

Are you using both the Free and the Silver Edition? The problem you're describing is caused by the translation files not being up-to-date. See What you see is not always what you get.

Easy solution - download and reinstall the current versions. This will not erase your existing data, but make sure you back up all *.TPS files before upgrading Morning Flight, just in case.

..... **Hal Heindel**

Hi Hal,

Have tried the correction method you suggested but that did not work. I am running the silver beta and have not had the free version on the machine at all. It's just the items from "update merchandise - update vendors" between the lines in the menu.

. **clive jaques**

Clive, go to the directory into which you installed Morning Flight (C:\Program Files\PrintFire\MorningFlight by default) and delete the following two files:

RSEFile.TPS (English translation file)

RSGFile.TPS (German translation file)

Morning Flight will rebuild them with the updates. It will take a few minutes, during which all you'll see is the top menu bar. Just out of curiosity, which version of MF are you running?

. **Hal Heindel**

Hi Hal, tried that and no result. I am running version 2006.2.

. **clive jaques**

Clive, after you deleted the two *.TPS files, did the program load right away, or did you have to wait while it generated new files? When you reinstalled MF earlier, did you download a new MFSetupS.EXE, remove the old version, then reinstall with the new download?

The problem is definitely caused by MF not being in sync with the language translation file. Do a Windows search of your computer to see if you have more than one RSEFile.TPS loaded.

. **Hal Heindel**

Ed.Note: Problem was resolved by e-mailing an RSEFile.TPS. "I have installed the file and it fixed the problem. Thanks again for the swift response. Clive."

Loss of Custom Data

Loss of Custom Data

Posted: 18 Apr 2006 01:26 pm

I have been using the Silver Beta for a couple of months, and sometimes when I open the program, it opens as if it is a new install - sans all of my estimates, customer lists, stocks, products, etc. Any help would be appreciated.

. **Vern Foster**

Joined: 18 Apr 2006 Posts: 3 Location: Everett, Washington

Welcome to the Forum, Vern! To help us find the cause of your problem, please let us know the following:

1. When you say the program "sometimes" opens without recognizing your existing data, does it subsequently load with the data intact, or did the data vanish?
2. What version of Morning Flight are you using? (Click on Help -> About)
3. Can you do an MS Windows search to see if "MFlightS.EXE" is installed more than once (in different directories), or if there is more than one instance of "WRNFile.TPS", also in different directories?
4. Is the program being used on a network?

. **Hal Heindel**

Thanks for your quick reply. We're not using it across a network, just on one machine. Version 2006.1

There is only one program file, but there are three of the wrnfile.tps files. One in the documents & settings folder, one in the program files\printfire\morningflight folder, and one in the program files\common files\system\map\1033\NT folder.

The error is unpredictable, and has three states of existence: 1) complete as set up by me, 2) with one customer and two quotes from January, and 3) as if it was just installed.

I installed this once in December, then uninstalled and installed the latest version twice. I'm sure this has something to do with it, but I don't know how to fix it. Thanks.

. **Vern Foster**

The fix will likely be easier than trying to find out what happened.

First, save all three sets of data files (all of the *.tps files, not just WRNFile.TPS), either to an external zip/floppy disk or to a temporary directory on your hard drive. Make three subdirectories under this temporary directory to store the *.tps files, one for each set, then copy and paste

each set from

1. documents and settings
2. program files\printfire\morningflight
3. program files\common files\system\mapi\1033\NT

I suspect that the set you'll want to keep is located in your "program files\printfire\morningflight" folder, but it's best to play it safe.

Now uninstall Morning Flight, then manually delete all *.tps files in

1. documents and settings
2. program files\common files\system\mapi\1033\NT

Don't delete the *.tps files in program files\printfire\morningflight.

Next, search for "MFSetup.EXE" (which may not exist) and "MFSetupS.EXE" (which should), then delete those files as well. Also delete your shortcut to Morning Flight from your desktop.

Now download the current version of Morning Flight Silver (2006.4) and install it. Having cleaned house, we might as well start out with the latest version.

Click the newly installed Morning Flight shortcut. If my assumption is correct, the program should now load in the first state of existence you mentioned - complete as set up by you.

. **Hal Heindel**

Thank you for the help. I followed the instructions and the version in the directory you suggested was the empty data files. So I tried the copy from the NT directory and it was the version with the single-customer entry. I used the files from the documents and settings and it was the right one. Kind of like Goldilocks, and the three bears?

Anyway, I'm back to full speed again. I really appreciate your help, and the software. I had been using Estwin by Williamsware, but they are nowhere to be found and I've been looking for something newer.

Any idea when the Gold version will be close to ready?

. **Vern Foster**

Just shows what happens when we assume! Replacing the active *.tps files with one of the other two sets would have been my next suggestion, but I see you're way ahead of me. Glad you got

everything working.

Morning Flight Gold will be offered as a beta download as soon as the manual for the Silver Edition is released. Best estimate, late summer/early fall.

..... **Hal Heindel**

Product not showing

Product not showing

Posted: 22 Jul 2006 10:16 am

I am trying to add a "Brochure" product to my listing that is 11x17. The default 8-1/2 x 11 has always shown up just fine and I've added the 11 x 17 brochure. However, when I go to quote such a product, it does not show up in the list of "sheets" or "all" to select. The only way I've been able to use it is by making it a "primary" product. I'm a brand new Print On Demand startup and this software has been fantastic, but this little glitch is confusing me. Thanks,

..... **Chris**

Joined: 22 July 2006 Posts: 5

Hi Chris,

Welcome to the Forum. The default "Brochure" is 11x17, so I'm not sure I understand the glitch you're describing. Are you trying to add a new product for Offset or Digital? If you can take me through the problem step-by-step, I'll try to be more helpful.

..... **Hal Heindel**

Right, the default "Brochure" is 11x17, but that doesn't even show up when I'm looking at the sheets section or the All section. I have to make that a primary product for it to show. I did get a 11x17 brochure to show under the digital section, but that's not what I'm looking for. Any ideas?

..... **Chris**

Chris, I'm assuming that when you say "show up," you're referring to the picklist screen 4000A called from the Quote window, not to the product screen 4001A called from My Shop. To make screen numbers visible, go to the File Menu and click on Show Window ID.

The only time a built-in Morning Flight product should not be accessible from within 4000A is

when that product has been deactivated and shows a red bullet in front of it. Since a deactivated product can't be made a primary product, that shouldn't be the case here.

Let's try the following: Go to My Shop -> My Products. Make sure "Sheets" in the black panel is highlighted in red. Single-click on "Brochures 11x17," then click the Add a New Product button. Enter "My Brochures" for the Name, then click OK. Let me know whether "My Brochures" is now accessible from within 4000A.

FYI, the main reason to single-click on "Brochures 11x17" before clicking the Add a New Product button is to preload "My Brochures" with the same specs as Brochures 11x17.

..... **Hal Heindel**

That is correct. It's not showing up in the 4000 A window. I tried your suggestion and it does not show up. The only way I can make it show up is by making it a primary product. For what it's worth, I have to go to My Store -> My Products to add anything. Not sure if that's any consequence to a possible solution, but I thought I should mention it.

..... **Chris**

That's normal, Chris. The 4000A screen only serves to select products, not create or edit them. When you press F2 from within the 3000A New Print Quote window, what are the first five products you see in the picklist?

..... **Hal Heindel**

I see:

1. Book Page 8-1/2 x 11
2. Brochure 8-1/2 x 11
3. Bulletin Imprints 8-1/2 x 11
4. Bulletins 8-1/2 x 11
5. Business Forms 5-1/2 x 8-1/2 2-up

..... **Chris**

The first five products, in both the 4000A and the 4001A windows, should read:

1. Book Page, 8-1/2x11
2. Book Page, 11x17

3. Book Page w/trim, 8-1/2x11
4. Book Page w/trim, 11x17
5. Brochures, 11x17

Unless you've deactivated some of the base Morning Flight products, and added others (such as your 8-1/2x11 Brochures), something is definitely amiss here. It will probably take a few more questions and answers to get to the bottom of it.

First, how old is your Morning Flight installation? And second, are your product listings on page 1 of 4000A and 4001A identical? If not, what are the first five products in 4001A?

. **Hal Heindel**

I just recently re-downloaded the silver addition because I read the news about the digital format now available. No, the product listings are not identical. Under the 4001A page, it reads:

1. Book Page 8.5 x 11
2. Book Page 11 x17
3. Book Page w/trim 8.5 x 11
4. Book Page w/trim 11 x 17
5. Brochure 8.5 x 11

and again the 4000A page reads:

1. Book Page 8.5 x 11
2. Brochure 8.5 x 11
3. Bulletin Imprints 8.5 x 11
4. Bulletins 8.5 x 11
5. Business Forms 5.5 x 8.5 2-up

. **Chris**

When you re-downloaded, did you install the latest download into the same directory as the previous download? Try a Windows search for "PRDFile.TPS". There should only be one instance of that file on your computer. I suspect there are at least two. Also, check out Loss of Custom Data. That topic dealt with a similar situation - it may offer some clues.

..... Hal Heindel

Estimates not printing

Estimates are not printing

Posted: 29 Jul 2006 11:05 pm

I have moved the computer to a new home, and now MF will not print out estimates. I can get other programs to print, and I can get the Help items to print but not the estimates. What do I do?

..... Christine

Joined: 20 Dec 2005 Posts: 9

Is it just estimates that MF won't print, or quote sheets, ink lists, and other reports as well? The first place I would look is Print -> Setup, Christine. Make sure the default printer for Morning Flight is the one that's connected to your computer.

..... Hal Heindel

That was the problem. Pretty basic, don't I feel silly. Thanks for your help.

..... Christine

Tax problems

Tax Problems

Posted: 05 Aug 2006 04:06 am

I have created a customer who has a goods and services tax of 10% and another customer who is tax free. I have entered this in the specifications for each customer. I have done the identical estimate for both customers and the price is the same for both.

Should one of the estimates (for the customer that pays 10% tax) be 10% higher? I can't work out what I'm doing wrong. Any help would be appreciated. Regards,

..... **David Kegen**

Joined: 29 Jul 2006 Posts: 1 Location: Australia

Hello David,

Thank you for joining the forum. On estimates, Morning Flight excludes local taxes and instead states under remarks that "these prices do not include sales tax." The tax information you enter for each customer will, however, be used in the upcoming Gold Edition to calculate the final amount on invoices.

To change the wording in the remarks section of the estimate (such as "sales tax" to "VAT"), go to File -> Translate -> Memo Clips.

..... **Hal Heindel**

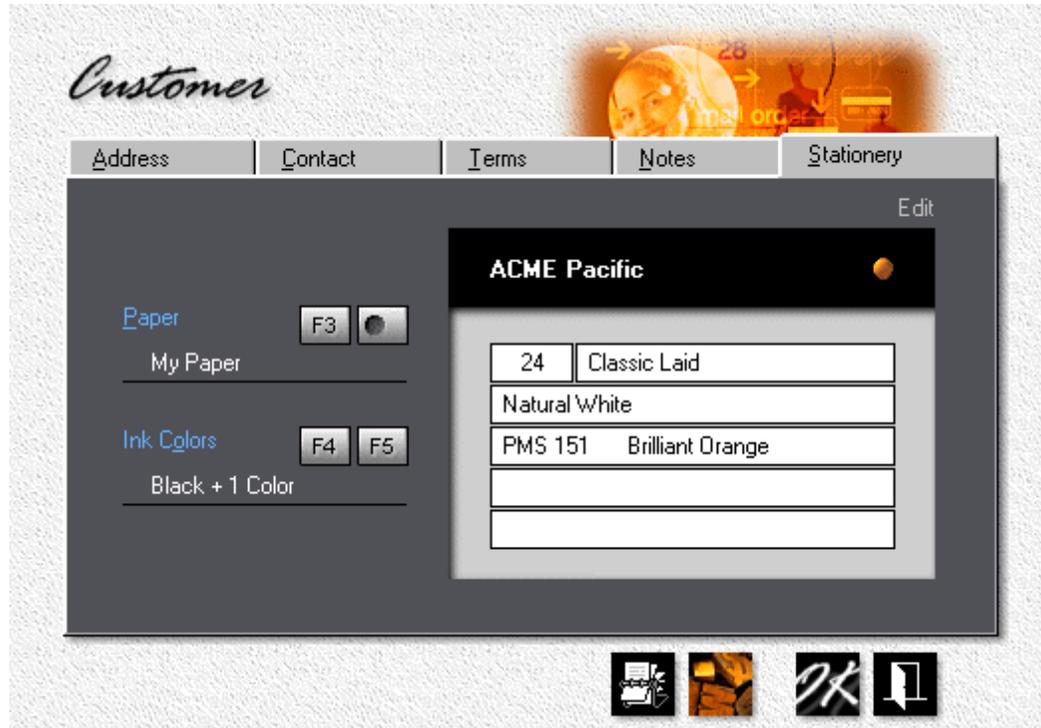
Associating Ink Colors with a Customer

Associating Ink Colors with a specific Customer

Posted: 27 Dec 2006 09:21 am

Is there a way to associate Ink colours with specific Customers? I see where this facility is supposed to work, but it doesn't seem to work for me and I always have to put in the inks manually for each Quote even though I click on the button which says 'import customer's colours'. Please tell me what I'm doing wrong.

Good question, sent in by e-mail from Belfast. I'm surprised no one has asked it before. Associating inks (and paper) with specific customers doesn't work in the Free or Silver Editions because, theoretically, those editions don't deal with customers, they deal with prospects. Morning Flight makes a distinction between the two, as seen by the two additional tabs (Notes and Stationery) that pop up in the Gold Edition.



In reality, of course, users of the Free and Silver Editions have customers as well as prospects. The entry screens in Morning Flight all say "Customer," so the difference is strictly internal, mainly to conserve disk space (prospects have a much smaller footprint). It's also transparent. Prospects are automatically converted to customers as soon as they place their first order.

It's worth noting here that all editions of Morning Flight use the same screens, with tabs and buttons added as necessary. This keeps the learning curve short for upgrades. The only downside is an occasional overlap, as is the case here. We could have hidden the "import customer's colors" button for the Free and Silver Editions, but since the same button also lets you select a customer, it would have sacrificed functionality.

So the short answer (if there still is one) is that, no, you're not doing anything wrong, Nigel. We, on the other hand, should change the balloon help for that button to "select customer" whenever the screen is used outside of the Gold Edition.

. Hal Heindel

E-Mails stopped pasting

E-mails stopped pasting

Posted: 20 Feb 2007 02:30 pm

Hi Hal, just ran into this. All of the sudden my e-mail estimates stopped pasting into the e-mail. All goes as it should, MF opens up a new e-mail and there is nothing to paste, it's as if didn't copy the information.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

I tried to duplicate your e-mail problem with both Outlook Express and Mozilla Thunderbird, but both worked flawlessly. If I understand you correctly, Morning Flight does open your e-mail program, but then fails to paste the estimate from the clipboard when you press Ctrl-V. FYI, we're using the latest version of IE7, so that shouldn't be the culprit.

. **Hal Heindel**

You are correct, they are not pasting when I hit ctrl V. Everything else is just as it should be. I use Thunderbird for e-mail version 1.5.0.9. I'll keep trying though.

. **Craig Hofer**

Craig, try pasting the e-mail into Notepad or Word. That will tell us whether another program erases the contents of the Windows Clipboard along the way.

. **Hal Heindel**

OK, I give up ... going to find a nice tall building now. The only thing I did different was to paste first into notepad. After that it seems to be working in Thunderbird. I don't know if this makes a difference but this is from a new laptop and it was the first time pasting from MF, after installing and re-loading my MF information from a desktop. If it comes back again I'll let you know.

. **Craig Hofer**

Craig, with all the snow we're getting today, on top of what's already on the ground, jumping off a tall building might not give you the effect you're looking for! Much too soft a landing.

As you know, I built my first computer from a Horizon kit back in 1978 and have been riding roughshod over the little miscreants ever since. I can tell you this much: If driving today's cars came with the same built-in surprises as working today's operating systems and software, you wouldn't need to search for a tall building - you wouldn't get two city blocks without crashing into

one.

Take a common experience with Windows XP Professional. You know, the one Microsoft won't let you run without a password. Some years ago I temporarily sidelined one of my desktop machines. When I got back to it, Windows had "retired" my password. For my own safety, I was told. No big deal. Just log in and create a new password, right? Just verify that you really are who you say you are by entering your old password. Ah wait, sorry, not that old password. That password has been retired!

Goes to show once again that the principal difference between genius and stupidity is genius has limits. I'll keep my fingers crossed that your e-mail problem will have somehow unwrinkled itself.

. **Hal Heindel**

Translation Problem

Translation Problem

Posted: 16 Apr 2007 03:48 pm

I have a weird problem when translating text. Once I have entered the new text, I click on the check mark to mark the page as done. The red dot is gone but the text goes back to the original version.

The way I have to go is to click on one of the arrows to save the text, come back to the page and click the check mark to mark the page as done. And click the arrow once again to go to the next page. Any idea what could be causing this?

. **Hexagone**

Joined: 13 Feb 2007 Posts: 3 Location: QC, Canada

What you're describing is actually normal behavior. Normal for Morning Flight, anyway. Apparently not so normal for the user. Looks as if a revisit is in order!

Translated pages are saved automatically whenever a page is turned. There is currently no other way to save pages. What you're suggesting is that it would probably be more intuitive if each page were saved when the check button is clicked as well. I agree. Question is, should the page be saved only when the check button is clicked to mark the page as done, or when that button is

clicked to unmark the page as well?

Thank you for helping us improve the program!

. **Hal Heindel**

The fact that it doesn't save when you click the check mark isn't counterintuitive. It's the fact that it puts back the old text that is counterintuitive. Here is the way I was expecting to use it.

1. Translate the text
2. Mark the page as translated
3. Change page to save text and start the translation on the next page.

You could also make it save when you click the check mark but I don't think it is essential.

By the way, is there a way to export, print all of the translated text or at least a text dump of the file? I would like to at least print all the translated text to be able to give it to someone to check for errors. It would be a lot faster for them than to install the software and use to translate tool to go through every page. Thanks.

. **Hexagone**

Reordering the steps the way you've outlined them makes sense. We've reworked the program. I'll post it here when the new Setup files are available for downloading.

The print feature has been on our To Do list for a while. Time permitting, we'll try to include either an export or a print function in the new Setup file.

. **Hal Heindel**

Thank you very much for such great support. I'll add more one suggestion, but this one I know is for the very, very long term, and there could be some technical reasons as to why this can't be done.

I would approach the language file as a glossary instead of a screen by screen approach. Each phrase would only need to be translated once instead of the 20-30 times for some phrases that get repeated on a lot of screens. I believe this would save a tremendous time in the translation process and would eliminate or reduce the translation time when you add additional functions in the future. Thanks again for everything.

. **Hexagone**



The Morning Flight Translator has been modified as you suggested, and reworked Setup files have been uploaded to the <http://www.printfire.com> web site. A new Print button now provides a printout of the translated text as well.

Saving this text in a dictionary to avoid duplication is no doubt the most logical and time-efficient way of presenting software in another language. We started out that way with Morning Flight, but then decided against it. The main problem with a centralized glossary is that it is virtually impossible to control how and where the translated text will display on the screen. In other words, "PaperShop Papierdatei bearbeiten" may fit as a menu item, but could sneak in as "PaperShop Papierdatei bea" somewhere else. With the window-by-window approach, we can abbreviate any text where screen real estate is tight (which, for most languages other than English, it usually is).

It came down to extra work versus greater flexibility, and flexibility won out. Sorry about the extra work. We do consolidate where similar windows contain the same text, but in general, when you edit text in one Morning Flight window, you can be sure the edit won't mess up a window somewhere else.

There are now several users working on translations. Thank you for that - can't wait to break the

news!

..... Hal Heindel

Need Help with a couple of Issues

Need Help with a couple of Issues

Posted: 18 Jun 2007 07:28 am

Hi, I have been recommended to use morning flight. So I downloaded the silver version a couple of weeks ago. I have found the programme to be excellent! But I do have a few questions which I feel I need some help with and would be grateful if you could offer any help or advice.

Firstly, is it possible to remove all the in-stock paper items and replace with items used by our company. Which leads me onto my next question, when adding buy as needed paper, I am able to add papers to any category, but when I produce a quote I only have the writing and book/text options available and any I have added into other categories does not appear. Also related to this topic I find that the stock in each paper category seems to be limited (for example in the writing/bond category I am limited to 150gsm).

Secondly for the purposes of quoting is it possible to set the minimum paper quantity to 1 and have the quote incremental from there?

Now onto the paper markup. When the markup is set to, for example, 80% and the base rate of the paper 6/1000, the 1000 sheet price when quoting is giving me 16.20 and the 10,000 sheet price is giving 113.40. I have also quoted many quantities in between and concluded the formula to be:

$$(6 \times 80\%) + 5.40$$

So the 80% is being used, but 5.40 is being added to the quoted price, is this adjustable?

Finally (for now anyhow), is it possible to change the machine in the quote dialogue box, as for example if a black-only job has fine screens it would not be printed on the single color machine, it would be printed on the more capable machine which is set up as the 2 color in my presses and charged out at more per hour.

Again, I would be really grateful for your help and look forward to hearing your comments. Many thanks.

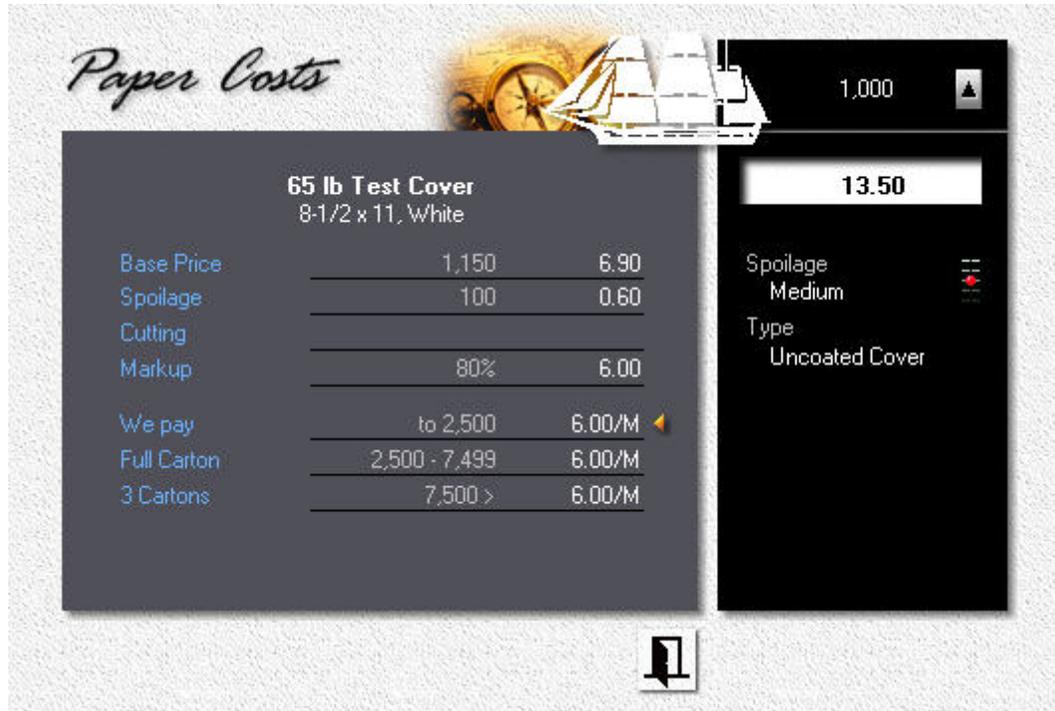
..... Russ

Joined: 06 Jun 2007 Posts: 7 Location: Sheffield UK

Hi Russ,

Welcome to the Forum! You've raised some interesting questions (for now), and I'm glad you've asked them here rather than by email. That way other Morning Flight users can benefit from the answers.

1. You can deactivate all but five of the in-stock paper items. Those five are mandatory and marked with an empty circle. Why mandatory? For a number of reasons, all having to do with safeguarding the program's built-in automation. For instance, if someone were to deactivate all in-stock Bond and Text paper without adding some equivalent Buy-as-Needed Paper, it would prevent MF from quoting Letterheads or any other kind of Sheet product.
2. This, too, is likely due to the automated nature of MF. When quoting on a Sheet product, only paper in the "Writing" and "Book/Text" categories are available for selection. When quoting on a Cover product, only "Cover/Label" paper will show up in the browse window, etc.
3. Writing paper is indeed limited to 150 gsm (40 lbs). We haven't run into any Writing grade paper that would exceed that.
4. I'm not sure I fully understand the part about setting the minimum paper quantity to 1. You can set the quantity to zero by pressing the F12 Quantity button in the Quote window, then clicking the checkbox "Customer to supply Paper." If you're providing the paper, MF will use many different variables (Total run quantity, spoilage set as part of the product, paper type and category, the press used, to name just a few) to calculate the amount of paper needed for the job.
5. When the markup is set to 80%, you will get a total paper price of 180% - no other factors come into play. The question is, 180% of what? In the screen capture below, MF has added 100 sheets for spoilage, then added another 150 sheets because 8.5 x 11 Cover is sold in reams of no less than 250. At a per/1000 cost of 6.00, that brings the total paper cost to 7.50 and the 80% markup to 6.00, for a total price of 13.50.



The only time the markup gets adjusted is when "Carton-Plus Pricing" is ticked in the My Store window. However, CPlus pricing applies only to in-stock paper sold in less than full cartons. For more on that, please click [here](#).

6. Your final question deals with a real-world scenario that is not well accommodated in the product-based version of Morning Flight. Somewhere down the road (and it's a long road, mind you, with a number of other projects ahead of it) you'll see a press-based version designed specifically for experienced estimators who know how to assign each job to the press most suited for running it.

Until then, here is a workaround: Increase the makeready and lower the run speed (raise the complexity) of the product. In other words, quote the job as a Special Product by pressing CtrlF2 in the Quote window.

..... Hal Heindel



Hey Hal, thanks for your reply. I will keep asking questions here. As you said, my stupid questions may help others!

Another problem I have encountered is, we print business cards on 400gsm silk art board. When I enter 400 gsm in our in-stock paper, under the cover/label heading it will not recognise it when quoting. I have found the maximum stock weight to be 325gsm that the quote screen will recognise. Cheers.

..... **Russ**

No such thing, Russ, stupid questions I mean. Just the occasional dumb answer. Since silk art board isn't strictly Cover per se, you could add it as either Bristol or Tag, for which the weight limit is 505 gsm. Trouble is, you're now bumping up against the limit set for Offset presses, so that's not going to be of much help.

We've had another user ask for higher limits for Cover recently. Guess we'll have to raise the press limit to match in the next release. I'll let you know when the revised program is available for downloading. All the best,

..... **Hal Heindel**

Hey, next round!

I am able to add the 400gsm where you suggested, but it still does not appear in the quotation

list of materials available. I can work around this by giving the stock a title with 400gsm in (not ideal but no problem really).

I do now have a problem that I have only come across today when setting up carbonless. I do not have the option to pad when in the "new print quote" box I hit F7 to reveal box 5035A where under laminate/number/pad, there is no pad option. This does seem unique to carbonless stock, as I am able to pad on most/all other items (even business cards). Cheers.

..... **Russ**

Easy rounds so far - keep firing away, Russ! The reason padding can't be added to Carbonless is because it's already included in the price of the Product. Just as cutting is, for instance, for any job run x-up. You can adjust pricing for padding Carbonless in My Shop > PostPress. Special padding (other than in sets) can be accommodated with My Postpress.

..... **Hal Heindel**

Run Costs

3-P Carbonless Forms
A5 148 x 210, 3-part (2-up)

Film Units		
Stripping	10 Minutes	7.50
Plates	1 (CTP)	18.00
Ink	52 grams	0.60
Makeready	12 Minutes	24.00
Runtime	28 Minutes	55.05
Finishing	Cutting/Padding	15.75
Packaging	Letterbox	0.80

1,000

121.70

Coverage Low

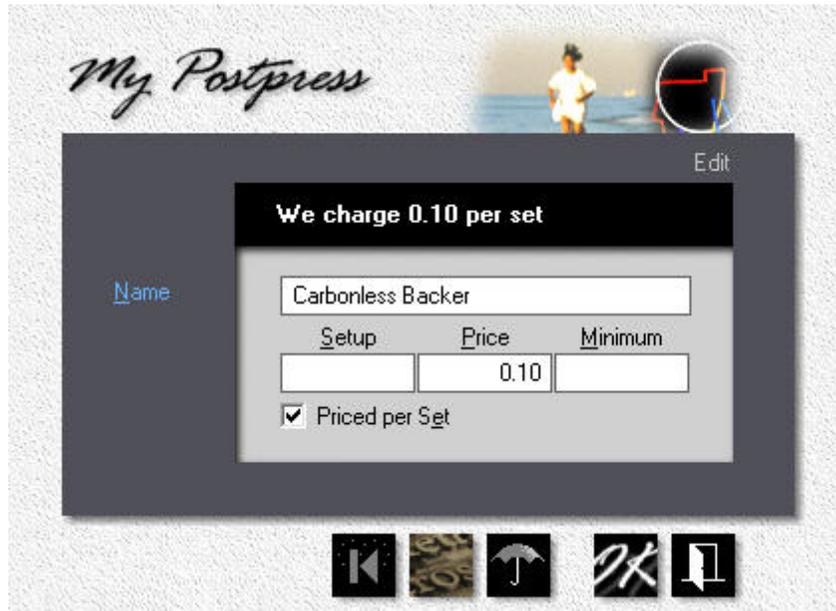
Makeready Medium

Run Medium

You are right, that was an easy one! I do now have a follow up question. In window 6504A where the price of padding carbonless is set, is there a way of making this account for the pads being various quantities. I ask this as some customers require pads ranging from 25/50/100 and occasionally 200, thus more time and a higher volume of backing board is necessary.

..... **traction kiting**

I'm assuming you're using regular padding compound to pad your Carbonless, not the fan-apart variety. The easiest way to accommodate that is to create a My Postpress item (with "Priced per Set" checked) for just the backing board, then reduce the labor price for padding per 1,000 sheets if necessary.



If you do Carbonless mainly in A4, one My Postpress item may be enough. Otherwise, make two separate backing board items, one for A4 and one for A5. The quantity per pad (per set) can then be adjusted from within the Quote window.



At the risk of exposing my ignorance, I had to visit <http://www.tractionkiting.co.uk> to discover what the sport is all about. Always interested in anything new (or maybe not so new) that happens to come with wings attached.

..... **Hal Heindel**

If you are really interested in what the sport is all about, hows about I come knock on your door (you will understand if you read the link). You will have more of an idea where the pictures were taken than me. I'll give you some lessons if you are up for a laugh! Russ.

..... **traction kiting**

I followed the link. If you can manage a laugh as you fly over the coastal ice on Lake Ontario at 30 mph in below-zero weather, with ice crystals tearing into your face like a hundred tiny razor blades, then yes, I have just the place for you. We happen to own a "summer" beach house on the lake, 15 minutes from downtown Rochester.

As for traction kiting being legal on Lake Ontario, absolutely. It's chilly in September (your ETA), but no ice yet, so a wet-suit should do wonders for the fun factor. In the winter months, the ice extends out only about a hundred yards. After that, it's the drink. I'll play spectator at least until summer comes around again, if you don't mind.

Let me know when you get here. If you need transportation, I can pick you up at the airport. All the best,

. **Hal Heindel**

Looks really nice, in the summer I will be kite landboarding, which is kind of like a small snowboard on wheels. I'll look you up when I get there as I guess you will be able to point me in the direction of some good recreation areas where I will be able to fly (good meaning flatish and the size of a couple of football pitches at least).

Thanks for the offer of a pick up from the airport, but RIT will pay all the costs I would think, but don't think that means I won't be calling in any other favours.

One such thing is, a little advice on where to rent a place (or more to the point where not to). Also, I spent a few months in Pasadena, California last year and got a real taste for The Cheesecake factory, which we don't have here in the UK. So you might be able to point me in the right direction as when I came to Rochester a few months ago I couldn't find one.

. **traction kiting**

Your questions are getting tougher, Russ. First, the easy part: Rochester doesn't have a Cheesecake Factory (yet - one is in the works), but we do have an excellent substitute called Cheesy Eddies. That said, I wouldn't consider any of their offerings one of your basic recommended food groups!

As you know, RIT (Rochester Institute of Technology, one of the world's leading universities for photography and graphic arts) is on the outskirts of the city. With public transportation in the U.S. being poor to nonexistent by European standards, your choice of living will depend largely on whether you'll have use of a car. FYI, our office is located in the Cultural District, Rochester's East End (<http://www.rochesterseastend.com> and <http://www.rochesterdowntown.com/living/living.html>), and my home is in the Webster suburb.

As this thread is going decidedly off-topic, I'll email you where not to look for a flat in Rochester. See you in September.

. **Hal Heindel**

You are right, we are veering away from the topic of this part of the forum so, right back to the dull work stuff.

Is it possible to add the name of a paper vendor/merchant to the in stock paper items? This would help as it would mean I would be able to empty my brain a little and let others at work take some workload off.

. **traction kiting**

The reason there's no vendor assigned to in-Stock paper is that, except for Classic Laid (which can be deactivated), in-Stock is generally vendor-neutral. Commodity Bond for instance, affectionately known as "Bathroom Bond" in local printing circles, usually comes from the vendor who either has it on sale that week or offers the lowest price on any given day. To assign and lock in a specific vendor would defeat the purpose.

Because in-Stock paper is quoted by Morning Flight in broken reams or partial boxes of envelopes - the only category to do so - new items should be added judiciously. Too many offerings, too great a choice for your customers, and you may find yourself with a room full of odd lot paper.

. Hal Heindel

Bug Tracker

Bug Fixes

Bug Fixes

Merchandise Pricing in the Estimate Writer

Posted: 14 May 2005 06:12 am

When merchandise quotes are added to the cart for an estimate, the Estimate Writer misreads the file data. This bug was fixed and a new MFSetupS.exe uploaded to the printfire.com web site on 5/13/05.

If your installed version is lower than 2005.4 (click on Help/About Morning Flight), you need to upgrade. First, back up the PrintFire directory. Download the new **MFSetupS.exe** (Silver Edition), then click on it. The Installshield Wizard may first ask you whether you want to install new features, repair the program, or remove it. Select Remove. When the Wizard is done removing Morning Flight, click on **MFSetupS.exe** a second time to reinstall the program.

If you prefer, you can also remove Morning Flight from the Windows Control Panel prior to installing the upgrade. The Uninstall utility will remove only the program itself, not your data files. To be safe, always start any upgrade with a back-up.

E-mail Entry, disappearing Paper Name and Button

Posted: 20 May 2005 07:55 am

1. In the Add/Update Customer and Add/Update Vendor windows, the e-mail entry field accepts only 20 characters. It should accept 40.
2. In the Add/Update Paper window, when the weight/type button is pressed after a name has been entered, the name is erased.
3. In the Print Quote window, when the Special Product or the Vendor Paper buttons are pressed, the buttons disappear instead of turning red. The buttons remain active and can be clicked, but are invisible. (A red button signals that the product is special or that the paper has to be ordered from the vendor.)

These bugs were fixed and a new MFSetup.exe was uploaded to the printfire.com web site on 5/19/05. All three bugs are relatively benign, but if your installed version is lower than 2005.4 (click on Help/About Morning Flight), you may want to upgrade.

Contact Updating from My World window

Posted: 23 May 2005 11:03 am

When a contact is edited from the My World window by clicking on the My Contacts button, the customer name fails to display. As a result, when the contact is saved, he/she is disassociated from the respective customer or vendor.

This only applies to updates from within the My World window. Updates from either the customer/vendor windows or from File/Update Customer Contacts are unaffected. This bug was fixed and a new MFSetup.exe uploaded to the printfire.com web site on 5/23/05. Note that in Morning Flight, contacts don't need to be associated with a customer or vendor - they can be personal contacts added to the database so you can send them fax memos or e-mails.

My Postpress Descriptions on Estimates

Posted: 13 Jun 2005 10:54 am

This isn't so much a bug as a new feature: You can now translate My Prepress, My Postpress, and My Packing items from File/Translate/My Things, similar to the way you have always been able to translate Products. This makes it possible to show My Postpress descriptions on Estimates. A new MFSetup.exe was uploaded to the printfire.com web site on 6/13/05.

Paper Markup edits don't take effect until program reloaded

Posted: 13 Jul 2005 09:15 am

When you change paper markups in My Store, you'll need to reload the program for the changes to take effect. This bug has been fixed in version 2005.6.

Cutting Charges for x-up Products too high

Posted: 02 Dec 2005 01:22 pm

When cutting is included in a multiple-up product (such as 5.5x8.5 note sheets printed 2-up on an 8.5x11 press sheet), cutting charges are calculated for the product sheet instead of the press sheet. This bug was fixed on December 2, 2005.

Custom Inks not showing on internal Price Sheets

Posted: 14 Feb 2006 12:17 pm

When custom color inks are used in a Quote, their cost fails to show on internal Price/Time/Quote sheets. This does not apply to in-house inks (either standard or special mix), which do show. External Quotes and Estimates are also unaffected and priced accurately. If your installed version is lower than 2006.3 (click on Help/About Morning Flight), you'll want to upgrade.

My in-Stock Paper tab greyed out in Print Manager

Posted: 26 Feb 2006 08:18 pm

When the Buy-as-Needed Paper file is completely empty, tab 1 of the Print Manager is greyed out and unavailable, blocking the printing of a list of in-Stock Paper. If your installed version is lower than 2006.4 (click on Help/About Morning Flight), you may want to upgrade.

Ink Consolidation Error in Silver Edition (beta)

Posted: 26 Apr 2006 08:44 am

When the Silver Edition Estimator detects more than one instance of the same ink (Reflex Blue used on both Letterheads and Envelopes, for instance), the generated estimate can, at the operator's discretion, include a sentence that tells the customer how much money can be saved if all items are ordered together.

In Silver Edition versions prior to 2006.5, this feature worked properly for "My Inks" but gave erroneous results if the Estimate included Quote Sheets with custom-mixed inks.

The error does not affect the Free Edition, but if your installed version of the Silver Edition is lower than 2006.5 (click on Help/About Morning Flight), you'll need to upgrade.

Sheets per pad limit too low

Posted: 21 May 2006 08:16 pm

Most pads hold less than 100 sheets, but there are times when the sheet count needs to be higher. Beginning with programs downloaded after May 21, 2006, you can now enter up to 999 sheets per pad.

Stamping excluded if there is Custom Postpress

Posted: 12 Oct 2006 11:37 am

When you add foil-stamping or die-cutting AND custom postpress, the stamping description fails to print on the Price Sheet. The stamping is included in the total price, it just doesn't show up in the list of postpress items.

If your installed version is lower than 2006.6 (click on Help/About Morning Flight), you may want to upgrade. As an added bonus, Version 2006.6 also includes the New Translator.

Can't delete a Customer

Posted: 21 Oct 2006 07:35 am

First, some background. When you delete a customer in Morning Flight, you're not actually erasing the data from the customer file, you're merely deactivating that customer record. If there has been no activity from a deactivated customer for five years, the record will be purged. This is something Morning Flight does automatically as part of its year-end housecleaning.

Before you can deactivate a customer, the program checks to see whether that customer has any open estimates. Unlike customer records, estimates are purged when you delete them. The life span of estimates is two years. It's unlikely they would be much good beyond that.

With the manual and help system well underway, we're preparing the Gold Edition for a public beta release in 2007. Morning Flight Gold adds Order Entry, Job Tracking, and Invoicing to the Silver Edition and uses the same code base and data files. And that's where the bug snug in. The Gold Edition has to scan not only the estimate file before you can deactivate a customer, but the order file as well. That works as advertised in MF Gold, but because there is no order file in the Silver or Free editions, you're unceremoniously booted out of the program when you try to deactivate a customer and Morning Flight can't find an order file to search through. Doesn't harm the program or your data files, but it also doesn't deactivate the customer. This bug has been fixed in version 2006.7.

First batch of bug fixes for the Gold Edition

Posted: 13 Nov 2007 07:17 am

Here is a list of the initial bug fixes for the newly released Gold Edition:

USA sizes displayed on ISO Job Tickets.

This turned out to be a read-only bug that affected international installations. Jobs were entered OK, but were read back with the default USA paper viewer.

Custom ink colors not transferred when converting quotes.

The Gold lets you convert any quote into an order with the push of a button. This bug had a craving for ink colors, ingesting some of them during the transfer.

New user accounts not accessible.

Partly a bug, but mostly a need for explanation. When a new user is added, Morning Flight maps the new user's initials to the User Name by default. Once new users log in with their initials, they can change their User Name and Password, both of which are inaccessible to the administrator.

Having a private User Name in addition to a private Password enhances security. The problem was that a new user's initials didn't always get mapped. This affected the first twenty-eight Gold downloads (and, because of the shared code base, some Silver downloads as well).

Acknowledgments not automatically updated when orders are changed.

Once orders have been invoiced, they can no longer be edited. If a change becomes necessary, the procedure is to void the invoice (which releases the invoiced orders), make the edits, then re-invoice.

Not so with Acknowledgments. Here, orders can be edited even after they've been acknowledged. It was up to the user to update the Acknowledgment to reflect the edits. That's been changed. In current versions of the Gold, Acknowledgments are updated automatically.

FYI, the upgrade also lets you e-mail Acknowledgments. (Click the e-mail button at the bottom of the Acknowledgment window to open your browser, place the cursor in the browser's message area, press Ctrl-V to paste. If the e-mail button is grayed out, it means your customer contact doesn't have an e-mail address.)

If you downloaded the Gold Edition before November 13, 2007, you'll need to upgrade. First, back up the PrintFire directory, then uninstall the old program. Download the new setup file and write down the directory into which you're saving the download. Once the download is complete, go to

that directory and click on **MFSetupG.exe** to install the free upgrade.

Our thanks to the early adopters for helping us get the wrinkles out of the Gold.

Second batch of bug fixes for the Gold Edition

Posted: 05 Apr 2008 05:25 pm

Here is a list of the second round of bug fixes for the recently released Gold Edition:

Quantities not displayed on Invoices and Acknowledgments.

This turned out to be a formatting bug that affected both U.S. and international installations. Quantities were entered into the database properly, meaning existing invoices and acknowledgments don't require editing. Once you upgrade to version 2008.2 of the Gold Edition, all quantities, of both new and existing invoices and acknowledgments, will display correctly.

Jet-Entry browse box showing duplicate Products.

A minor bug, mainly because Jet-Entry is the most under-used feature in Morning Flight. While we were squashing the bug, we found ways to make the procedure easier to use and less intimidating. More on that later.

Too much chatter from the Flight Engineer.

Sound turned off for the Flight Engineer.

If you downloaded the Gold Edition before April 6, 2008, you'll want to upgrade to version 2008.2. First, back up the PrintFire directory, then uninstall the old program. Download the new setup file and write down the directory into which you're saving the download. Once the download is complete, go to that directory and click on **MFSetupG.exe** to install the free upgrade.

The new **MFSetupE.exe** for the Flight Engineer is available here - no registration necessary.

E-Mail Line too short

E-Mail Line too short

Posted: 19 May 2005 03:50 am

Not much of a bug, but the e-mail input box on the contact form, when selected from customers,

limits the input to 20 characters.

..... **maxpower**

Joined: 19 May 2005 Posts: 2

Thanks for the report. The bug has been fixed, along with two others. See Bug Fixes.

..... **Hal Heindel**

Work and Turn Issue

Work and Turn Issue

Posted: 20 Sep 2005 09:37 am

Hi Hal, long time no type! I seem to be having an issue with the work and turn function. I have a product that when I set it to 2-sided, black ink only, it will default to a work and turn thereby reducing the plates to 1. I looked at the properties of the product and W/T is NOT checked. I am using 2005.6.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

Maybe I should first explain how work-and-turn is supposed to work in Morning Flight, then ask you whether that's how it does work on your computer, and if so, whether you think we ought to change it.

Whenever you select a multiple-up product, then set that product for 2-sided printing (with matching ink colors), MF will default to W/T. If you then designate it a Special Product and turn off W/T, MF will price it as a non-W/T product and add the extra plate(s). That Special Product should stay non-W/T until you change its size or ink configuration. At that point, it will automatically revert back to work-and-turn. The design philosophy is that because of the change, it has become a new Special Product, so MF re-applies the W/T default. Provided, of course, that the new size and ink config still allow the product to be printed that way.

This is one of those areas where automation does what it's supposed to do 70% of the time, and gets in the way the other 30%. Besides, it really could be viewed as a bug instead of what programmers like to call an "undocumented feature."

Good to hear from you, Craig. Partly as a result of the great summer we've had, the help system and manual are coming a little slower than expected, but they are coming.

. **Hal Heindel**

Then it is working as it should. After reading your post I went back and now see what I have to do to uncheck the W/T option after I set the ink.

I have to tell you I am using MF to estimate 99.5% of everything we are doing, it seems to be working out very well and I am extremely happy! The remaining .5% seems to be booklets, which I am still doing by hand, I am spoiled with the automation of MF.

We didn't get that much rain here (I'm located in North Central Ohio, on the lake). Sounds like you had some leisure time this summer? Not me ... we've been slammed, I have less than 5 hours on the boat this summer.

. **Craig Hofer**

Sorry to hear you couldn't spend much time on the water this year, Craig, but thrilled you're getting such great mileage out of Morning Flight! The Booklet Module will automate the remaining .5% of your estimating load, but will have to wait until the help system and manual for MF are done. I think you're really going to like the automation there. Aside from allowing you to add any kind of product such as tear-offs and reply cards to booklets, for instance, the program will even consolidate paper and ink prices if it finds the same paper or ink on different pages in the same book.

As for having had some leisure time this August - I did. My niece and her family came to visit us from Germany. It was their first trip to America, with a change of planes in Washington, DC.

Anxious to make sure they had boarded the right shuttle bus for the transfer to Rochester, my niece asked an airline pilot who had stepped onto the bus for verification. When told "yes," she confided that this was her first ride on an airplane. "Oh yeah?" he replied. "Mine, too!"

You gotta love 'em. Only in America!

. **Hal Heindel**

Limited Function?

Limited Function?

Posted: 21 Nov 2005 12:06 am

G'day,

I have downloaded the free edition and am having the following problem: When quoting printing, I can only use the papers from the 'writing and book/text' categories. Is this a limited function of the program? I can't seem to access the business card stock that I have added to 'My Paper.'

I attempted to download the silver edition but the dialup connection that I have keeps dropping out, any advice would be greatly appreciated. Cheers ... J

..... **The Print Machine**

Joined: 20 Nov 2005 Posts: 1 Location: Geelong, Victoria, Australia

Good Morning, Print Machine:

There can be only two reasons why you can't access the cover stock you've added to My Paper: Either the stock was added as something other than cover paper, or the product you've selected is outside the Cards/Labels category. Morning Flight, both Free and Silver, will screen all paper selections for compatibility with the product you're quoting on. In other words, business cards can only be printed on cover stock, letterheads only on Writing paper or Book/Text.

Find your paper in My Store -> My Paper, then double-click on it. In the window that opens, click the Weight/Type button. Click the radio button Cover, Label, then double-click on the sub category (Uncoated Cover, Coated Cover, etc.). This will make your paper suitable for business cards.



FYI, the Free Edition is essentially the same as the Silver Edition, but lacks Merchandise, automated Estimate Writing, Jet-Entry, and user-defined PrePress, PostPress, and Packaging.

Sorry to hear about the difficulties with your dial-up connection. Since MF Silver is now as stable as the free program (and still a free download), you'll want to keep on trying. Let me know how it's working out. (*Ed. Note: See Interrupted Downloads for a solution*).

..... **Hal Heindel**

Primary Digital Products

Primary Digital Products

Posted: 21 Nov 2005 05:30 am

Hi Hal

In My Store/My Products/Digital, we cannot designate any digital product as a Primary Product (The green is greyed out). This means when we go to quote a price F5, the 1st product listed is a "multi" press product, yet in our situation, we actually have no offset here. We need to set say Digital, D4/0 as a primary product. Any thoughts on this? Thanks.

..... **automan**

Joined: 17 Nov 2005 Posts: 8 Location: New Zealand

Hi Automan,

I'll have to check whether allowing copies and digital to become primary products will produce any ill-effects. If not, we'll include that feature in the upcoming digital upgrade.

What comes to mind is the fact that all digital presses and copiers can be taken off line, which would orphan the primary product unless MF automatically picks something else. That's not a concern with offset. Here, the 1-color press is mandatory. Thanks for bringing it up. (*Ed. Note: Feature now included in MF*).

..... **Hal Heindel**



Postpress Fold Set Limits

Postpress Fold Set Limits

Posted: 22 Nov 2005 03:16 pm

Hi Hal

Folding here is charged at \$30.00/100, \$60/500 ie \$120.00 per 1000. But even with data validation off, we cannot enter these amounts - Max limit is \$53.00/1000? Overall our installation/setup is going well - staff like the MF features. Thanks.

..... **automan**

Joined: 17 Nov 2005 Posts: 8 Location: New Zealand

Hi Automan,

\$82.00 US for folding 1,000 sheets? Ouch! The Morning Flight limit for single folding is \$60.00 US, so yes, your charges are significantly outside the range (although at a current conversion rate of 1 US to 1.44 NZ, your MF limit should be \$86.00 NZ, not \$53.00 NZ).

I'm not sure I'd want to universally increase that limit. Maybe other users could join in on this. It would be an easy fix, and once the wrench (TBA) is available, you'll actually be able to adjust all

program imposed limits yourself.

In the meantime, here is a work-around. Assuming you're using the Silver Edition, go to My Shop -> Postpress -> My Postpress and add "Single Folding" at a price of \$120.00 per thousand. It doesn't appear that you're charging for setup, so set a minimum cost of \$30.00.

Glad to hear the installation, save for the folding bit, is going well. Let me know if you're running up against other range limits.

. **Hal Heindel**

Hi Hal

We got around the fold limits by reinstalling MF and not using the default 1:1 currency conversion.

Fold prices here may seem expensive but it is all related to time in a digital press world. I.e. client file arrives at 1.30 pm, issue proofs, print 1000 4/4 a4, trim to crops and letter fold, client collects at 4.30 pm. Offset print prices are generally a lot cheaper here, but you cannot get the 3 hr digital turnaround time.

. **automan**

Hi Automan,

Makes sense. I keep forgetting about digital being in a world all its own. When you reinstalled MF, you must have used a conversion rate greater than the current 1:1.44 NZ, more like 1:2 NZ I would think. That will have increased your max ranges across the board.

Because you initially used a rate of 1:1, the reinstallation with a different rate should have had no undesirable side effects. But if you now have to reinstall once again, for whatever reason, either use 1:1 to maintain the rate you've entered previously, or delete the following files in the MF directory (C:\ProgramFiles\PrintFire\MorningFlight by default):

- ELTFile.TPS (Setup Data)
- MACFile.TPS (Machine Data)
- MASFile.TPS (Master Data)
- PRDFile.TPS (Product Data)
- PRSFile.TPS (Press Data)
- STCFile.TPS (My Paper Colors File)
- STKFile.TPS (My Paper Header File)

Deleting those files will of course erase any data you may have entered into them, but it will get

you back to square one, to out-of-the-box values, without having to reinstall the program. It will also preserve any quotations and estimates you may have entered. When MF loads and can't find the deleted data files, it will generate new files with default values, then ask you to redo PreLaunch.

If you just want to start over, first use the Windows Control Panel to remove MF, then manually delete the Morning Flight directory (or all the remaining files in it). This will give you a clean reinstall.

..... **Hal Heindel**

Problem with My Products

Problem with My Products

Posted: 23 Dec 2005 01:09 am

Hi Hal

Tonight I thought I would put a Z in front of all the products that came with the program and then as I verify each product with my old estimating system I would then remove the Z from in front of the product name (also this puts the products that came with Morning Flight to the bottom of the list). It worked in the other sections (the sections I had time to try), but when I got to the carbonless section and tried to remove the Z and save the product again the program said I already have a product with that name ... but I don't. Is this me or is there a bug in the program?

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Hi Daryl,

Neat trick, adding a Z to temporarily put all MF products at the bottom of the list. Not so neat when you can't restore some.

The code that checks for duplicates ignored the number of parts in a carbonless form, so when you tried to save the 2-part form, it ignored that form (seeing you weren't adding it, only putting it back) but then found the same name in the 3-part form, so it flagged it. Don't know if that makes sense, but in any event, it's been fixed. There's a new version of MF coming next week. I'll let you know when it's ready for downloading.

..... Hal Heindel

Thanks for your quick response. Do you sleep?

I will wait for the new release. The more I work with MF the more I like it. I am starting to understand how it works and remembering where everything is. Keep working on this project, I think you got something here.

..... Daryl

Price Abbreviated

Price Abbreviated

Posted: 25 Dec 2005 04:23 pm

When I was in the Quote Price / Edit Quote and looked at a quote that was over \$1600, the little display window on the right half shows \$1.6. Maybe there is not enough space for larger dollar amounts in this window?

..... Daryl

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Actually, there is, but the little window didn't think so (the string picture was short a few characters, so it abbreviated the price). Fixed in the upcoming version that also has the new ink screen, PaperShop paper, and an improved digital module.

Working with Morning Flight on Christmas? And you thought I was the one not getting enough sleep. Thanks for the catch, Daryl. Hope you're having a great holiday.

..... Hal Heindel

I noticed you fixed this bug in the new Dec. 30, 2005 version. Thanks.

..... Daryl

What you see ...

What you see is not always what you get

Posted: 06 Feb 2006 09:57 am

If you've installed both the Free and the Silver Edition in the same directory, Morning Flight will generate a common, single set of data files. This assures that changes and additions made in one edition will always be reflected in the other.

Some of these files serve to translate what you see on the screen (into English and German now, with more languages to follow). Because the translation files are tied to each program, when you upgrade one edition, you will also need to upgrade the other. Or else what you see in a window on your monitor may not be what you get when you click it. Easy enough to check. Go to Help -> About Morning Flight in both programs and make sure their version numbers are identical.

..... **Hal Heindel**

Contact Name

Contact Name

Posted: 23 Feb 2006 06:33 pm

Hi Hal

Today I entered a new customer with a contact name Michelle. When I printed the estimate for this customer the Salutation came out as ... Ms. Michellem. I have no idea where the extra m came from. Did I do something wrong or is there a bug? I always come up with these problems just before the weekend. I hope this does not spoil yours.

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

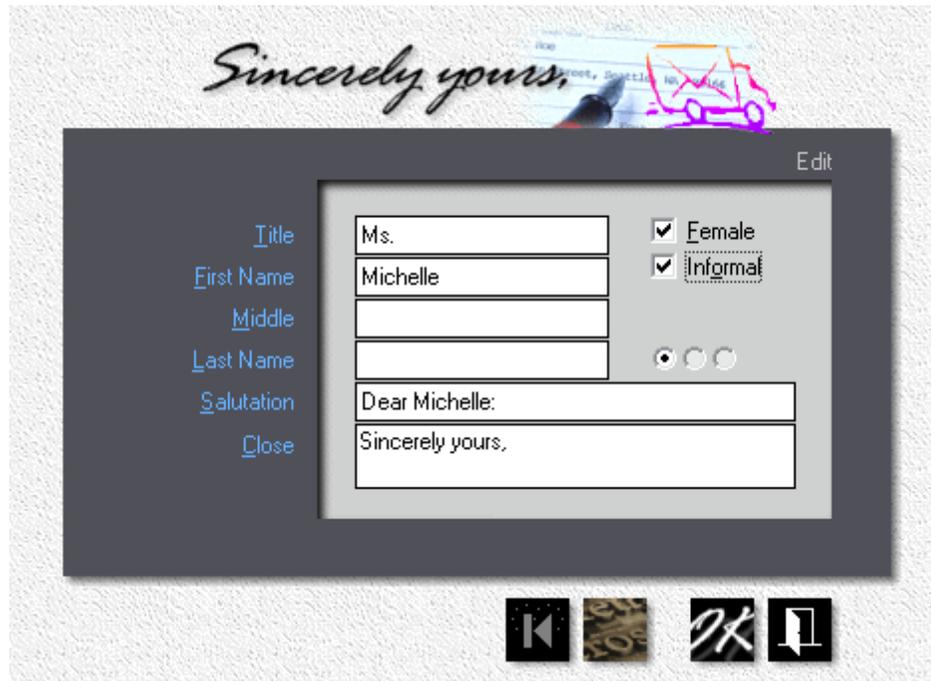
Hi Daryl,

That makes two of us (who have no idea where the extra "m" came from). Before we go there though, let's start at the beginning. MF is treating your contact's name as her last name, and I'm assuming you'd prefer to address Michelle as Dear Michelle, not Dear Ms. Michelle.

First, go to File -> Translate -> Salutations and make sure all the address elements are appropriate for Canada. Next, go to File -> Update Customer Contacts, then double-click on Michelle. In the window that opens, click the Salutation button. Michelle is likely listed as a last

name. If you don't know her last name, leave the last name field blank and enter "Michelle" as a first name. Then make sure the Informal box is checked. That will show the Salutation as "Dear Michelle:" without the "Ms." In the meantime, I'll see if I can find that errant "m" somewhere. If you run into it again before I do, let me know.

. Hal Heindel



Thanks Hal, that fixed the problem. Is there any way that the full name can be changed to first and last when we originally enter the new customer and contact name?

. Daryl

Actually, Daryl, the program will parse whatever name or combination of names you enter, and then do that for you. In other words, had you entered "Michelle Peterson" instead of just Michelle, MF would have split the name in two and assigned Michelle as first, Peterson as last name.

Unless, of course, you live in a Spanish-speaking country where the mother's name is often added, in which case the MF parser would have changed its rules. Ah yes, the power of autopilot . . . (and all the work that went into it!)

. Hal Heindel

Printing Ink Savings

Printing Ink Savings

Posted: 19 Apr 2006 07:10 pm

I have a message that says "Our estimate includes total ink charges of \$60.00. Ordering all items together would save you \$60.00." I would like to fix the problem of the \$ amount printing out the same. Thanks, Lu.

..... **lu.root**

Joined: 24 Feb 2006 Posts: 7

Lu, we've traced the problem to custom-mixed inks (inks outside the Morning Flight database). Because the bug only appears in the Estimator module that comes with the beta Silver Edition, it doesn't affect the Free Edition. We'll post a fix within a few days. Thanks for the catch.

In the meantime, if you'd like to exclude the ink savings sentence altogether, uncheck the "Show Ink Savings" box in the Estimator window.

..... **Hal Heindel**

Posted: 26 Apr 2006 09:08 am

A new MFSetupS.exe with the bug fix was uploaded to the www.printfire.com web site this morning. The version number for the Silver Edition (beta) is now 2006.5.

4-Digit Pantone Numbers

4-Digit Number Pantone Numbers

Posted: 01 Nov 2006 06:21 pm

Hi Hal, tried to enter a PMS number 7543, but it would not accept it. Thanks.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Good Morning, Craig

Guess it's time to invest in a new Pantone Guide. The highest 4-digit number in the book we have is 5875. Until we extend the range, click on the umbrella to turn off validation before you enter 7543. With validation off (and Goofy showing up in place of the umbrella), MF will accept any number up to PMS 9999.

..... Hal Heindel



Duh ... forgot about that.

..... Craig Hofer

Merchandise Quantities

Merchandise Quantities

Posted: 21 Jun 2008 08:18 am

Hi Hal!

Thank you for the fast response to my question regarding digital envelopes. I feel that the quality

of a product is determined not by its features but by its support; and having read most of the forum topics, I would say your support is the best! It's not often you can communicate directly with the engineer!

Now about the possible bug. I use the Merchandise for my wide-format. I price it per piece with a 12"x12" being one product (everything is done by sq/ft in the wide format arena). But, I have a few items that are priced per piece based on the final size and not by the sq/ft. Example: Arch E (36"x48") blueprints

1-10	\$4.00
11-20	\$3.75
21-40	\$3.50
41-60	\$3.25
61-90	\$3.00

(and so on. That may not be exactly how I have it set up.)

Say I select 60 when I am doing a quote and the program will give me the pricing for 21-40. Is it possible that I may have missed an update? I believe I have version 2008.2 (I am at home so I am not sure). Any help is appreciated!

Thanks,

..... **Keith**

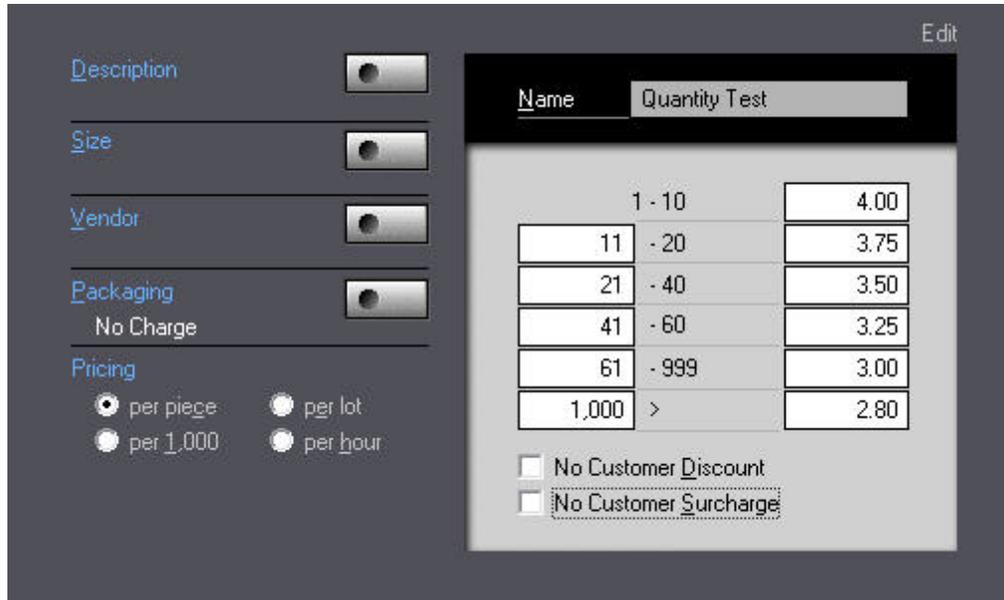
Joined: 20 May 2008 Posts: 7

Hi Keith,

Once again, thank you! Support works both ways. It's not often that the engineer gets to talk directly with the users. I enjoy doing it, very little gets lost in the translation, and more often than not, the end result is a better product.

Here are some screen captures that illustrate your merchandise pricing. As you can see, I couldn't duplicate the discrepancy. If you don't mind, please enter a merchandise product the way it is set up above, then click on the white product panel while making a quote to verify the bracket (check the position of the gold arrow). Let me know the results and we'll go from there.

The only time the program should jump a bracket is when the price for a certain quantity is less in the next higher bracket. But that's always on the way down to the cheaper price, not up to where the item is more expensive.



Why does MF jump brackets, not just for merchandise but also for copies and paper? When I first got into the printing business, I ordered 2,000 #10 envelopes from our favorite vendor. Didn't take long to realize that had I ordered a carton of 2,500 and thrown away the extra box, my total outlay would have been lower. To their credit, the vendor adjusted the price, but I always felt I should have been told about this pricing anomaly when I placed the order.

..... Hal Heindel

Feedback

Just waiting for a Streetcar

Just waiting for a Streetcar

Posted: 18 May 2005 11:56 am

I have been downloading demos of estimating programs for the last month or so but every program up until now has either been too complex for my people to learn easily or too simple. Morning Flight is the best I have seen to fit into my work flow so far. How do I obtain the manuals? We have four workstations and am interested in everyone being able to prepare quotes. I am running windows 2000 on two workstations, windows XP on two, and windows 2000 server on the file server.

. **jtjohn**

Joined: 18 May 2005 Posts: 8 Location: Homestead, Florida

I believe Hal said he was working on the manuals for later this summer. I have been using Morning Flight since late April when it came out. I have figured several things out, some with the help of Hal. If there is anything that you have a question on feel free to post and I'll try to help if I can. Good Luck!

. **Craig Hofer**

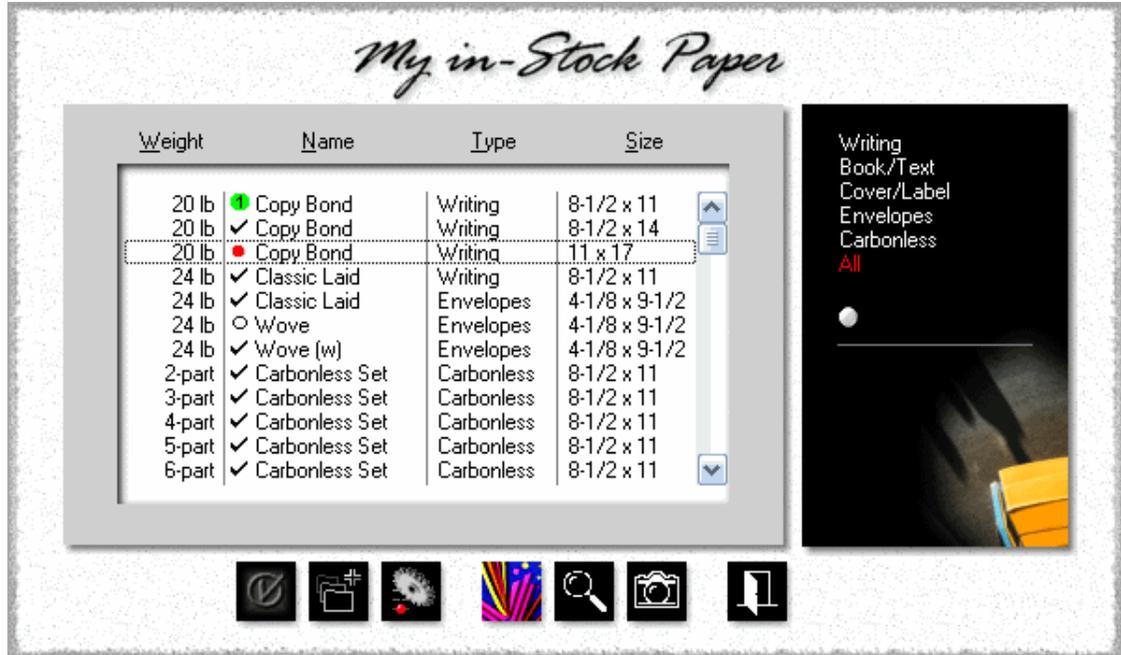
Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Thanks, Craig

In front of the papers there is either a check mark or a O. What do the check marks and O mean? When I tried to trashcan a paper with a O in front of it, the O turned red and it would not delete. Our paper costs seem to be quite different from the default, and I am going to be spending a lot of time updating paper and prices. Can a paper list and prices be imported from Excel or any other format?

Learning the curve one bit at a time.

. **jtjohn**



The black circle in front of some in-Stock papers indicates it's a mandatory paper and can't be deleted. There are five such stocks that the program expects to be universally available. The remaining 18 in-house papers can be deactivated by clicking on the trash can to make them unavailable for use in quotations. They can later be reactivated by clicking on the same button. Activated, they show a checkmark; deactivated, they show a red ball, and the trash can button converts to a checkmark.

All other in-Stock paper items (and all vendor papers) are user-added and will have neither a circle nor a red ball in front of them. These are the only stocks that can actually be deleted - when they're gone, they're gone.

It's unlikely that there will ever be an import utility for in-house paper, but we're talking with XPEDX to see if we can make such a utility available for the stocks they carry. Are the program-generated prices high or low compared to your own?

When you do have to change pricing for the 23 in-Stock items, you may find that in most cases you only need to enter the full-carton price. Morning Flight will compute the other brackets for you. If we did our homework, those prices will be reasonably close.

To answer your earlier question, Craig has it right, the manuals (and help system) are due out at the end of summer.

. Hal Heindel

Thanks for the help. I almost always buy full cartons but our paper salesman charges us end bracket even if we buy broken cartons so I find myself entering the same price across all brackets. Most of our prices for one carton are within a dollar or so of the program's multiple carton prices. I buy mini-skids of coated paper 23 x 35 and cut it to smaller sizes so we currently price jobs according to how much 23 x 35 we use on each job. I plan on doing the same in the future for 60 and 70# offset when I make more room around the cutter. I am looking forward to the manual when it comes out. It is a great program, and with the projected price very reasonable. I haven't beta tested anything since windows NT. I could not wait to find a replacement for Novell.

. **jtjohn**

The guest post was mine. I can't believe I posted without logging in. I have to stop working these hours.

. **Jerry**

Hi Jerry,

Check the New Paper Category post under General Chat. Craig and several other members have reported similar situations with paper pricing, where the vendor charges the same price across the board. Look for a new "One-Price" paper category to appear in Morning Flight soon.

. **Hal Heindel**

Price of Morning Flight?

Price of Morning Flight?

Posted: 19 May 2005 03:25 am

Hi,

I am very impressed with Morning Flight so far. Will the price really only be around the \$300 US mark when it is out of beta stage, or will it end up like most other estimating software, way too overpriced? Also, what programming language are you using to create it? Keep up the good work! Cheers.

. **maxpower**

Joined: 19 May 2005 Posts: 2

Yes, the price will be under \$300 when Morning Flight Silver is released as a boxed CD. Haven't decided yet whether we'll continue to offer it as a download. That decision will depend mostly on how difficult (and costly) it will be for customers outside of the United States to import the program in physical form. The basic version (without the estimate writer, merchandise pricing, and Jet-Entry) will always be a free download.

Morning Flight is written in Clarion, a fourth-generation programming language from SoftVelocity. The Silver Edition consists of more than 250,000 lines of handwritten code and a ton of custom-designed graphics. Not a trivial project! For more on its history, check out www.unitac.com.

..... Hal Heindel

Morning Flight Estimating

Morning Flight Estimating

Posted: 11 Aug 2005 03:34 pm

Dear Makers of Morning Flight,

I work for a small print shop in Brooklyn, NY. We have presses, 4 b/w copiers, and 2 color laser copiers. We have many finishing machines and many bindery machines. Our customers are usually local small businesses. We outsource many products such as plastic signs, label rolls, 4-color, raised ink, etc. We have been in business for more than 30 years and we do things the old fashioned way. We quote jobs using a price book, we send customers hand written invoices, etc. To be honest we just got a computer and an email address a few months ago so we can finally receive and send digital files.

Needless to say this causes a lot of errors and headaches. We have a lot of trouble keeping our file system working, even when it comes to billing customers the same amount we billed them the month before. Finding a quote from two months ago is impossible. I believe this can be fixed using software designed to handle our needs, but I have yet to find it. It's not as easy as buying Quickbooks because there is a lot of math involved in accurately pricing print work. At first I thought nothing of the sort existed but then I found your Morning Flight software.

I can see it's still in development and I was wondering when you plan to finalize it. I would like a way to easily quote jobs, invoice customers. Also to retrieve and print that information when

necessary, on an attractive custom sheet with our letterhead and logo. I hope all the information is kept in a simple database, maybe one or two files for easy backup. Possibly a networked client/server application?

Please let me know what the future of Morning Flight is. I hope we can help each other out. Thanks.

. **Sean K**

Joined: 11 Aug 2005 Posts: 1 Location: Brooklyn, NY

Sean,

The beta version of Morning Flight Silver will do all the things you're asking for, except create job tickets and invoices. Those features, along with Job Tracking, will be included in the Gold Edition. We expect to finalize the Silver Edition before the end of 2005.

As for having all your information in just one or two data files, that's not feasible without eating up huge chunks of disk space and slowing the system to a crawl. We use a relational database where customer information is kept in one file and contact information in another. That way you can have an unlimited number of contacts for each customer, while at the same time using only disk space for the number of contacts a customer actually has. If customer and contact information were stored in the same file, you would need to set an arbitrary limit on the number of contacts each customer could have (say ten), and then waste disk space on nine empty contact records if that customer had just one. The Gold Edition of Morning Flight will have an automated backup program built-in.

Thank you for joining the forum. We certainly hope that Morning Flight will become your program of choice.

. **Hal Heindel**

Well, the sooner the better for me. I've looked at other printing business software and I'm most interested in yours (and it's not even out yet!). I'd like to know if I can beta test your Gold version. I'd like to be involved in development. It would be tested in the real world at a very busy print shop in New York City.

. **Sean K**

Sean,

Thank you for offering to help develop the Gold Edition of Morning Flight, and for brightening our day with your generous comments! MF Gold will be on the printfire web site for public beta

testing on the day the Silver Edition is released, which we hope will happen before the end of this year. We may offer an early beta version to members of this forum before then, and I can think of no better proving ground than a busy print shop in Brooklyn!

..... **Hal Heindel**

OK, you New Yorkers need to break it up! WHAT, NO JOB TICKETS IN SILVER?

Just kidding, I am having a ball using the beta of silver here. I am using it on 99.5% of all the estimating. I have managed to tweak a few of the settings to get my pricing to work on both the offset side as well as the digital side. (Thanks to Hal ... Good Co-Pilot). Almost ready to Solo!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Okay, I'll be keeping track of your website. If I can be of any help just email me at the address I have registered. It's the print shop's email address. Thanks for all your help.

..... **Sean K**

Multi-User and Accounting

Multi-User and Accounting

Posted: 25 Aug 2005 11:33 pm

Have really been looking at different software packages over the last several months, came across Morning Flight by accident and thus far, love it. Has good features, but most of all it is very easy for our staff to use. I see in previous posts that the software was referred to as "Multi-User Ready." In the final version, will you be able to run the software on multiple stations on a network while using a common database on a server or one of the peer machines?

Also just a thought, and maybe some other people could chime in on this, many of the other packages we have evaluated try to re-invent the wheel as far as accounting. We, like many businesses, use Quickbooks, and I feel that your time would be best spent on developing your good program into a great program for estimating, and just be able to export or link into Quickbooks when it's time to invoice the job and let it do the accounting "grunt-work." (It would be nice if it exported all the details as far as papers, inks, finishing, etc, not as separate charges per-say, just line items as memos).

How do you make an item that defaults to a specific paper? For instance, we have a paper, White Royal Linen, and we would like the Letterhead product to default to that paper when we do a quote.

..... **cmcduff**

Joined: 08 Jul 2005 Posts: 3 Location: Northeast Alabama, USA

That's precisely the profile we were shooting for with Morning Flight: Just the features a small to medium size print shop needs, fast yet accurate in operation, and pushbutton easy to use. Judging from our e-mail and some of the comments on this forum, I think we succeeded. If Morning Flight ever gets slow, feature-fat and lazy, somebody please put it down in the nearest cornfield!

The Silver Edition is multi-user ready, as you mentioned, and we'll have more details on that in a day or two.

You're absolutely correct about where we should be headed with Accounting. There's no way any vertical software developer can throw the kind of money and resources on adding accounting features that Intuit can. Doesn't mean QuickBooks is perfect. On the contrary. We use it ourselves and find it quirky, difficult to use, and cumbersome. And when it comes to "items" (the way you define services and products in QuickBooks), downright lame. You're limited to two types of pricing: Per piece or per hour. Compare that to the many pricing options available for Merchandise in Morning Flight.

Which highlights one of the problems in linking with, or exporting, to QB. The technical aspect isn't much of a problem, but how do you make MF Merchandise items fit into the narrow defines of a QB item? Never mind something as complex as an MF Offset or Digital Product! Can't be done. Even customer and contact records present a problem. It's easy enough to export or import them, but here we're talking about a two-way street. If your invoicing is done in QB, how do you prevent someone in your office from deleting an open-invoice customer in MF? If you invoice in MF, that customer shouldn't be deleted in QB. If you do, you can no longer sync without dropping that same customer in MF.

Given this set of circumstances, and realizing that QuickBooks is a powerhouse in terms of general accounting and tax related functions and payroll (although we use Paychex internally), the link point we're looking at is certainly beyond the invoicing that's part of the Gold Edition, and maybe beyond Accounts Receivable, but no farther.

Invoicing, Customer Maintenance and AR really belong in the same box, especially since dropping AR values into General Ledger is basically limited to just two amounts: Total sales and

sales taxes at the end of each day, week or month. But we would never consider offering any accounting feature beyond AR and Inventory. That, as you say, would be re-inventing the wheel, and a crude wheel at that.

I'm glad you offered your opinion on this. I completely agree with you, and I think in general we're on the same page. If there is an area where we might differ, it's on Invoicing; we still haven't decided whether we'll ever offer AR.

The Invoicing module in MF Gold is far superior to the QB version. If you know how to gather Quotes into a shopping cart to make an Estimate, you'll know how to gather job sheets into a shopping cart to make an Invoice. The two are virtual twins. All the hard work such as itemized descriptions, automatic ink and paper consolidation, discounts and surcharges, etc. is done for you by Morning Flight.

Now, to your question about defaulting to a specific paper: There's no provision in MF to do that. When you default to a specific product, the program automatically selects the first appropriate paper it finds in the My Paper file. In other words, when you make 11 x 17 Newsletters your default, MF steps through the file until it finds a paper that's no smaller than 11 x 17 in size, isn't cover stock, carbonless or an envelope, and so on. If it doesn't find one, it tells you so and keeps you from making 11 x 17 Newsletters your default.

I suppose we could display a picklist of all appropriate paper after you selected a default product so you can default to a specific paper yourself. Would anyone else like to see that as a feature?

Again, thank you for your input. This kind of information is invaluable to us and shows us we're on the right track.

..... **Hal Heindel**

Morning Flight in a Networking Environment

Posted: 26 Aug 2005 05:36 pm

Setting Morning Flight up in a Networking Environment is a simple process. All that needs to be done are the following steps:

1. Install MF on a server or on a peer PC.
2. Share the directory that MF is installed in.
3. On each client or peer PC create a shortcut to the MFlight*.exe file (* - S or F depending on which version of MF you have).

It would be preferable (but not necessary) to set up My World, My Shop, etc. on the server before running MF on the clients. Also, run MF on each client at least once to ensure that the administrator is not automatically logged in. Let me know if you have any further questions regarding networking MF.

..... **RedDog105**

Joined: 05 May 2005 Posts: 3 Location: Lakewood, CA

Ed. Note: See also Networking - Multi Station Ability

Hal, I see your point as far as the accounting. Synchronizing data between systems is always a compromise and a balancing act. Which, even if there is no link, we will do what we have done in the past, do the estimating with the computer, track job process manually, then make an invoice in Quickbooks. As you noted, and I fully agree, I would rather have a stable fast program that is not a "jack-of-all-trades" than some cumbersome system that you only make use of half it's features.

And just as a note, we really love the interface. Don't know really how to put this, but most software is hard and angular, your interface has a nice "soft" feel about it and seems to help in its intuitive nature of operation.

Thanks, RedDog105, your solution is what we had tried to do and it seemed to work, but we didn't really use it like that because we thought it might be an accident waiting to happen. Does it have any effect as far as two people doing quotes at the same time, users making changes to the items or papers, etc.?

..... **cmcduff**

Even though Morning Flight isn't advertised to be networked, it is very robust in a networking environment. However, caution must be taken because no update counters are used to indicate changes made from another concurrent user. For example, two or more people could have a Contact open at the same time and all could make changes. The only problem is that whoever saves the Contact last gets the final change - overwriting the changes the others have made. With that in mind, I have tested MF in a multi-user, networked environment and have had no problems with data integrity.

..... **RedDog105**

Digital Change requested

Digital Change requested

Posted: 18 Oct 2005 01:44 pm

Hi Hal, I have a suggestion and would like to know if it would be practical or not. We do A LOT of short run full color on Canon CLC's and would like to see a change in the pricing if I could.

We run a ton of mailers that are printed 4/k and I have found that pricing them on MF is not quite working. I have two mailer products, one is 4/4 and one is 4/k set in the digital heading. When I run MF to price the two out they are almost the same price.

My solution would be to make the digital press have two separate prices, one for full color and one for just K-Black. The reason for this is that my maintenance prices for the two are different.

Also, I ran into another pickle. I was pricing a mailer on a 12x18, 100lb gloss cover sheet, but MF would not let me select that sheet for the product, it would only let me select a 100lb uncoated and an 80lb coated sheet. Is there something I'm missing?

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

Let me start with the pickle: The reason Morning Flight won't let you pick anything heavier than 80 lb Cover is because most digital press and copier manufacturers recommend you don't pick it either. For their CLC 1180, Canon suggests a maximum weight of 110 lb Index (75 lb Cover). The CLC 4000 extends that to 140 lb Index (93 lb Cover, if there were such a thing).

Actually, MF removes all weight limits when you select Multi-Price Vendor Paper with the Shift-F3 custom entry window. Why the seeming inconsistency between what you can pick from a list and what you can enter into a custom window?

When we designed Morning Flight, our aim was to simplify basic, everyday estimating to the point where anyone in the office could handle it. That would free

the resident expert to deal with the hard stuff.

I know you've visited the Unitac web site (www.unitac.com), so you're familiar with our Electric Price List and the "Annual Printing for Peanuts Sale." The Unitac print shop has been mailing a stripped-down, pick-list-only version of Morning Flight to its customers for years. That's where the distinction between pick-lists and custom entry windows first came into clear view: Windows for seasoned estimators, pick-lists for everyone else.

Getting back to paper, the pick-list weight limits aren't hardwired into the program, they're stored in a file (WRNFile.TPS, located in the C:\ProgramFiles\PrintFire\MorningFlight directory by default). Every value in that file will someday be accessible to MF users with a special utility code-named the "Wrench." Since that utility is still under development, let me know what limits you think are appropriate for digital and copier paper weights and I'll post a modified WRNFile.TPS on our web site. Replacing that file will not affect any data you have already entered. It's a small file, only 11 KB.

If you don't mind, I'll get to the digital pricing question in a separate post. When you print the 4/1 digital mailers, I'm assuming you're duplexing them, not running them twice through on the same CLC. Because of the maintenance/wear issue, I would have thought it would be cheaper to use a high speed B&W copier to print the back. Or does that depend on the length of the run?

Thanks for your suggestion, Craig. Definitely worth looking into.

. **Hal Heindel**

Wow, did I just open a can of worms for you? Our CLC 4000 will run 100lb coated cover very well as will our ImageRunner C3200.

"The reason Morning Flight won't let you pick anything heavier than 80 lb Cover is because most digital press and copier manufacturers recommend you don't pick it either."

The strange thing about that comment is that MF will let me select Hammermill 100lb Color Copy Cover (uncoated) but not StoraEnso Futura 100lb Coated.

As to running 4/1 on a CLC: We manually duplex the sheet due to both speed and registration. It is faster to manually duplex and the sheet registers better front to

back. Also I have one maintenance fee of .075 for color and the black is .01. If someone sends a file with the back of the card an RGB black then I can simply tell the driver to to use K-Black, not CMYK when manually duplexed. Unfortunately, you can't run the front on a CLC and the back on an ImageRunner B/W or visa-versa due to the difference in fuser temperature, and the CLC uses a wet fuser as well, so it tends to screw the whole thing up.

As far as paper weight I would say 100lb cover would be a max. Even though most manufactures say 140lb index is a max, most people (like me) will run whatever the machine will run and the customer wants, after all that's why I have a maintenance contract.

Thanks for all your effort in this program, I really appreciate it!

. **Craig Hofer**

Not a can of worms, Craig, but a lot of good, from-the-trenches digital background. Just the kind of stuff we're looking for. Again, I'll deal with the digital issue in a separate topic. About the paper weight limit:

"MF will let me select Hammermill 100lb Color Copy Cover (uncoated) but not StoraEnso Futura 100lb Coated."

That's something I couldn't duplicate. The weight filter in the pick-list doesn't distinguish between coated and uncoated cover, and shouldn't. Is there any possibility that the Hammermill 100 lb Color Copy Cover you mentioned was added as Book/Text instead of Cover? Or maybe added in the Cover category, but sub-categorized as Index or Bristol? Both would pass the filter. If it wasn't, forget I suggested it.

There is a modified WRNFile.TPS (with higher weight limits) available on the printfire web site. [Click here to download it.](#)

. **Hal Heindel**

Craig,

As I mentioned in my e-mail, the screen shots you sent me showed that you did enter both cover stocks in the right category. I should have known. Although we couldn't duplicate it, the problem should have disappeared once you installed the new WRNFile.

Following your recommendation, the new My Paper and One-Price Paper pick-lists now let you select cover weights up to 300 gsm (110 lbs) for digital and up to 280 gsm (100 lbs) for copiers.

Because of the weight increases, we also expanded the paper sub-categories for digital and copiers. They now include Index, Bristol, and Tag. In fact, the only paper types not available for digital and copiers are Diecut Labels and Blanks. They're a pain to run even on an offset press, and I can't imagine any printer desperate enough to want to retrieve loose sticky labels from the inner regions of a copier.

You may be right about the digital pricing issue being a can of worms after all. Technically, your Canon CLC 4000 is considered a Copier, at least the way Morning Flight looks at it. But then there is so much overlap in this field that it doesn't really matter where you put it, as long as the pricing works for you. Which in this case it doesn't, or we wouldn't be having this conversation.

If I understand your problem, what you need is sort of a hybrid, a machine that has both an hourly machine rate (operator's salary, depreciation, maintenance, overhead), and a click rate. Your cost per copy would be made up of the hourly rate, plus the click rate, plus consumables.

In a nutshell, the hourly rate would stay the same whether you run color or black, the click rate would change depending on whether you run color or black, and the consumables would change based on the number of colors and ink coverage.

If you don't mind itemizing the costs of a sample run, I can get a better idea of what's involved and then let you know whether the product-based version of Morning Flight can be tailored to accommodate it.

Not giving up on this just yet.

. **Hal Heindel**

Let me get a few things cleared off my plate and I'll come up with something for you. As you say it's going to be a little tough because the CLC4000 is a "copier" but we need to have two click rates, one for BW and one for Color. We don't need anything for consumables because they are all included in the maintenance click charge.

I'll work on a few typical job costs and get back to you later this week. Thanks

again!

..... **Craig Hofer**

"We don't need anything for consumables because they are all included in the maintenance click charge."

Craig, I think you've already answered my main question. Does Canon really ignore ink coverage? In other words, do consumables cost the same for a solid four-color bleed as they do for a small multi-colored block of text surrounded by white space? Would seem extremely profitable for Canon for the text job and "about to lose my shirt here" for the solid coverage.

..... **Hal Heindel**

I wouldn't say Canon ignores coverage, I'm sure they are aware of how their machines are used. But OUR maintenance contract "click" charge is inclusive of ALL toners, starters, drums ... all consumables except staples. Also our click charge is the same for 8.5x11 AND 12x18, there is no "double click" for sheets larger than 8.5x11. REMEMBER that this is not true for all users. When we were shopping to replace our old CLC, almost all suppliers were double clicking over 8.5x11.

Here is what I would consider as costs for COLOR machines (CLC4000 and IRC3200): We average about 24,000 clicks per month color and 10,000 BW. Our maintenance charge is .075/color and .0015/BW. Right now, to figure pricing for these machines, I work backwards from a minimum price per click and go up.

I think it would be more productive to have an hourly rate which would cover overhead and labor (not really much labor, for the most part they run themselves, the CLC4000 is running a job while I'm typing this) then to be able to add in a click charge for both color and black. This way when I have a job that is 4/K MF would figure the price much the same as a 4/K press run, one price for Color, with a lower price for Black.

To compensate for the double clicks I think adding a check box would be needed so you could tell MF if anything over 11" is double clicked.

Sorry to make this one so complicated, but I think in the end it will be more productive for "hybrid" shops like us who offer offset and digital. I hope this doesn't

come off sounding like I want you to make MF fit my shop. I just think that to be more competitive with longer runs, you should treat digital machines more like a hybrid press (with the exception that you can only price so low per click).

Knock yourself out!

. **Craig Hofer**

Craig,

Generous of Canon not to double-click you for 12x18, but not surprising. The marketing and pricing in this industry is really going to the wall. Last week, Unitac was told by XPEDX that there is now a \$4 surcharge on all orders placed off-line. Not a problem. Except that 20,000 sheets of 24 lb Classic Laid 8.5x11 in our XPEDX on-line shopping cart would have totaled \$788. At the local XPEDX Paper Shop, the same paper goes out the door for \$620.

I see nothing wrong with trying to make the program fit your operation. If a feature makes Morning Flight more usable without sacrificing simplicity, we'll try our best to accommodate. Printers who offer both offset and digital will soon be the norm, not the exception, so what you need in your shop will likely come in handy in other shops as well.

At this point, if we do include click charges, we'll probably add them to digital presses, not to copiers. And it would definitely call for check boxes for "double clicks > 11" (8.5x14) and "double clicks > 14" (11x17), with ISO equivalents. You would also need the option of charging \$0.00 for consumables. What I'm not clear on is, how do click charges relate to quantity? Not in terms of what Canon charges you, but what you charge your customers? If you can elaborate on that, the pieces might fall into place. Thanks for the help.

. **Hal Heindel**

Well I guess when I started with color "copiers" 5 or 6 years ago I tried to come up with a maximum run length when it no longer would make sense to run digitally. At that time it was 5000 sheets, so I took my average monthly volume divided that by my lease payment and then added my click charge and a small profit margin to come up with a low price point. I would use this as my 5000+ per piece (plus consumables of course) price and start working toward single piece copies until I had something that made sense, and the market would support.

Since then the click charges have been cut in half and consumables are included with it, and I have Morning Flight, I had to refigure pricing somewhat. I have tried to take a "hybrid press" approach. A lot is by trial and error (thankfully not much error). I have a large hourly rate, I think it's something like \$200.00, I have adjusted the properties to bring my more popular runs to spec (usually 1000 - 2000 sheets). Then when I have to quote something longer I will check what MF comes up with to make sure it's not less than my bottom line per sheet price (usually figured n-up on 12x18).

Most of the run lengths are in the 500 to 2000 range 12x18 but I have had runs of 10000 12x18. Right now I have to quote 66,000 mailers 4/1, 4 up, that's a 16,500 sheet run. This is the kind of job that fits my equipment perfectly, it's somewhat of a variable data job with 220 different mailers at 300 pieces each, but my client needs it quoted per piece.

So to sum it up, I need to take my click charge into account much like labor on the press, but to set it up as a copier in MF is too restricting. A digital press works fine EXCEPT with Black Only, that's my hurdle to get over.

. **Craig Hofer**

Thanks, Craig . . .

. . . for all the work you've put into this. I have enough information now to start working on a prototype. We'll definitely need to change the press file (PRSSFile.TPS) to accommodate click charges, but it's doable. Do you think the Startup Waste and Makeready input fields are necessary for Digital Presses, or can we just default them? Or maybe make them adjustable with the Wrench?

Give me a couple of weeks or so. There are a few projects I need to wrap up ahead of it (see Things we're working on . . . under Announcements).

. **Hal Heindel**

"Do you think the Startup Waste and Makeready input fields are necessary for Digital Presses, or can we just default them? Or maybe make them adjustable with the Wrench?"

I'd say to make them adjustable with the Wrench, that way it would give another opportunity to fine tune the price if needed.

I really appreciate all the work you are putting into this product. It's nice to see a responsive software developer, too many times we get just the opposite.

..... **Craig Hofer**

Downloading Paper Prices

Downloading Paper Prices

Posted: 08 Nov 2005 02:47 am

Are Paper brands and prices going to be available for download?

..... **ficolaredo**

Joined: 08 Nov 2005 Posts: 2

Yes. We expect to have an XPEDX Stores Division database available for downloading shortly. Prices will be for reference only. We obviously can't accept responsibility for their accuracy - only XPEDX can do that. If you download Version 2006 of either the Free or the Silver Edition, you'll notice that there is now a separate "PaperShop Paper" category in Morning Flight.

..... **Hal Heindel**

Digital Second Side

Digital Second Side

Posted: 17 Nov 2005 04:16 am

Hi Hal, have been exploring the options in this programme and like what I see - keep up the good work.

We are a fully digital site running a Konica 8050, plus several large format inkjets. I agree with Craig's earlier post re the second side of digital. We pay cost per copy, machine is fully maintained in our copy cost. We just pay x for 1/0 and around 8x for 4/0. Setting your programme for 4/0 is no problem, but 4/1 doubles the job price (because of run costs) where it is only typically 20% more here. To summarize,

duplexing costs us only time and consumables, the main run cost is covered on the first 4-colour side. Is it possible to have a duplex button that removes the run costs for the second side or a duplex run cost? Thanks.

..... **automan**

Joined: 17 Nov 2005 Posts: 8 Location: New Zealand

Hi automan, nice to see I have some back-up on this. It sounds like we both have a similar setup, except we have offset presses as well.

I have been using Morning Flight since the first beta was released, I am sure you will like it. I have found it to be very fast and accurate and Hal is very open to feedback.

So Hal, have you any ideas on how to solve this with MF? Oh, and when is the booklet plug-in and the manual coming ... geez, what have you been doing? (just kidding!)

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Automan and Craig,

The digital color/black/duplexing functions are being reworked. Expect a prototype in a couple of weeks or so. I'll post download instructions here, with a temporary program download available to insiders on the Club page.

Unfortunately, there is no way to change the digital part of the program without also changing the layout of the press file. What that means is that you would have to manually record your press data (max size, hourly rate etc.) for ALL your presses, then delete the existing PRSFile.TPS. The prototype will auto-generate a new (default) PRSFile, which you would edit to re-enter your press data. Elegant it's not, but while the new format is in flux, there's little point in writing a conversion utility.

In the meantime, there is a checkbox for duplexing, although in the digital world, that box may well be mislabeled. Morning Flight calls it "Perfecting." When you edit a digital press (from My Shop -> Presses), toggle Perfecting and watch the run cost change as you wave the magic wand cursor over the black panel in the upper right corner.

The other project I'm currently working on is the paper situation. Specifically, how to import XPEDX (and Kelly, etc.) paper files. As the program stands now, those files would either have to go into the One-Price file, or require yet another paper file. My feeling is that paper handling in Morning Flight is not as lucid as it could be, and adding an import function won't brighten the lights. Craig, if you thought the digital issue was a can of worms, it's a walk in the park compared to the paper thing. I know there is a nice, clean, simple solution out there somewhere, but I've yet to discover it. Stay tuned.

The help system and manual? Still in the works, of course, but because of the above, currently priority #2. Tough decision there, mainly because we can't sell many programs without a user manual (none, actually!).

Welcome aboard, automan. Thanks for joining the forum, and for your encouraging words.

. **Hal Heindel**

Hi Hal, Thanks for the prompt reply - I can see you take this feedback seriously. The perfecter option is good but actual second side run cost tabs 4/1 & 4/4 would enable us to lock down the 2nd side costs accurately. Look forward to your reworking of the press file. Cheers.

. **automan**

Craig and Automan,

I've added click charges, along with a provision to increase those charges for sheet sizes greater than 8.5 x 11 / A4. The Consumables box now permits NULL entries.

Instead of a check box for "Perfector," the new entry screen adds hourly rates for printing on the back. If the hourly rate for the back is NULL, MF will charge only for setup and consumables (and/or clicks) for the second side. I'm assuming that if click charges do apply, on duplexed runs they'll apply to both sides. On a 4/1 job, for instance, you would charge 4-Color clicks for the front, plus black clicks for the back.

The only item that would be eliminated without there being a replacement for it would be "Startup Waste Sheets." Here, MF would use wrench-adjustable defaults. Please let me know whether the proposed changes are what you're looking for.

. **Hal Heindel**

Hi Automan,

Thanks for your e-mail and the detailed description of your requirements. I'm fairly sure the proposed changes will cover all the bases, except for two: 1/1 runs and finishing. The way MF is designed, the program uses the concept of virtual presses for both offset and digital. In other words, it will automatically select a 4-color digital press for 4-color jobs, and a 1-color press (such as the Xerox DocuTech) for mono. The product specs decide which press will be used. You can quote either 4/0, 4/1, or 4/4 runs on the 4-color press, but not 1/0 or 1/1.

If you have a single digital press, that's probably not an issue. Simply enter the Konica 8050 specs for both the 1-color digital press and the 4-color unit. The 1-color would remain virtual. And if you are using a DocuTech or dedicated 1-color machine, you would most likely run your 1-color jobs on that machine anyway.

Finishing is another matter. As the Print-On-Demand market expands, more and more digital presses will be equipped with in-line folding, collating, and stapling attachments. Some machines will even offer booklet trimming. The Konica 8050 happens to be one of them.

In a dedicated, digital only shop, finishing can be accommodated with postpress. In mixed offset/digital environments, you would need both postpress finishing for offset and in-line finishing for digital. The costs wouldn't necessarily be the same. More food for thought, and more worms in Craig's can. Incidentally, I've reinstated setup sheets as a user-defined option.

. **Hal Heindel**

Hal, did you get to have Thanksgiving off or did you work on MF the whole time? I like the revised screen, I think it will work fine. Thanks Again!

. **Craig Hofer**

Yes, Craig, I did. A very enjoyable Thanksgiving holiday at that. Since then, I've reworked the code that does the digital pricing. See the sample screens for 4/0, 4/1, and 4/4 runs of 8.5 x 11 / A4 sheets.

You'll note one more change on the Press Edit screen: The Duplex check box is back again. When clicked ON, the back rate defaults to 20% of the front rate,

something Automan suggested. When clicked OFF, the back rate becomes the same as the front. You can override the default back rate, but MF expects some kind of value with Duplex clicked OFF.

Incidentally, if you reconstruct the click charge pricing, you may not get the exact results shown in the sample drill-down screens. That's because MF adds click charges for setup/spoil sheets. I still need to redo the Press Zoom screen (the one that pops up when you click on the press name in the Estimate window), then alpha-test the revisions before I can post a new EXE file. I want to thank you and Automan again for your invaluable help with this. The digital module now has a much better feel to it - seems more complete without having lost any of its simplicity.

..... **Hal Heindel**

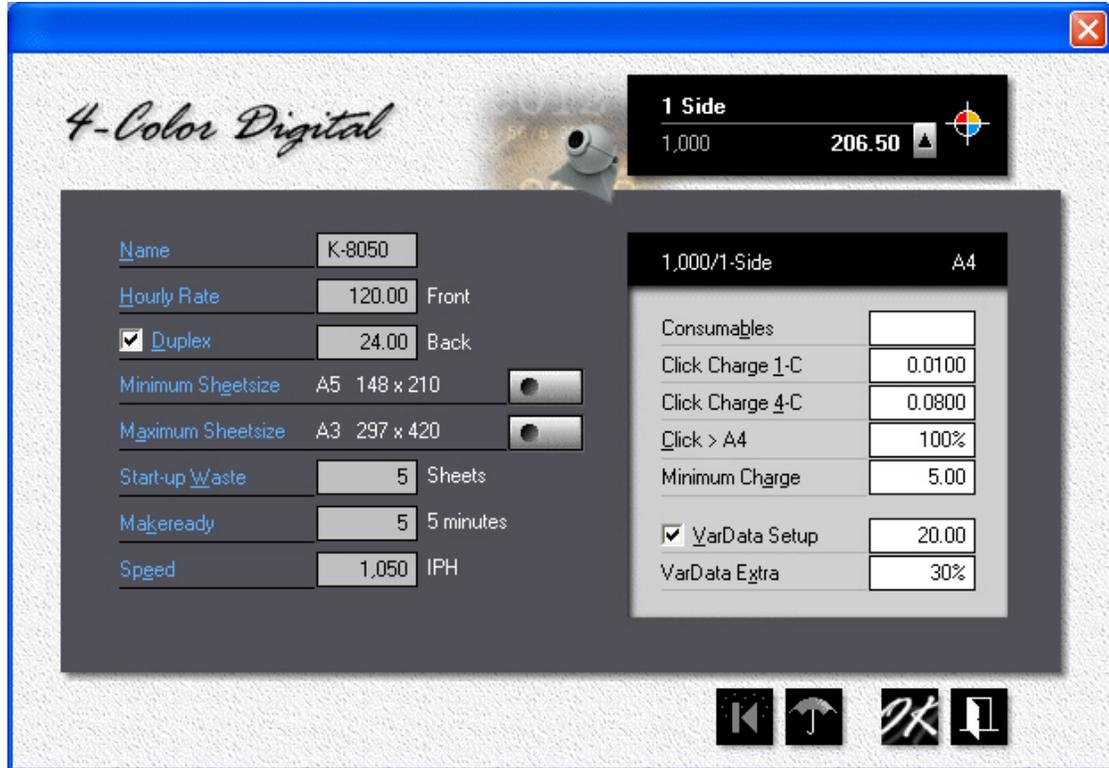
EXCELLENT!! I can't wait to get my grubby little hands on it! Awesome job Hal, UDAMAN!

..... **Craig Hofer**

Hi Hal,

This digital press is looking really good now. Like Craig, we are keenly awaiting the update now. Cheers.

..... **automan**



Wide Format Inkjet Press

Wide Format Inkjet Press

Posted: 19 Nov 2005 03:15 am

Hi Hal,

You have indicated you are looking to rework the press file in the near future and so would like you to consider adding a large format press.

A large format inkjet press needs:

1. Large maximum print size - up to 2500 x 6000 in mm
2. At least 3 liquid ink cost options - Dye , UV & Solvent in ml per sq/m
3. Run time as usual in minutes
4. Startup waste - typically 0.5 sq metres
5. Makeready image RIP time

6. Speed in sq metres per hour

Full colour or monochrome costs the same, so no need to separate. Virtually all prints are single sided, no second side considerations. Media paper (paper rolls) can be entered by the user. Typical widths: 610, 914, 1067, 1270, 1367, 1525 mm or US 24, 36, 42, 54, 60". Roll lengths vary from 10 through to 70m. Ink usage for each media: low, medium and high.

When we price a print, we look at

1. Media type & cost
2. The ink type
3. The print density
4. The sq metre size of the job.

Then there are Finishing Options: i.e lamination - Matt or gloss at the print size, eyelets, stitching, board mounting etc. Media (paper) is not an issue, providing users can enter the width and length of rolls, and Ink usage per sq/m - low/med/high.

Have no knowledge of conventional plate presses but have worked in the digital large format Inkjet area for 10 yrs and know it well. This may be a big ask - but would really open your program to digital users. Virtually all small format A4/A3 digital users have these large format Inkjets in their shop - usually more than one. If this is of interest and you need help with the options, I am happy to provide any input you may need. Cheers.

..... **automan**

Joined: 17 Nov 2005 Posts: 8 Location: New Zealand

Thanks, automan, for your input. You're right, adding large-format inkjets would definitely enhance Morning Flight's abilities in the digital arena. But that's no trivial task, with paper rolls versus sheets being just one of the obstacles. Not a major one. Web rolls, though not yet enabled, are in fact already included in the current program and file structures.

What really prevents us from including inkjets is the product-centric philosophy underlying Morning Flight's design. When you quote printing with Morning Flight, you select the product, the paper, and the ink colors, and the program then selects the appropriate press. With virtually all other estimating systems, you select the press and tell the program how the job is to be printed (run speed, makeready, what plate to use, etc).

The reason we designed it that way is so that consumers, your customers, will some day be able to use it, too. Or something like it, anyway. At Unitac, we've mailed such a quote-it-yourself

program to our customers for years. It uses the same data files as our in-house program, but is wizard-driven and shows the consumer no internals, just costs. In other words, we don't tell our customers why something costs what it does, only how much.

Expecting consumers to use a press-based estimating system would be like asking drivers to fix their own cars. Which is why, on web sites put up by printers, you'll see a price list at best, with a form to ask for a quote. Visualize now a Morning Flight program without My World, My Shop and My Store, and without modified products and special order paper . . . but on the internet. With wizards.

Don't give up on inkjets, though. There will likely be support for them in Morning Flight at some point. Expect to see it in an add-on module like the one for booklets, not in the main program. That module will have to be press-based, so it can accommodate more than one machine. When the time comes, I'll make it a point to get in touch with you first.

All the best,

. **Hal Heindel**

Hi Hal

Thanks for the comments and the direction for this product. A web enabled version of MF will certainly be excellent for our clients.

Will introduce MF to our office for active use this week. Cheers.

. **automan**

Estimate Question

Estimate Question

Posted: 21 Nov 2005 12:52 pm

Hi Hal, is there a way when printing estimates of note pads that it could be set to print the number of pads and not the number of sheets? That way my customers don't have to do the math. I know, it's not like you have anything else to do.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig, I was wondering when somebody was going to ask that question.

When you change a Sheet product to a container such as pads (the container being 10 pads holding 50 sheets), you're essentially making a booklet. The only difference is that it's padded, not perfect-bound, and all the pages in a pad are usually alike. And for booklets, as you know, you'll need the booklet module (TBA).

Doing pads the way you describe would require a separate product category (in addition to Sheets, Cards . . . Copies, and Digital) which in turn would prevent pads from being quoted as Copy products or Digital. That's something you can do now mainly because padding is added on as postpress.

Nothing in this business is ever as easy as it first looks. Maybe this will help: At Unitac, we've found our prices more digestible when we quoted 5,000 sheets instead of 100 pads. Probably just a marketing thing.

Speaking of digesting, Happy Thanksgiving!

. **Hal Heindel**

I agree it does sound like you're getting more bang when you see 20,000 sheets and not 200 pads. I can live with it the way it is, it's just that some customers just don't get it if you know what I mean.

Here's one more for you. When I print my estimates, I generally print them to one of our copiers on our letterhead which is fed through the by-pass feeder. Is there any way to have the print settings locked in MF? That way you wouldn't have to change what paper drawer each time you start up MF.

While I am asking, here is another petty thing. When selecting from a drop down list, ie. customers, can it be made to scroll with the mouse wheel?

OK, enough for today, hope you have a Happy Thanksgiving as well.

. **Craig Hofer**

Craig,

As you've discovered, the Source setting under Print -> Setup is active only while MF is running. Once the program closes, the setting reverts to whatever Source or Paper Size you've dialed in under Windows for that particular printer. That follows Microsoft guide lines, and I don't think I want to mess with operating system defaults.

The wheelmouse is expected to become enabled with the next version of Clarion (the language MF is written in). Actually, you might find typing the first letter of the product ("L" for Letterhead) quicker than the mouse anyway. If there is more than one product beginning with the letter L, this will only take you to the first instance, but it will put you on the right page. Personally, I try to limit using the mouse as much as possible to prevent CTS.

. **Hal Heindel**

Hal, I never thought of typing the first letter. DUH! Thanks Again!

. **Craig Hofer**

Ink Color Price Question

Ink Color Price Question

Posted: 15 Dec 2005 11:06 am

Hal, is there a way to adjust individual ink color pricing? We print Reflex and Black several times a week and usually never charge extra for Reflex. If not, I don't feel it is worth tinkering with it. I can just lower my dark color price.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, no, there isn't. You've raised a good point, though. I know that some printers have "color days" (if it's Tuesday, it must be free PMS 185). That usually doesn't affect estimating, because at the point of quoting, you don't know when the order will come in. But it would be a useful feature in Order Entry.

The color day approach is probably the one we'll go with in MF Gold. In other words, have a calendar with free ink colors for specific days. In your situation, you would simply make Reflex Blue the free color for every day, in which case even MF Silver could waive the washup charge. I'll put it on my list of things to do.

At the moment, I'm just finishing up the paper revisions. Selecting paper is now at the point where it not only feels right, but comes with a pre-loaded XPEDX Paper Shop file, something we had planned to include from the very beginning.

. **Hal Heindel**

Sounds like I will be changing paper prices in the future.

. **Craig Hofer**

You won't have to change them because of the revisions. The old file structures will remain as is, only the names will be different. That, and making paper easier to enter. One of our objectives was to make the distinction between the different paper categories self-evident. The old "Vendor Paper" needed explaining from the start, and "One-Price Paper" and "Multi-Price Paper" didn't exactly turn on a string of lights either.

So, for better or worse, the old "My Paper" will in the future be known as "My in-Stock Paper." What used to be "One-Price Paper" will become "My Buy-as-Needed Paper." Both will be under the heading of My Paper and will be joined by a new category, "PaperShop Paper" (pre-loaded with XPEDX cut-size paper and envelopes).

Because all three can now be selected from a common browse box, we can (a) dispense with the third entry button on the quote form, and (b) forget about having to add a fourth button for the new PaperShop paper. I wasn't thrilled about having three buttons for paper, and that fourth one just wasn't going to happen. More on this in a few days.

. **Hal Heindel**

Ed. Note: Enhanced Ink Pricing now standard in all Editions.



Color Photo Scan Prices

Color Photo Scan Prices

Posted: 20 Dec 2005 02:36 am

I tried to enter \$5 for a small color photo scan in the Prepress section, but the program keeps changing it to \$8.10. I have been working on the Silver edition to see if it will work for our small print shop. We have a Heidelberg GTO 46 press and use metal plates. We do most of the perforation, scoring and numbering right on the press while we print a run, and I am not sure if your program is set up for this kind of Postpress. I will continue to use our old estimator (Franklin book and pencil) and try to use Morning Flight.

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Hi Daryl,

I'm assuming you've entered a conversion rate for Canada when you installed Morning Flight. At a 1:1 rate, the minimum charge for a small color scan would be \$10 U.S. with data validation ON, \$5 with it OFF. As you seem to have discovered, data validation can be toggled with the umbrella button. There is a work-around if you think scanning charges are still too high: You can enter a quantity discount of 40% and set the minimum range to 1 (as in 1 - 9).

The program doesn't explicitly support in-line postpress for offset, but that shouldn't present a problem unless you offer such services at no extra charge. If you do charge for them (as most printers would, since at the very least there is additional setup), you can either use regular Morning Flight postpress charges for perforating and numbering, or define your own as "My Postpress" items.

In case you're wondering why Morning Flight imposes minimum and maximum charges in the first place, it's because the program is designed to be used by office staff with limited estimating experience, not just by the owner or manager. An inexpensive "wrench" utility (TBA) will allow the program administrator to expand or narrow the validation range across the board.

..... **Hal Heindel**

Four Numbering Machines

Four Numbering Machines

Posted: 17 Feb 2006 12:55 pm

Hi Hal

I am working on a Lotto Ticket which we print 2-up. With the numbering on the stub and on the ticket we use four numbering machines on the Press (GTO). Would it be possible in the Postpress section under numbering to have a choice of 1 to 4 numbering machines and have an increase in the setup per numbering machine? Or is there a different way I could do numbering? This also pertains to Perforating and Scoring (1 row to 4 rows). Thanks.

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Hi Daryl,

Changing the program to accommodate what you're asking would require a major rework, but there is an easy solution now: My PostPress. Instead of charging the standard numbering for the Lotto Tickets (with a default setup cost of \$25 and a per 1,000 cost of \$23), make a new My PostPress item called "4-up Numbering" and simply quadruple the setup cost to \$100 (or whatever value you care to charge).

Ditto for Perforating and Scoring. Note that you can accommodate a double parallel score with standard scoring, i.e. without having to set up a My PostPress item. Please let me know how that works for you.



FYI, the Cobra Dragonsnake in your avatar just sold at an auction in Boca Raton, Florida last Saturday for \$695,500.00 US. Have a great weekend.

..... **Hal Heindel**

When do I receive my check for the car? lol

..... **Daryl**

Daryl, that's the same question I hope to be asking after the Memorial Day weekend in May. On that weekend, Jezebel Blue, my own Dragonsnake will be up for auction at the Mecum Spring Classic in Belvidere, Illinois.

One of the reasons for selling the car after 39 years of ownership is Morning Flight, indirectly at least. When I launched the program in April of last year, I never imagined it would be installed in nearly 1,200 print shops worldwide within less than a year. But I knew going in that Morning Flight would take precedence over the printing activities of Unitac, so to free up my time, that part of Unitac will be sold this year as well. After all, there is the question of the overdue help system and manual, and the Booklet Module, and Morning Flight Gold . . . not to mention some really cool projects on the horizon.

About your check, you'll have to ask J.J. Rodman, the previous owner of that other Dragonsnake. He's probably sitting in the sunshine, surrounded by Margueritas and sipping on a cold beverage with one of those tiny umbrellas sticking out of it.

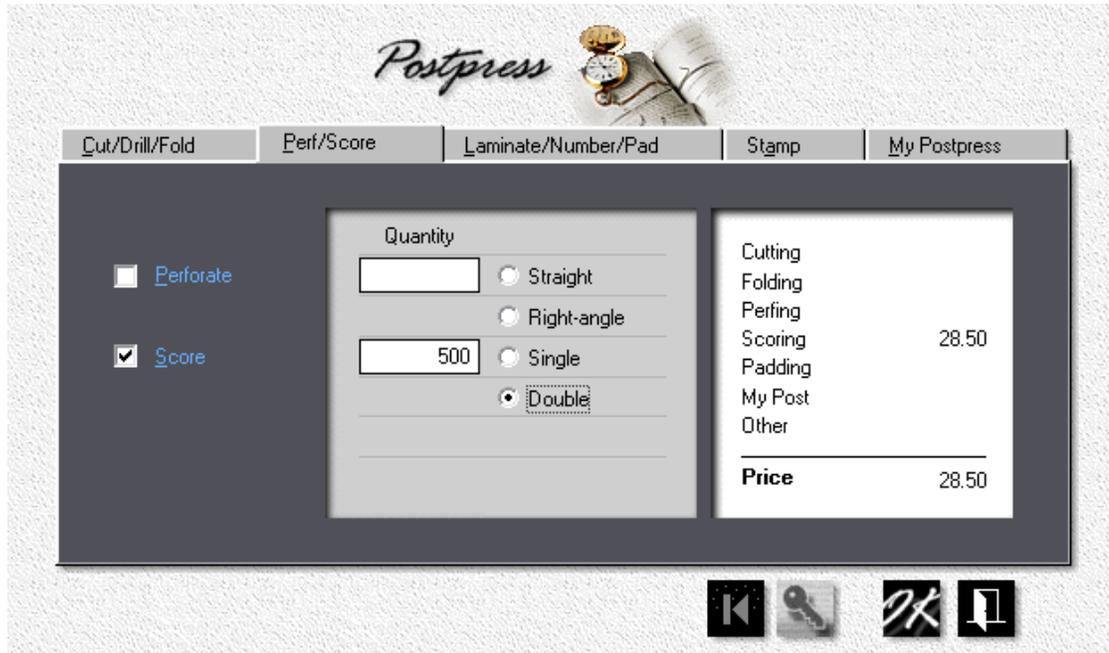
..... **Hal Heindel**

I got the Four numbering machines figured out and it will work fine, but I can not see anything about a double parallel score. Help!

..... **Daryl**

Morning Flight uses a built-in factor to calculate double scoring (set at 1.8 but user-adjustable with the "Wrench" tool when it becomes available). The price charged for a double parallel score is made up of the setup cost (1x), plus the single scoring cost times 1.8. Although you won't find double scoring in My Shop, you will be able to select it when doing a Quote.

..... **Hal Heindel**



Cost Question

Cost Question

Posted: 26 Feb 2006 10:39 pm

With all the reports I can generate (Timesheets, Priceshets, Quotesheets) is there any way to generate a report that would tell me what it costs to produce the job vs retail cost?

I know, I know here goes that PIA from Ohio asking for more, just thought it might be a good way to track our pricing. Just wondering.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, probably not for estimating because actual costs would, at the estimating stage, be no more than "guesstimates." To calculate real costs once the job has been completed would require time tracking. In small to medium size shops (Morning Flight's target audience), that means recording the actual production time at each station, either by hand on the job ticket, or with punch cards on dedicated time clocks. Automated time tracking is not an option. The hardware cost alone would buy a small house.

What you'll find in Morning Flight Gold, either built-in or as an add-on, is a hybrid: Computer tracking for desktop publishing and merchandise, and manual recording (no time clocks) for the press room and finishing. Don't know yet whether bar coding will be part of it. That's still a ways down the road, but I'm always open to suggestions.

..... **Hal Heindel**

That works for me! I just thought I'd ask.

..... **Craig Hofer**

Paper Cutting Question

Paper Cutting Question

Posted: 28 Jun 2006 05:15 pm

How hard would it be to make the paper cutting guide printable? I find it easier to hand that off to the cutter when I need sheets cut from full sizes. It makes it so much easier to see how to cut it. Thanks.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio



It's not trivial, Craig, which is why that feature is still on our to-do list. What we've done in our own print shop in the past is use "Snag-It" from TechSmith, an inexpensive screen capture utility that let's you output any area on your screen directly to your default printer. Not very elegant, but it works.

<http://www.techsmith.com/snagit.asp>

..... **Hal Heindel**

Great minds think alike, that's what I do now as well.

..... **Craig Hofer**

Pricing Levels

Pricing Levels

Posted: 01 Jul 2006 01:30 am

It sure would be nice if pricing could be set up in levels, eg. level 1 would be the least and level 5 the higher price. Setting the level would affect all the pricing in the estimate.

..... ficolaredo

Joined: 08 Nov 2005 Posts: 2

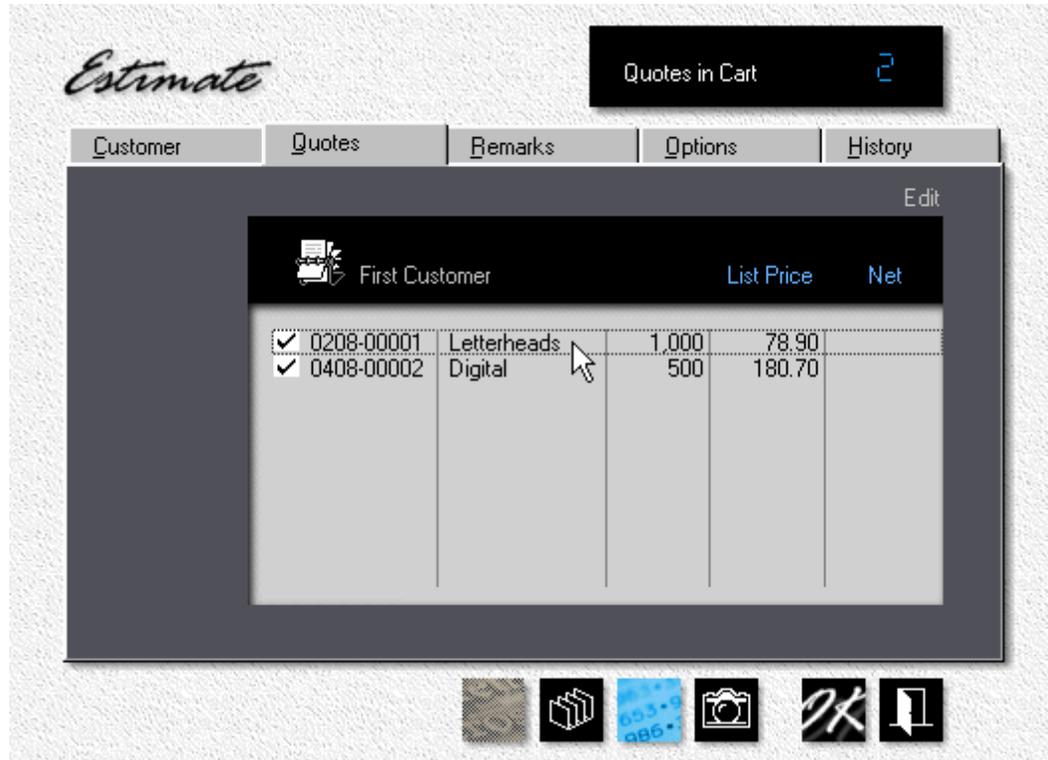
Judging from what you're asking, you already know that Morning Flight lets you adjust prices up or down, both by individual customer and by specific job. For the benefit of users who aren't familiar with the procedures, here is how:

The screenshot shows a web interface for managing customer terms. The main heading is "Customer" in a cursive font. Below it are tabs for "Address", "Contact", "Terms", "Notes", and "Stationery". The "Terms" tab is active, showing a form for "ACME Pacific". On the left, there are several settings with radio buttons: "Payment" (50% Deposit/C.O.D.), "Tax District" (Tax Free), "Ship to" (Same), and "Ship via" (Call when ready). The main area contains a table for pricing adjustments:

ACME Pacific	
Credit Limit	1,000
<input checked="" type="checkbox"/> Reduce Prices	5.0%
<input type="checkbox"/> Increase Prices	
<input checked="" type="checkbox"/> Charge Tax	0.00%

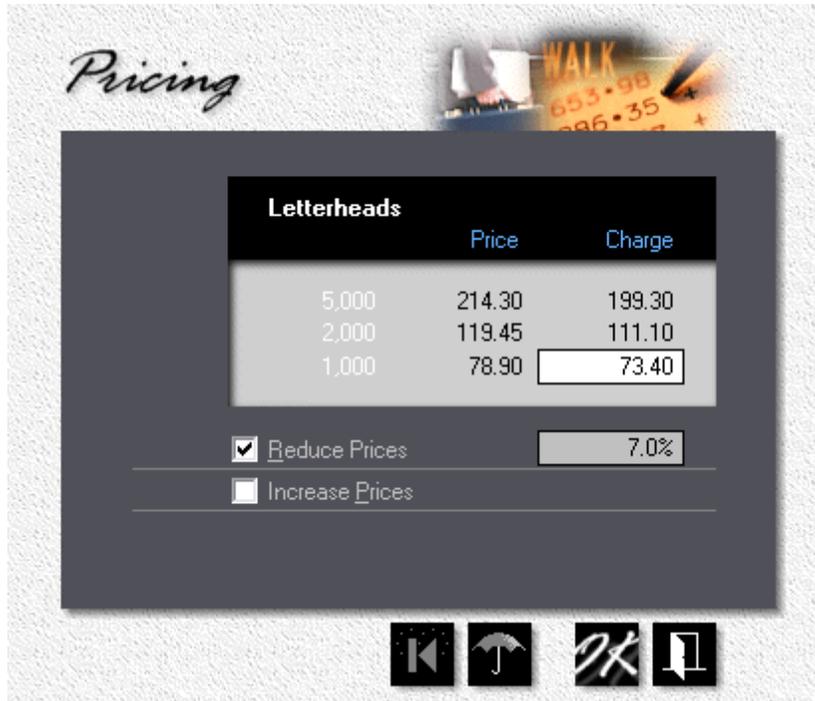
At the bottom of the form are four icons: a printer, a refresh, a checkmark, and a back arrow.

For individual customers, enter the trade discount under "Terms -> Reduce Prices" in My Store -> My Customers -> Change Customer. Here you can also add surcharges for customers that are either a credit risk or are difficult to deal with.



To adjust prices on a specific job, select the Quotes tab in the Estimate Writer, then position the highlight bar over an active (checked) quote item. Use the up- or down-arrow keys; using the mouse would activate/deactivate the item. Now click the blue Price button and enter the price you want to quote for the lowest quantity. That will do two things:

1. Calculate the percentage of the price increase/reduction
2. Adjust the price of the remaining two quantities to that percentage.



Note that any price adjustment will apply only to the item that's highlighted, not the entire estimate. The internal Price and Time sheets will always reflect the actual price calculated by Morning Flight, but on the Estimate you send or e-mail to your customer, that job will be priced lower.

Now, to your request for Pricing Levels: Why not have different, across-the-board levels, like those found in the Crouser Guides? The short answer would be that I disagree with it on strategic grounds. That would be true, but the reasons go much deeper than that.

However, let's start with why it isn't good pricing strategy. One of the quickest ways to lose a customer is to price 1,000 of that customer's letterheads at \$50 last month (level 3), at \$40 today (level 2), and at \$60 next month (level 4). If a temporary slowdown forces a price reduction to at least cover your overhead (or a sudden influx of orders lets you raise prices to make up for those reductions), there is an easy way to do that in Morning Flight: adjust hourly press rates.

The problem with price levels is that they're too broad, too much of a shotgun-type remedy. On some jobs, changing from level 3 to level 2 may merely lower your profits. On others, it will mean you're selling below cost. Changing hourly press rates is just as broad and no better that way. That's why in Morning Flight we've decided on a more targeted approach, by allowing price adjustments on a job-by-job, as well as on a customer-by-customer basis. My advise though is to still sprinkle lightly. One of the chief benefits of using an estimating program is consistency. Each arbitrary price adjustment flies in the face of that.

While implementing levels in Morning Flight would be easy enough to do technically, here are some less obvious factors to consider:

Ease of Use. Morning Flight is designed to let office staff handle the low end quotes, freeing the shop owner or manager to focus on the heavy lifting. Price levels would negate that. Job-by-job adjustments, on the other hand, can always be left to the discretion of the owner/manager.

The Internet. Somewhere down the road (past the User Manual, the Gold Edition, and the Booklet Module), you'll see a PrintFire program that will offer your customers an "Electric Catalog and do-it-yourself Price List for Printing" on your own web site. When that happens, price levels - and most price adjustments - will become untenable and go flying out the window.

Given that we already have two options available (three if you count hourly press rates), adding yet another has the potential of making price maintenance an administrator's nightmare. Any thoughts on that from other users?

. **Hal Heindel**

AMEN Hal, I could not have said it better myself.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Print Price Quote without Ink

Print Price Quote without Ink Price

Posted: 09 Nov 2006 07:20 am

Hi Hal,

I've been using Morning Flight for every quotation for several months now, and I'm very pleased with it. I simply like the way it works.

I have also another price calculation application for which I pay 900 euros a year! At the end of the year I will stop using the other application because it's not user friendly at all. I had almost no difficulties changing the MF parameters to have similar price results. As soon as the Gold edition is out I will be the first one to buy it.

Anyway, great work and "chapeau" with this forum, it's one of the best I read, thanks to you and

Craig!

I have one question though! Is it possible to print a price quote without ink price mentioned on it? My clients don't have to know how much I charge for ink. Can't it be added to the product part in the quote? You probably did it this way because if there are two or more quotes with the same ink, you can see how much the ink cost is and only charge it ones, when printed all works together.

If it isn't possible, no big worry! Many thanks, Wim (your happy Belgium user)

..... **WimDeFour**

Joined: 21 Oct 2006 Posts: 4 Location: Belgium

Hi Wim,

First, thank you for your kind words. It never fails to brighten my day when I learn that people all over the world find Morning Flight not only useful, but enjoyable to work with.

I was putting some time into the help system when your message came in. Not sure I can explain why, but every time I finish a chapter or a topic, it feels as if the program is shedding a piece of its shell. Comments like yours tend to charge the batteries. Needless to say, I'm also delighted that Morning Flight is able to save you 900 Euros each year. Can't speak for Craig, but I'm sure he feels the same way.

Assuming you're using the Silver Edition, you can suppress the ink message in Estimates by unchecking the "Show Ink Savings" box in the Estimator window. I have a feeling that's not what you're asking about. Can ink charges be combined with product costs in Price or Quote Sheets? No. Mainly for the reasons you mentioned.

One of the problems with estimates, of course, is that you never know how many of the items you quoted on will actually be ordered. Even if they all are, will the orders be placed at the same time? If not, there may not be any ink savings.

Let me know if I have answered your question. BTW, I stopped in Belgium a couple of months ago on my way from London to Amsterdam. First time through the Chunnel.

All the best, Hal (your happy USA developer).

..... **Hal Heindel**

Hi Hal, the happy USA developer, thanks for your quick reply (as usual on the forum).

I see where I made a mistake. I always printed a quote sheet (via print menu). On this sheet the

ink price is always mentioned. After reading your reply I realized this was not the proper way to make an estimate quote. With the "Estimate Manager" I can get an actual letter to give to my customers instead of the quick quote sheet. The "ink savings box" is a nice tool to, a customer always likes discounts or savings!

A few months ago, I was looking for an estimate application. It was late in the evening when I discovered the printfire site. My first impression was: this is too good to be true! I read the forum the whole night long, the next morning I started using MF and from that day on I used my expensive application only for reference estimating.

BTW 1/ I wish I could say "A couple of months ago I stopped in Rochester on my way to Niagara Falls", I hope one day I can visit the States (NY state will certainly be the first one!). BTW 2/ Nice to see your passion for Old Cars, Jazz and Photography and Flying.

My passion: 'Fiat 500' (1968'er), Be-bop/ Post-bop/Cool Jazz, Digital Photography. The only flying I do is "Morning Flight"! Many thanks and enjoy writing the manual. It's probably not an easy job to explain everything in a logical way!

. **WimDeFour**

Hi Wim,

I see we share common interests: We both have a passion for Jazz and "Oldtimers," as you call classic cars in Europe. If you do get to visit upstate New York, I'd be happy to give you a tour of our friendly city. Rochester doesn't offer the kind of jazz clubs Brussels can serve up, but we do have a week-long jazz fest every year. Wouldn't be hard to find some vintage Coltrane.

As you've discovered, Quote Sheets are intended mainly as supplements to Estimates, to give your customers a detailed breakdown of costs, if that's what you want to do. That's also why ink charges are shown separately on the Quote Sheet, but are included in the price of the Product on the Estimate. The difference between a Quote Sheet and a Price Sheet is that the Quote Sheet reflects discounts and surcharges set for each customer, whereas the Price Sheet always shows the actual prices generated by Morning Flight.

The help system is now at a point where I can let the cat at least partially out of the bag. A web version of the chapters completed so far can be viewed at <http://www.morningflighthelp.com> by Forum Insiders. It will be a few more weeks before I can announce it on the PrintFire web site. Plans are to keep the Help site active for the Free Edition, and to also include a compiled .chm version of it with the program.

Comments are always welcome! Good or bad (especially if bad), we'd like to know.

. Hal Heindel

Digital Envelopes

Digital Envelopes

Posted: 18 Jun 2008 11:47 am

Hi! I have never posted to a forum in my life so forgive me if I don't follow any protocol or am posting this in the wrong section. First, I love the Gold Edition!! I have been using it for some time now and it makes the printing life a hell of a lot easier. My IT Guy just got the program on our server so I look forward to being able to update the Job Tracker from different stations in my shop. AWESOME! Anyway, I have a question. Is it possible to get a fix so I can do envelopes on my digital machine? Or am I missing something? I run small quantities of envelopes quite often on it for announcements and such. I have downloaded the fix for "board" weights and if you're still wondering what digital machine can handle over 300gsm, that would be my Xante Illumina. They just released a new version that can handle up to 502gsm! (I have the 427gsm model). Well, I appreciate any help or advice you can offer.

. Keith

Joined: 20 May 2008 Posts: 1

P.S. Sorry for the long post. And I can't wait for the booklet module as well as the official release of the Gold. Oh, hell, I can't wait for any improvements that you may be considering (wide-format, AR, etc).

Hi Keith,

This being your first post anywhere, you sure made it a good one! I was wondering when the digital envelope question would pop up - it's been gaining on us for a while now. Before I get into that, though, let me thank you for that ringing endorsement! We always hope Morning Flight makes life easier for the more than 4,200 users throughout the world, but it's nice when someone actually says so.

Now, to your request. Modifying the program to accommodate digital envelopes isn't quite as easy a fix as changing the "board" weight. It's doable, however. I've put it on our list, to be tackled after completion of the Booklet Module (still on track for release by the end of summer). In the meantime, here is a workaround:

First, make sure the minimum sheet size for your Digital Press is small enough to accept the size envelope you need to print. If necessary, click the umbrella to expand the validation range.

Name	Size
#10 Envelope, D1/0	4-1/8 x 9-1/2
<input type="radio"/> Digital, D1/0	8-1/2 x 11
<input checked="" type="radio"/> Digital, D1/1	8-1/2 x 11
<input type="radio"/> Digital, D4/0	8-1/2 x 11

Weight	Name	Color	Type	Size
24 lb	Classic Crest Envelop	White	Writing	4-1/8 x 9-1/2
166 lb	Test of 450 Gsm	White	Cover/Label	8-1/2 x 11
60 lb	Test of Folio	White	Book/Text	23 x 35

Next, create a new Digital Product as shown above, along with matching Paper (in-Stock or as-Needed) in the Writing category. The paper category is the key here. Saving the paper as an envelope won't work or we wouldn't be having this conversation. When you create the new product, make sure the press sheet size is the same as the product size.

Voila, digital envelopes . . . sort of. I say sort of because there's no validation. When you set up a #10 envelope as a digital product, MF will happily let you to print that envelope 2-up on an 8.5x11" sheet. But that's the only caveat.

The screenshot shows a 'New Print Quote' window with a blue header. It features a printer icon and the text 'Xerox' next to a quantity field containing '1,000'. Below this, there are three rows of product and paper information:

- Product:** #10 Envelope, D1/0 (4-1/8 x 9-1/2, printed 1 Side) with a price of 14.70. It includes an 'F2' button and a radio button.
- Paper:** 24 lb Classic Crest Envelope (4-1/8 x 9-1/2, White) with a price of 21.05. It includes an 'F3' button and a radio button.
- Digital:** Digital 1-Color on front. It includes an 'F4' button.

Glad to see you on the Forum, Keith!

..... Hal Heindel

Merchandise

Merchandise

Posted: 01 Jul 2008 02:25 pm

Hi Hal!

I was wondering, is it possible to have prepress in merchandise? So, when I quote or write up a ticket it would be possible to add design time? I'm still tinkering with Flight Engineer and I have a question brewing ... !

Thanks,

..... **Keith**

Joined: 20 May 2008 Posts: 7

Hi Keith,

The only way to add Prepress to Merchandise is as "Setup" in the per 1,000 category. I can see where you're coming from, though. Purchased products such as 4-color Postcards, Wedding Invitations, and Presentation Folders are usually priced per lot by the vendors. It would be nice if you could add Prepress in that category as well. This is another feature that's doable, but only with major surgery.

Now that we have the Booklet Module nearly complete, I'm toying with the idea of "Projects," a sort of container product that can hold a mix of Products, Merchandise, and even Booklets. That might be a solution for what you have in mind. For instance, you could combine two Merchandise items into a single Project, one time-based for Prepress, the other priced per lot.

When you come down to it, Projects actually have a lot in common with Booklets. One holds signatures, the other a variety of Products. Considering that a GBC or spiral-bound Booklet can hold anything from Postcards to Envelopes to Carbonless Forms (all Products in their own right), there really isn't that much of a difference. If anything, Projects would be more free-form than Booklets. In a Project, any Product or Merchandise item would be valid. The Project only acts as a wrapper. Booklets, on the other hand, need to be more selective. There's a limit to what can be saddle-stitched.

Just thinking out loud.

..... **Hal Heindel**

Booklet Module

Booklet Module

Posted: 08 Nov 2008 05:08 pm

YAAAAAAAAAAAAAYYYYYYYY!!!

Hal, it's awesome! I was out all day Friday, so on Saturday morning; I thought I'd check the forum (I'm kinda quietly obsessive like that). Low and behold, there it was! So I came to my shop on a Saturday (I only live two minutes away) and I immediately downloaded the Gold and Engineer updates. I noticed the change with the repeat order. What are some of the other improvements?

Anyway, I can't wait till I come back in on Monday morning! I have two booklets to quote. Of course, one of them is an odd size so I'll get to push the limits of this new addition.

So here's a big "Thank you!"

..... **Keith**

Joined: 20 May 2008 Posts: 7

P.S. Soooo . . . when is the Wide Format Module coming out?

You're welcome, Keith. Appreciate the compliment!

This thing has been a monster to tame, so I'm as anxious as you are to see how well it works for you on Monday. Aside from the Booklet Module, the big change in all three editions is the way Custom Products are entered. Offset, Copy, and Digital are now all on the same tabbed window, allowing a quick check of which method is the least expensive for a particular quantity.

That and the change in default pricing for Copies and Digital have earlier been announced at <http://www.mymorningflight.com/forum/showthread.php?t=5>

The rest are incremental improvements too numerous to list. Seeing that both the Silver and the Gold betas are still free downloads, it's clearly a good idea to upgrade. Beta versions of all

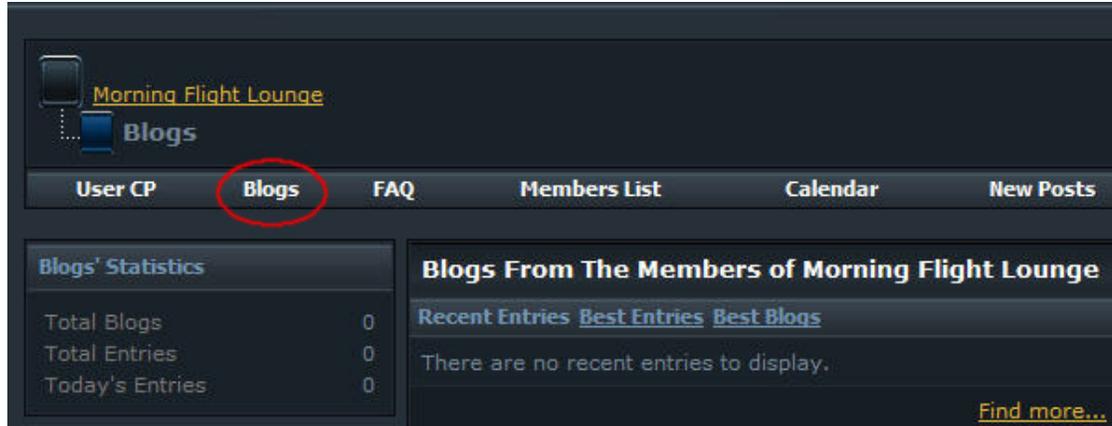
Morning Flight programs don't expire or self-destruct at the end of the test cycle - they can legally be used forever.



About Wide Format Printing ... still only a sideways glance. The research alone will probably take six months. There's hardly any comparative pricing information available on Google, and what little there is supports mainly architects and engineers. I suspect that once our homework is done, the actual coding may well be the least of it.

In any event, we have a bunch of other pressing projects on the burner ahead of it, with a Forum Makeover topping the list. The amount of spam is now mind-numbing. Between 11 o'clock last night and 6 o'clock this morning alone, 43 spammers tried to register. These days, that's pretty much the norm. In the time it took to compose this message and do the screen captures, nine more spammers lined up at the door.

Fortunately, the new Morning Flight Forum is already up and running. Unlike the current open-source phpBB version, the new Forum is a commercial vBulletin product from the UK that offers much better spam protection. It also comes with custom styles, avatars, attachments, photo albums, even a private blog area for each user.



Membership will be by application to the Administrator only. That should keep out the spammers. For a preview, visit <http://www.mymorningflight.com/forum/index.php>

If anyone would like to sign up in advance, just drop me an e-mail at hheindel@msn.com. On the new forum, everyone will fly First Class. I hope I get to welcome all current members at the Morning Flight Lounge!

..... **Hal Heindel**

Wish List

Adding a 'Save As' Function

Adding a 'Save As' Function

Posted: 29 Dec 2006 08:57 am

When making a quote, can you add a save as function? Let's say I have a customer who wants an estimate with a lot of pre/post press items and decides the next day they want to change the number of ink colors. I could open the old quote, make the requested changes, and save as a new quote so I could print them both on the estimate. Who knows, it may already be there, but in my coffee induced state of mind I am overlooking it.

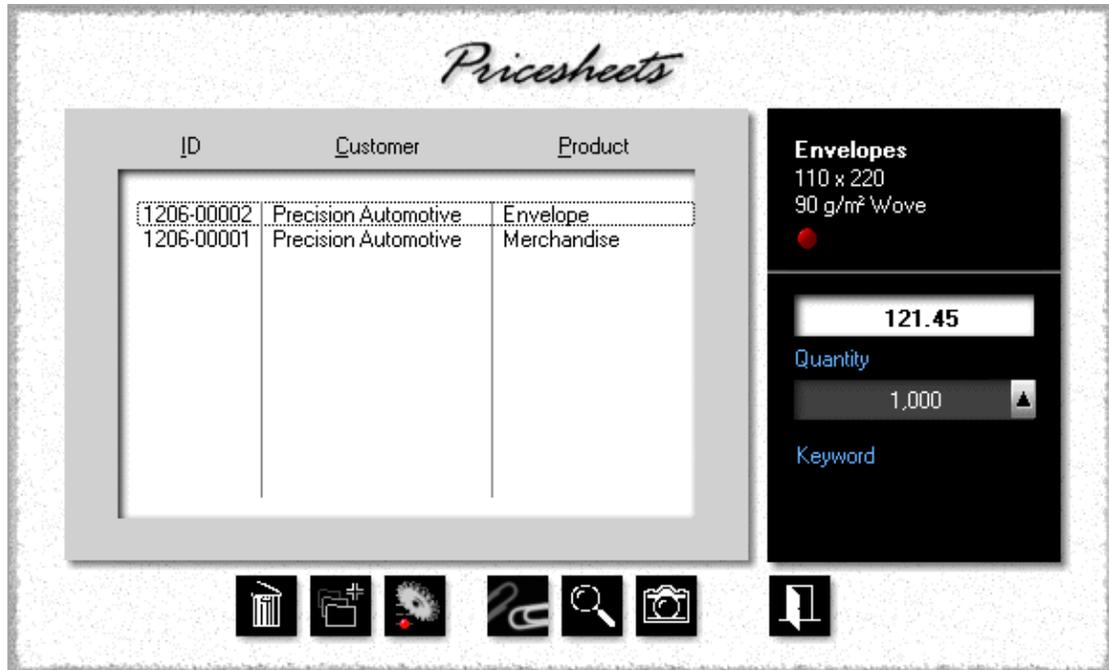
..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, wonder what people did B.C. - Before Coffee? I'm an early riser (4:30 to 5:00 AM), so by eight o'clock in the morning, I'm usually on my third cup. Could be how "Morning" got into

Morning Flight.

It's not often that I can get ahead of you, but here it is:



From the Main menu, go to Quote Price > Edit Quote. Highlight the price sheet, then click the Paper Clip button. That will copy the price sheet to the Windows Clipboard. Open the New Print Quote window, then click on the Paper Clip button there to paste the price sheet. Make the changes, then click Ok to save the price sheet as a new Quote.



Incidentally, in the New Print Quote window, the paper clip button is sort of a chameleon. It changes to a "paste ink colors" button when you're quoting a stationery package.

..... Hal Heindel

Sweet! Just what I needed!

..... **Craig Hofer**

I just tried it with a quote made in November, but I can't make an estimate. When I select the customer it tells me there are no new quotes for this customer. When I pull up the quote it has a quote number with today's date. Any Ideas?

..... **Craig Hofer**

Craig,

When Morning Flight tells you that there are no quotes for this customer, that's not exactly true. What the program is telling you is that there are no valid quotes for this customer, quotes less than 30 days old.

Here is the dilemma (and I would appreciate any suggestions on this): When MF saves a quote, the prices remain static until the quote is edited. At that point, pricing in effect on the day of editing is applied and the quote is then saved with the new pricing. There is no grace period. When you quote 500 bulletins on Monday, then increase your hourly press rate on Wednesday, then requote with a quantity of 5,000 on Thursday, the customer is quoted the new hourly rate. The trigger is the edit. As long as a quote isn't edited, the old prices remain in effect.

That being the strategy, the program has to set a limit on how long unedited quotes stay valid. With MF, it's 30 days. After 30 days, the quote can no longer be included in estimates. My question is this: Do you think 30 days is appropriate, or should it be extended? It's not hardwired and can at some point be changed with the Wrench (TBA).

Getting back to your specific case, when the old quote comes in from the Windows Clipboard, the original prices come with it. So does the original date (only the quote number is changed to reflect today's date). Because November is beyond the 30-day period, the quote is no longer recognized for estimates.

I'll have to create some old quotes this morning and check whether, when the pasted quote is saved, it's saved at the original or current prices. Any thoughts on that? If prices are updated, then of course the date should also be reset to today's date to make the quote eligible for estimates for another 30 days.

..... **Hal Heindel**

If you updated a quote older than 30 days I would think that should make a new valid quote with current pricing updated as well. But I see where you are coming from as well with having a point where a quote is no longer valid due to price changes. Although if a quote is "saved as" a new

quote it should be a new valid quote. Nothing like typing and trying to think at the same time ...

..... **Craig Hofer**

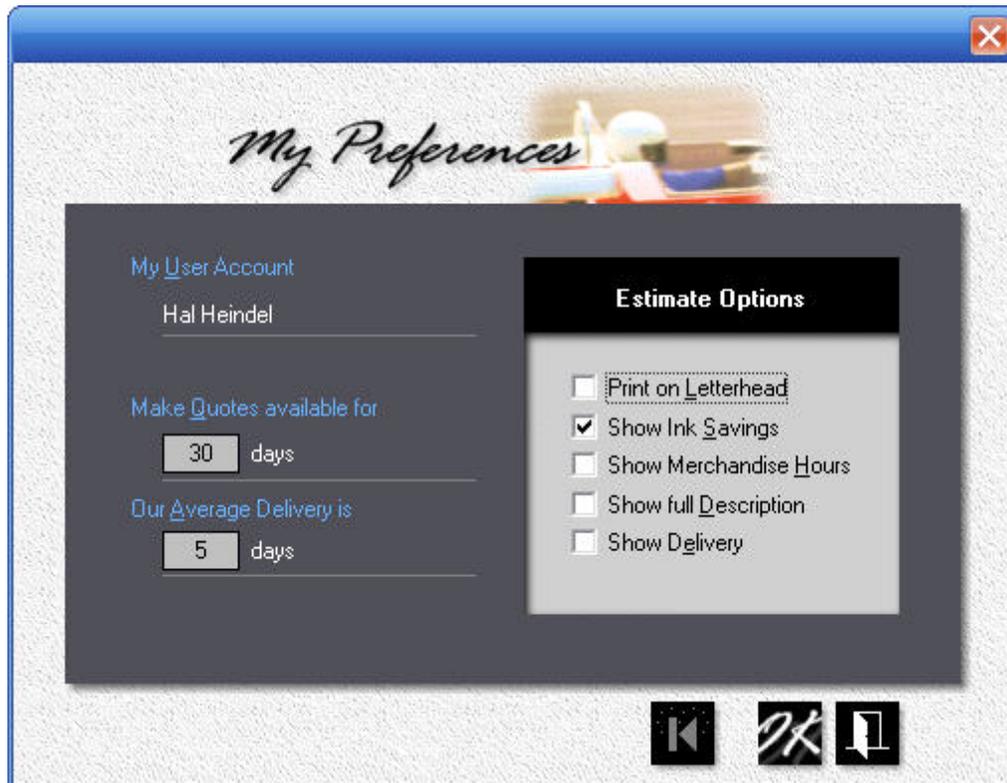
I agree, Craig. Especially because the quote coming in from the Windows Clipboard is automatically refreshed with current rates. We've modified Morning Flight (version 2007.1) to where the date is refreshed as well. That way the meter for the "Saved As" quote has another 30 days to run.

Incidentally, once a quote has been captured for an estimate, only that estimate can reuse it. That's to prevent any quote that has already been used in one estimate from having its price factor changed by another estimate, thereby changing the pricing of the first estimate.

Keeping all your ducks in a row with this stuff is enough to give you a headache.

..... **Hal Heindel**

Ed. Note: In current versions of Morning Flight, the number of days quotes are available for Estimates is adjustable (Main Menu > Write Estimate > My Estimate Preferences).



Color or Colour?

Color or Colour?

Posted: 09 Jan 2007 10:50 am

E-mail from Belfast: Setting up for UK doesn't change the American spelling of 'color' to the English spelling 'colour'. This looks bad in printed Estimates as it's obvious to the recipient in Northern Ireland that it isn't correct UK usage.

Goes to show once again that the U.S. and U.K. are two countries separated mainly by a common language. Actually, Morning Flight always adopted the British spelling whenever it generated its English language files outside the United States. Then we decided to include those files in the download to reduce wait times during the initial installation. And "Color" suddenly was no longer automatically changed to "Colour."

If your version of Morning Flight displays the American spelling when it shouldn't, try first to change your country to a non-English speaking country in My World, then change it back again. If that doesn't correct it, upgrade to the current version (2007.1). That will force the conversion.

Incidentally, if you would like to customize the English version even further, you can do that as well. First, change the language for your country from English to My Language, then use the built-in Translator (File > Translate . . . > Morning Flight) to rewrite any wording in the program.

Pricing Questions

Using Out-of-the-Box Prices

Using Out-of-the-Box Prices

Posted: 09 Oct 2005 04:43 pm

All estimating software is essentially cost-plus. The only other pricing strategy is what the market will bear, and I haven't found a program yet that will canvass your competitors, tally their prices, and then quote accordingly.

Morning Flight, too, is cost-plus out of the box. Once you've tailored the program to your local paper costs, Morning Flight prices will be reasonably close to the national average. That's not a

bad thing if you're just starting out and you're located in the United States. Won't help you much if your shop is in Singapore.

It's even less helpful if you've been in business for a while. At that point, using out-of-the-box prices (of any pricing system, not just Morning Flight) can just as easily break your company as make it.

There are now more than 400 registered users of Morning Flight, approximately 100 from outside of the United States. I'm asking all of you to please share with us some of your experiences. What steps did you take following the installation? How did you make Morning Flight work for you? And if you couldn't, what was the main obstacle?

No need to register to add a new post or reply to one here. You're welcome to contribute as a guest. My aim is for a lively discussion on this topic. Because everyone will benefit. Everyone can learn from someone else's lessons.

. **Hal Heindel**

The first step taken was to "play" with the press pricing to adjust them to fit our needs. Then I entered the paper prices to match what we are currently paying. After all that I entered the pre-press and post-press pricing. It was pretty straight forward, with a few bumps along the way.

I would pay attention to the fine adjustments with-in My Products, there you can fine tune each item by adjusting the properties. The only thing I would wish for is for the "default" Products to have adjustable properties.

The more I use MF the more I like it, I add products on the fly to meet whatever it is the customer needs. Adding paper is just as easy.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

The only thing I would wish for is for the "default" Products to have adjustable properties.

Thanks, Craig. If we did change Morning Flight to allow for adjustable properties (on Letterheads, size 10 Envelopes, and Catalog Sheets), would you need to adjust all specs are just the run properties (spoilage, makeready, run speed, etc.)?

. **Hal Heindel**

I would think just the run properties would work. For now I am making a "new" letterhead, #10 ... and using those as my "default" products. It just seems kinda redundant.

. **Craig Hofer**

Craig,

You're right, it does seem awkward to have to make three substitute products just because you can't change the properties of the defaults.

As you know, Letterheads, #10 Envelopes, and Catalog Sheets are the three standard products that serve as templates for hourly press rates. They're the anchors that keep the rest of your pricing ducks in a row. That's why we recommend precisely the route you've already taken: make not one new letterhead product but several, each one with a different makeready (and possibly other properties as well).

If we did decide to allow property adjustments, we could either (a) maintain the original defaults just for setting the press rate, or (b) black-box the adjustments to where they could only be made with a "wrench" (TBA). I'm going to take another look at business cards and other default products. There may not be a compelling reason why those couldn't be edited by the user.

Maybe the easiest work-around would be to just rename the standard products to something like X-LET, X-ENV, and X-CAT, then make three new products named Letterheads, Envelopes, and Catalog Sheets. This would allow you to adjust the specs of the new products to suit your needs. (To copy the specs of the original product into the new product, highlight the original in the My Products pick list before you click the Add New button.)

. **Hal Heindel**

I did just that. Maybe the default products should be the way you have them now or in a "black box" so that they couldn't be changed without a password or something to make them secure.

. **Craig Hofer**

Help with Pricing

Help with Pricing

Posted: 20 Dec 2005 05:32 pm

If someone could please help me set up this program for my brother's shop in Florida, it would be greatly appreciated. I am completely new to printing and I am

trying to set up Morning Flight. Is there someone out there kind enough to walk me through it? I do not understand all the terminology, and I have no idea what to charge. Our current prices are too high and I don't want to go too low.

..... **Christine**

Joined: 20 Dec 2005 Posts: 9

Never let it be said that we walked away from a challenge! Christine, first things first:

1. What kind of equipment does your brother have?
2. What are his bread-and-butter products, the things he prints most often?
3. How do you know your prices are too high?

Setting up Morning Flight is easy, but finding the right price level for your brother's business, that's going to take a little more work. Here is one thing you ought to do before working with the program: Have someone call five of your brother's nearest competitors and ask for a simple quote on some of the things your brother prints regularly. Say a one- and two-color stationery package, or envelopes and sell sheets (there are going to be five printers in Florida who'll hate me for this!).

Once you have the quotes, come back to the forum and we'll be happy to walk you through setting up Morning Flight for your brother's print shop. All the best, and Happy Holidays!

..... **Hal Heindel**

Hal, I PM'd her and gave her some starting points. I'm confident once she gets other estimates and has some idea what her market will support she can get a grasp with MF.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

This is the list of equipment in our shop:

- AB DICK 360 WITH A T-HEAD
- AB DICK 360 1- COLOR
- AB DICK 9810 W/ A T-HEAD
- POLAR CUTTER 25"/36"

- PADDY WAGON
- PAPER DRILL
- VARIOUS SHRINK WRAPPERS
- METAL PLATE BURNER
- SILVER MASTER COPY TO PLATE
- FOLDER TRI AND HALF 11"/17"
- 25" LAMINATOR
- HP INDIGO 1000 DIGITAL PRESS
- HP DESIGN JET 5000 PS LARGE FORMAT PRINTER
- IOLINE VINYL DIE CUTTER
- COIL BINDER
- COMB BINDERS
- KLUGE SET FOR #
- KLUGE SET TO DIE CUT
- BRAUSE HAND FED DIE CUTTER
- MOLL POCKET FOLDER (HAND FED) WITH DIAL-A-STACK ATTACHMENT
- HEIDELBERG WINDMILL FOR DIE CUT AND #
- XEROX COPIER

Here are the quotes I received:

500 LETTERHEAD 1/0

72.16 - 32.75 - 80.00 - 30.91 - 70.36 - 71.47

500 LETTERHEAD 2/0

131.30 - 87.00 - 140.00 - 76.00 - 128.00 - 136.88

500 #10 ENV 1/0

66.60 - 42.76 - 80.00 - 50.41 - 84.11 - 112.18

500 #10 ENV 2/0

96.60 - 75.50 - 135.00 - 82.00 - 138.00 - 177.59

500 1/0 BC

38.00 - 40.00 - 40.00 - 32.00 - 52.05 - 29.00

500 2/0 BC

62.00 - 65.00 - 50.00 - 48.00 - 52.05 - 67.00

3 PART NCR 1/0

148.10 - 122.95 - 140.00 - 133.08 - N/A - 162.87

3 PART NCR 2/0

178.00 - N/A - 205.00 - N/A - N/A - N/A

Twelve companies were called for quotes. Six responded, three of which had to be reminded the next day to send me an e-mail. (I used our personal e-mail account, the neighbor's phone, and a cheesy accent. I had a lot of fun with this part!) The N/A are things I asked to be quoted on, but was not.

As far as our bread and butter products for the AB Dick's, it's Letterheads, Business Cards, Envelopes, and Business Forms. On the Indigo it's Business Cards, Post Cards and Brochures (short runs). Our prices in this area seem Ok but I'm not sure how to get them into the Morning Flight program.

The letterpress shop is always hopping and we have prices for those items. We are the only full letterpress shop in the County. We might be the only Indigo shop as well.

I know our prices are too high because if we are not chosen for a job, I always ask the customer what they based their decision on so we know where we can improve. They always say price. That, and the staff has openly admitted that they don't know how to quote very well.

I should warn you that I'm blonde, left-handed, and Polish. So I will be asking a lot of questions. Thank you. Thank you. Thank you.

. **Christine**

Hi Christine,

I see you've done your homework (and had fun doing it!). There's no surprise in the wide range of prices you were quoted - from \$32.75 to \$80.00 for 500 1-color letterheads - or in the response to your queries. When we did the same research for our own print shop, we had one employee tell us "I can't quote you on that. I only work here." Really?!

Judging by your list of equipment and from what I gathered on your web site, the Indigo 1000 is your heavy iron. There's a new version of Morning Flight coming with

improved digital capabilities, courtesy of Craig and Automan. I'll let you know when it's ready for downloading. Let's tackle the digital pricing then.

Blonde, left-handed, and Polish works for me, Christine, so feel free to fire away with your questions. Before you do, though, let me know what you're currently charging for 500, 1000 and 3000 1- and 2-color letterheads, say on 24 lb white Classic Laid. I should have asked you that earlier.

After Christmas, I'll crunch some numbers to come up with suggested offset pricing. Your letterpress would be treated either as postpress (if it involves die-cutting or stamping of an offset or digital product), or merchandise.

..... **Hal Heindel**

The staff here had been using the formula - paper x 4 plus 15.00 per plate.

1 Color / 2 Color

500 77.62 92.62

1000 140.20 155.20

3000 390.60 405.60

What does CTP mean for plates? What is a washup? What is cut Bond in cut and drill? What is the difference between Pantone, HKS, Focoltone, and My System? How do I know if it is a one-price paper or multi-price? What is a makeready? I thought it was the sheets we use to set up a job on letterpress. Does the term have other meanings? Thank you again.

..... **Christine**

Hi Christine, and thanks for the pricing info. I'll take it from there. As for the definitions:

- **CTP** stands for computer-to-plate. This can be anything from a souped-up laser printer that can burn polymer plates, to a \$50,000+ dedicated platesetter. The idea is to have the desktop publishing done on a computer and go from there directly to plate.
- A **wash-up** is what you charge to clean the press after running color ink. Light color wash-ups cost more because you generally have to wash the press twice, once before the run to get any dark ink off the rollers, and once after.

- The reason MF specifies **Bond for cutting and drilling** is because it usually takes twice as long to cut or drill Cover. On the type of cutter found in a small shop, you can cut 500 sheets of Bond in one lift, but only 250 sheets of Cover. Once the program knows what you charge for Bond, it can calculate the cost for Cover.
- **PMS** (Pantone Matching System) is the color matching system we use in the States and in many countries abroad. HKS is favored in Germany, Focoltone (FOur COLor TONE) is found primarily in the Pacific Rim, and My System is what's left when nothing else fits.
- There will be an entire page explaining the different categories of paper on the PrintFire web site by this weekend.
- Finally, **Makeready**. It can include the paper you use to set up the press (although that's usually referred to as startup waste or setup sheets), but makeready commonly pays for the time it takes to adjust the press before you can start printing. In digital printing, for instance, Morning Flight defaults to 5 minutes for Makeready and 5 sheets for Startup Waste.

Hope this helps.

..... **Hal Heindel**

Hal and Craig,

Thank you for the information. You have no idea how much you are helping me and my family. You have been the most responsive to my pleas for help, and I can't thank you enough. Sincerely,

..... **Christine**

Hi Christine. Hope you had a nice holiday. After analyzing your prices and comparing them to what your competitors are charging, then to Morning Flight default prices (which generally follow the national average), you were right . . . you do have a pricing problem. In some cases, especially for 1-color and for the higher quantities, you're probably not getting much work. Your 1-color letterhead price for 3,000 is more than double the national average!

Your 2-color prices are more in line, but here too, some adjustments are in order. While your 1,000 price is fine (\$155.20 versus the MF price of \$146.45), your 500

price is much too low (\$92.62 versus the MF price of \$124.40), and your 3,000 price way too high (\$405.60 versus the MF price of \$233.10).

The problem, basically, comes down to the pricing formula you're using. Paper x 4 plus \$15.00 per plate is quick and simple but has little to do with your actual costs. That formula means that if you're printing 1,000 1-color letterheads on \$35.00/M Strathmore Writing, you would charge \$155.00. The same job on \$6.00/M Hammermill Fore Bond would only bring you \$39.00, yet you're doing exactly the same amount of work. The only difference is \$29 for the paper.

There's more. Printing 500 catalog sheets with 60% ink coverage would take at least four times as long to set up and print than 500 letterheads with an ink coverage of less than 10%. Not to mention the extra waste. That's if you would even consider taking a job with that much coverage in that low a quantity - Ok for digital, but a killer for offset.

The kind of paper you're printing on (writing or text versus cover, and uncoated versus coated) does have a small effect on cost, but not nearly as much as ink coverage.

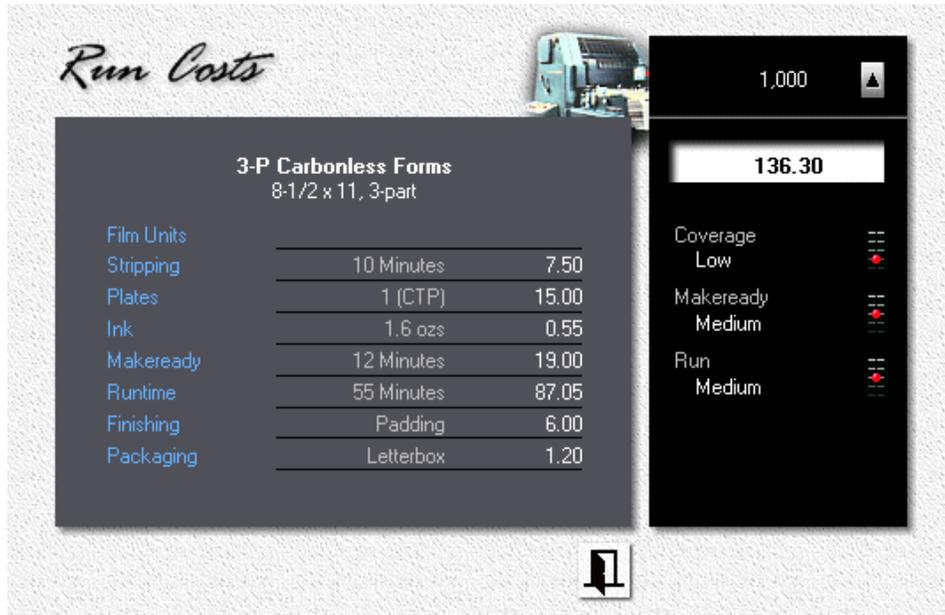
My advice is to deep-six the "Paper x 4 plus Plate" formula as soon as possible. Don't even try to align Morning Flight prices with what you've been charging in the past. Use MF defaults for new quotes and new customers, maybe increase the hourly press rate for the 1-color press by 10%. For reruns, check the previous order. If the price was much lower, raise it in increments so you don't risk losing the customer. If it was higher, why not leave it that way for the time being. Provided you're confident that your customer will stay with you at that level.

. **Hal Heindel**

I have set up the system with the standards you gave me and it has been working out well for us, but we are getting a few numbers that are questionable. I think we are overthinking the situation. On business cards, if we are printing 1000 cards, under quantity do we put the # of sheets used or the # of cards. The same question regarding NCR; the paper price is per 1000 sets, is it the same in the estimating screen? We are getting some pretty high numbers on these, but when I figure it out manually using paper cost and press time it is significantly lower. Also why do 250, 500, 1000 biz cards all cost the same for the paper? Thanks, Christine.

..... **Christine**

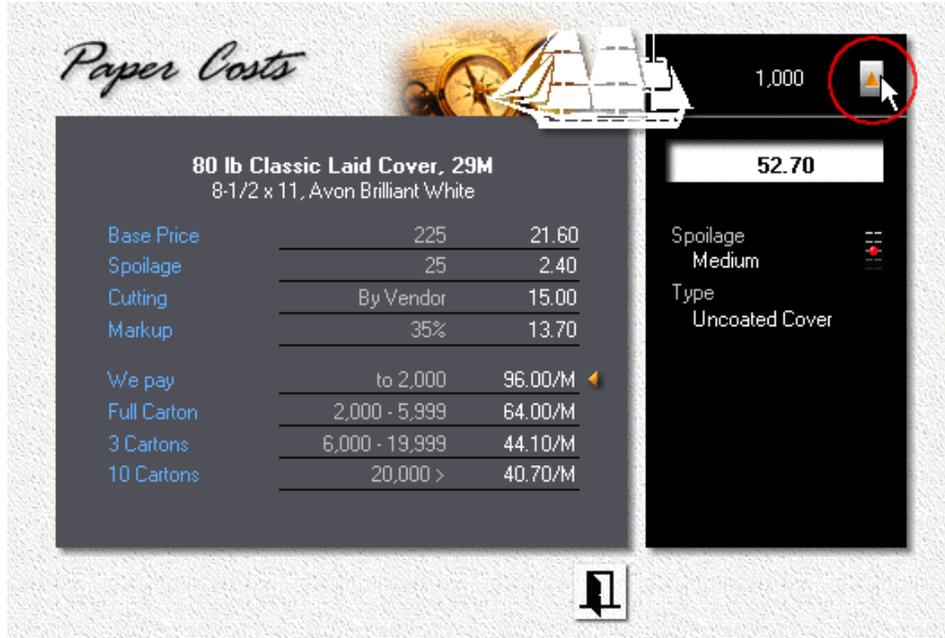
Hi Christine, glad to see you're making progress with your pricing. The quantities you enter in Morning Flight are always for the end product, not for the press sheets. To quote 1,000 business cards printed 4-up, you would enter 1,000. To quote 1,000 3-part NCR sets, you would again enter 1,000.



Click on the white product panel in the Quote screen (where the cursor changes to a camera icon) to see an itemized price list. That list will make it easier to compare MF pricing with your manual calculations and will also show you where you think MF may be too high.

The reason paper costs for 250 business cards are the same as they are for 1,000 is because Morning Flight assumes you can't buy paper in partial reams. A single 250-sheet ream of 8.5 x 11" card stock yields 2,000 cards. You can get around the 250-sheet minimum if you select My in-Stock paper. Here too, clicking on the white paper panel and then clicking on the up-arrow to change quantities will give you a better look under the hood.

..... **Hal Heindel**



Freight

Freight

Posted: 23 Dec 2005 09:09 pm

Hi you all, here is my question: How can I add the freight on my quote and also how can I charge for shrink wrapping+cartons? Thanks.

. **marc**

Hi Marc,

We purposely left out freight from estimates (it's included in the Gold Edition for invoicing), because at the time of quoting you don't know how many items your customer will order, or how many of each item. You can easily quote freight by adding it to the closing remarks of the estimate form, next to time of delivery.

Combining several packing methods gets a little trickier. Morning Flight makes certain assumptions when it calculates packing, such as 5,000 8-1/2x11 loose sheets per carton, and 500 sheets per shrink-wrap. Those assumptions often don't hold when you start combining. For instance, when you pack letterheads into boxes and then into cartons, that 5,000 per carton figure goes out the window.

That's where My Packaging comes in. Say you shrinkwrap per 500 (at 30 cents each) and charge \$2.00 per carton. That's a combined total of \$5.00, so make a My Packaging item of "Shrinkwrap in Carton" and set your per 500 cost to 50 cents, with a \$3.00 minimum (you'll have to turn off data validation - click on the umbrella).

If this comes up often enough, I suppose we could make it a standard packing item. Unlike some other combinations, the shrinkwrap in carton option is straightforward enough to fit into a formula.

..... **Hal Heindel**

Pricing Paper

Pricing Paper

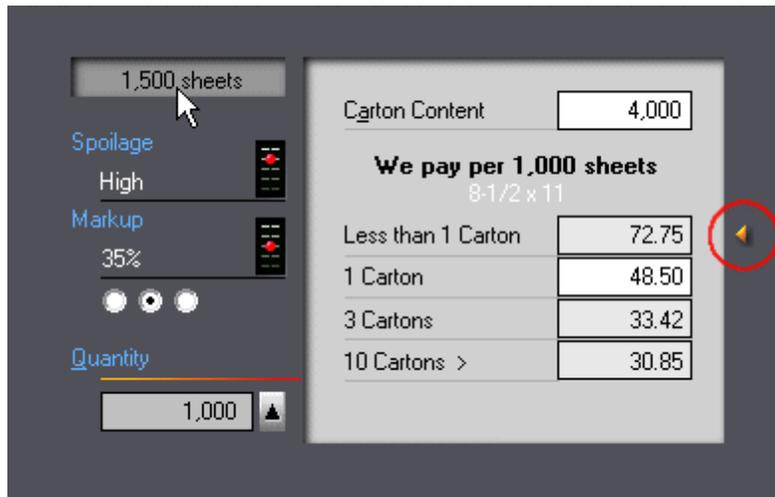
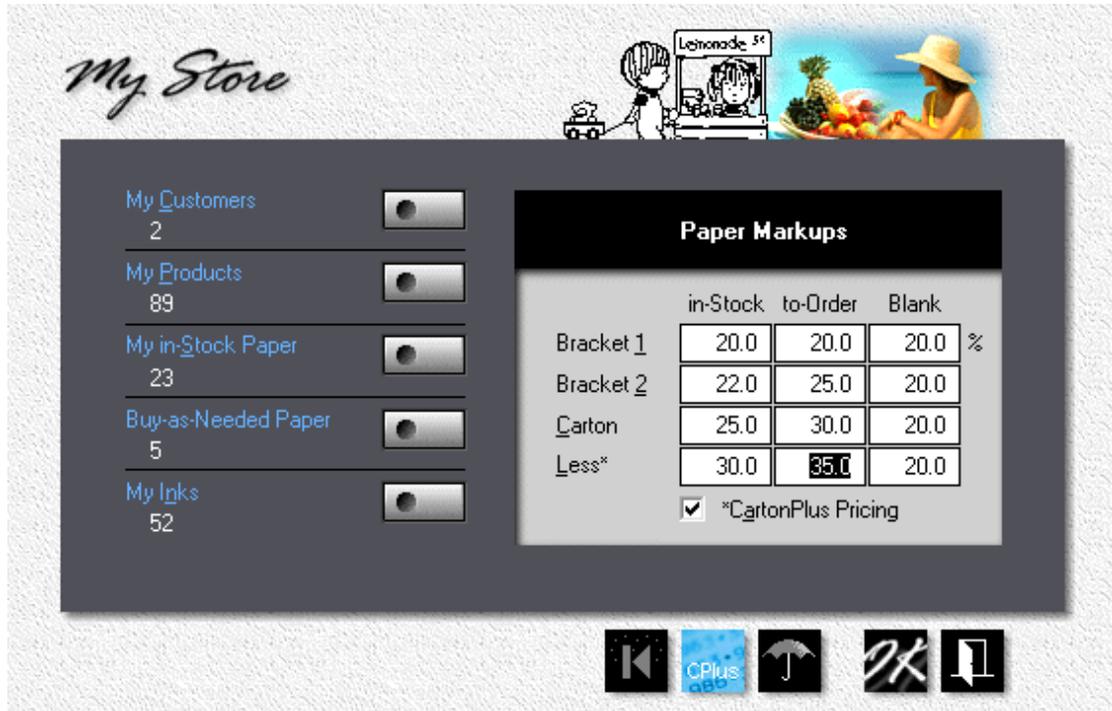
Posted: 29 Dec 2005 03:11 am

I am in a bungle here. If I add a paper and mark up: When I use it in a quote, the end price for paper is much higher than I would think. Is MF adding waste on press and an additional box or ream of stock? For example, stock which costs 48.50 per 1,000 at a 30% markup is showing 98.20 on the estimate. But I calculate it at 63.05 with no waste ... What is the default or am I just crazy ... Is there a work around? I was trying to set up a house stock we always use and have on hand.

..... **jbgrayinc**

Joined: 27 Dec 2005 Posts: 9 Location: West Linn, Oregon

Morning Flight always adds spoilage and markup to paper. When you loaded your house stock as Buy-as-Needed Paper instead of My in-Stock Paper, MF also took into account that you can't buy a broken ream for a specific job. With in-Stock Paper, you can take what you need and put the rest back.



The costs in your example break down as follows: Base price at \$48.50 for 1,500 sheets = \$72.75, plus Markup (35%) = 25.45, for a total cost of \$98.20. The 30% Markup you mentioned applies to a full carton. For 1,000 sheets we're looking at a broken carton. As you've discovered, you can change markup rates in My Store and make them all the same.

Here is that same quote when you add your paper to My in-Stock Paper (with CartonPlus pricing turned OFF in My Store): Base price at \$48.50 for 1,100 sheets = \$53.35, plus Markup (30%) = \$16.05, for a total cost of \$69.40.

To see how MF calculates paper costs in a quote, position the cursor over the white Paper

window to the left of the F3 button, then click to zoom. Any time you notice the cursor change to a camera, you can click to drill down and get a detailed picture of costs.

Incidentally, if you always use the same price for broken cartons as you do for a full carton, turn CartonPlus pricing OFF. CartonPlus is designed to give your customers a break when they order less than a full carton of any paper you keep in stock, paper for which you have to pay a surcharge whenever you buy a broken carton. That seems to be no longer the case throughout most of the United States.

..... **Hal Heindel**

Trade Pricing

Trade Pricing

Posted: 02 Jan 2006 02:47 am

I have two trade clients that account for about 45% of my quotes. How can I set up trade and retail pricing levels so I don't have to go in and fudge the numbers to make them work? Or can I load the program twice and set up pricing specific for my trade customers?

..... **jbgrayinc**

Joined: 27 Dec 2005 Posts: 9 Location: West Linn, Oregon

Jim, you could install Morning Flight twice, using a different directory, but there are easier ways to extend trade discounts.

Customer

Address Contact Terms Notes Stationery

Payment 50% Deposit/C.O.D.

Tax District Tax Free

Ship to Same

Ship via Call when ready

ACME Pacific

Credit Limit 1,000

Reduce Prices 5.0%

Increase Prices

Charge Tax 0.00%

Edit

Print Save OK Back

For specific customers, enter the trade discount under "Terms -> Reduce Prices" (My Store -> My Customers -> Change Customer). Here you can also add surcharges for customers that are either a credit risk or are difficult to deal with.

To adjust the price of a specific item, click the blue Price button on the bottom of the Estimate Writer. For more on Price Adjustments, take a look at Pricing Levels.

..... Hal Heindel

Book Pricing

Book Pricing

Posted: 16 May 2006 01:35 pm

Hi - excellent program by the way. I've just started to use it and am very impressed. However I have one question about book pricing. What is the difference between newsletters and book pages? What I'm trying to create is a quotation for a customer for a book/newsletter comprising of 3 11x17 pages, folded in half and stapled to make an 8-page booklet as well as a quote for the same product but with 4 pages folded and stapled to make a 12-page booklet. I can't seem to

find any way to create the quote and adjust the number of pages in the book? Any help would be much appreciated. Thanks, Sue.

. **prendervilles**

Joined: 16 May 2006 Posts: 5 Location: Zephyrhills, Florida

Thank you, Sue, and welcome to the Forum. Booklet pricing was initially built into Morning Flight, but we decided to make it a separate module. Until that module is released, you could make booklets a merchandise item as Craig has done. In other words, use Morning Flight to price the individual book pages, then manually add collating, binding, and trimming to come up with a booklet price. It's a work-around, though admittedly not a very elegant one.

. **Hal Heindel**

Thanks for your quick response Hal. I'll 'play around' with the pricing and look forward to the new module.

. **prendervilles**

Pricing 1-up versus 4-up

Pricing 1-up versus 4-up

Posted: 23 Jan 2007 04:14 pm

Hi Hal,

I have a problem quoting a 4C process work. I need a price for 4 x 1000 pages (100 mm x 205 mm). As those pages fit on one larger page, I calculated it as if it was a 1-up page and add some cutting costs in the postpress section. So page size and press sheet size were both 230mm x 440mm. I came up with a price of 370,55 euro.

Then I recalculated the same work 4-up, meaning the page size was 100 mm x 205 mm and the press sheet size 230 mm x 440 mm. This way I came up with a price of 183,55 euro.

Then I took a closer look on the run costs. In the first case the colour seps were 100 euro and on the other one 24 euro. My films are the same in size for both cases, then why isn't it 100 euro in both?

Stripping time was 3 hours 12 minutes in the first case, 48 minutes in the second. Runtime was

37 minutes in the first case and 9:10 minutes in the second. In both cases the press speed is set 7200 IPH. Why is there such big difference between the two? Which one is correct?

Many thanks, Wim.

..... **WimDeFour**

Joined: 21 Oct 2006 Posts: 4 Location: Belgium

Hi Wim,

If I understand the job description correctly, the first price would be correct. When MF is asked to calculate a 100 x 205mm job 4-up, it uses the same 100 x 205mm original and set of films to burn a 100 x 205mm image onto the plate via step-and-repeat. Your quantity of 4 x 1,000 implies four different originals, at four times the 24 euro cost for separations.

When a 230 x 440mm job is calculated 1-up, the size of the original and the corresponding color separations is now assumed to be 230 x 440mm (such as when you're printing a poster, for instance), at slightly more than four times the cost (100 euro vs. 24 euro). If you are working with four different originals as I suspect, your initial approach was right on the money. This is the scenario you would have to use, at least until the Booklet Module becomes available.

That accounts for the difference in the film and stripping prices. When you recalculated the job 4-up, did you enter a quantity of 1,000 or 4,000?

Good to hear from you. All the best for the New Year!

..... **Hal Heindel**

Hi Hal,

Also all the best for 2007. I'm working on a Dutch translation for MF. But currently I'm still using the English version.

Concerning my 4-up pricing problem, if I need to calculate a job with 4 different pages on 1 bigger page, I better not use the 4-up way? Even if I manually adjust the film pricing? So if I know the X-up way of calculating only charges 1 set of films, then I have to add the other ones. No big deal with that for me, just a way of working! But I can not do the same with stripping, I think. Is the stripping price in my first calculation the correct one?

My imagesetter can do the imposition for me, so all 4 pages will be placed on 1 big film next to each other (same stripping price in both cases, because similar films?). What else is included in the stripping price that makes it more expensive, when using 1 big film, like in the first case?

Any idea why the runtime is different? I did enter a quantity of 4000 when calculating 4-up. In both cases there are 1000 press sheets to print at the same IPH. I mean, on the press there is no difference, I think?

By the way, is my first price not too high, I'm using a plain 80 grams offset? You have to know I did not calculate many 4C Process yet. All my other calculations worked very fine and quick, but this one is hard!

Anyway, thanks for this quick reply! Sorry for all those further questions here! Wim.

. **WimDeFour**

Hi Wim,

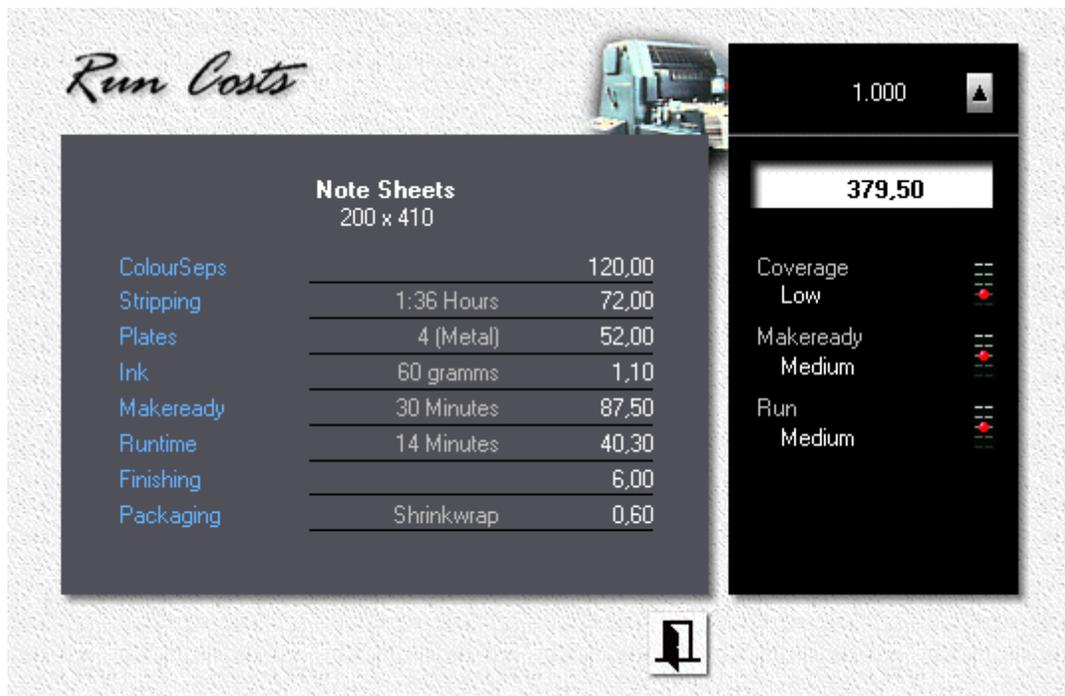
I'm excited to hear you're working on a Dutch version of Morning Flight. When you're done, please let me know so I can announce it on the Forum.

There's no reason why you couldn't use 4-up pricing for four different pages, IF (and it's a big if) you manually adjust prepress costs. Signatures, as x-up sheets with different pages are called in the U.S., will be accommodated automatically with the Booklet Module. In contrast, both the Free and the Silver Edition of MF treat any kind of x-up work as printing the same page x-times up.

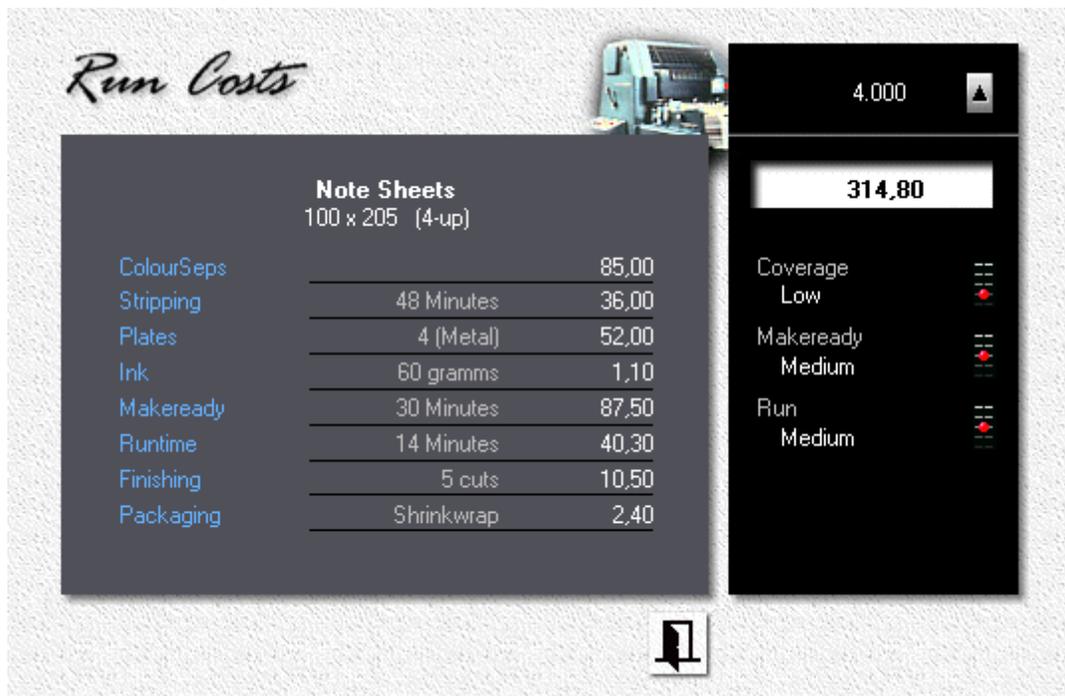
You're right, there are quite a few questions here, so before we get into specifics, it may be best to start with the fundamentals. We may have to go back and forth a bit.

First, while there will be differences in stripping costs (with camera film) between one large set of films and four small sets, run times should always be identical. In other words, the press shouldn't care whether it's being fed a 230 x 440mm press sheet with four identical or four different pages. Let's tackle that before we get into prepress.

I've tried to duplicate your quote, without actually converting from dollars to euros. Here is what I've come up with. For the benefit of new Morning Flight users reading this, to get to the Run Costs zoom window, either click the camera button or click on the white panel on the right of the main window when you see the camera cursor.



As you can see, Makeready at 30 minutes and Runtime at 14 minutes are the same for each case. I couldn't duplicate your press speed of 7,200 IPH. Even at the lowest setting (very easy), the press speed for 4-C is still only 6,700 IPH. That's probably the first thing we should look into.



Whether your four-color price is too high or too low for your market in Belgium, that would be difficult for me to answer. If you do a lot of that kind of work, you may want to have a friend call around for competitive quotes. Don't expect consistency. Some of the answers may surprise you.

..... Hal Heindel

Pricing Carbonless Paper

Pricing Carbonless Paper

Posted: 17 Sep 2007 07:44 pm

I price per 1000 sheets. I put my stock price as 41.88 per 1000. When I price 3 part 8.5x11 1000 sets, the stock price is not bad. However at 2000 and 5000 it is way off. Goes way too low.

My carton is 5000 sheets of 8.5x11. A carton of 5000 sheets is 209.40 and there are no discounts. Seems like I would set my less than carton price at 41.88 per 1000 sheets. Seems like it would be easier to just be able to type the per 1000 price in and let it give you the price based on markup. It seems to want to discount the price.

You are on the right track. The feel is nice. I have to get used to it and it takes time to learn where things are at. Thanks, Jerry.

. **jerryjfm**

Joined: 12 Sep 2007 Posts: 2

Hi Jerry,

First, the easy part: To keep the program from discounting paper prices, simply click the green One-Price button after you've entered your 1-carton price.



You say you're pricing carbonless per 1,000 sheets. In Morning Flight, all carbonless is priced per 1,000 "sets," with padding automatically included in the price. To get around that, you would first need to create a new product (call it "Carbonless Sheets") in the Sheets category. Then create a matching paper item in the Writing category. Then create a My Postpress item for Carbonless Collating and Padding . . . you get the drift. For standard sets, it's always easier to let Morning Flight do the work for you.

Non-standard Carbonless (different weights and colors, heavier backer, etc.) does have to be priced outside the Carbonless category, either as a Sheet or a Cover product, depending on the weight.

This probably hasn't answered all your questions, but it's a start. Let me know where I can fill in the gaps.

. **Hal Heindel**

Got it! Thanks. It is all in learning your wording. It came out really close to the system we now use. A few small changes and we will have it. We now use an old DOS estimating program and it can no longer be updated. It looks like yours is really coming along. I really like the look! It is rather flexible and that is nice. Thanks for the fast reply!

. **Jerry**

General Chat

New Paper Category

New Paper Category

Posted: 29 Jun 2005 07:32 am

After 35 years in the printing business, you'd think we would know how paper is sold in this country. You'd be wrong. What we know, apparently, is how it's sold in Rochester, NY. Here, generally, the more you order, the less you pay. Turns out that in other parts of the U.S., many vendors use a single price regardless of quantity, a price which they sometimes shave a little if a printer buys a large amount of paper at one time.

Morning Flight currently supports two price structures for paper: My Paper and Vendor Paper. Both are bracket-based. In other words, both assume you pay one price for a broken carton, a lower price for a full carton, and still lower prices for multiple cartons or skids. There is no price structure for paying one price across the board. You can enter the same price in all four brackets and get the same result, but doing so means having to fill in three extra entry fields for no good reason.

My question is this: Would it make sense to add a third paper category to MF for One-Price paper? The properties would be similar to My Paper (selected from a pick list, by type and color), but One-Price paper would have a single price entry field, for a cost per 1,000. Each color would be listed as a separate item. Markups could vary, same as Vendor Paper.

Having such a category would allow us to offer merchant specific versions, with stocks from vendors like XPEDX Paper Stores preloaded. You could update individual paper prices yourself, but in case of a general price change, you would simply get an updated data file disk right at the store, or download it from the merchant's web site.

I would really appreciate your thoughts on this. In the meantime, we'll work up a prototype.

..... **Hal Heindel**

I'm all for the one price option! I have just entered all categories as one price here. The more I use MF, the more I like it!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

One price paper would work great for me for now. When it comes to how paper is sold I think the age of your paper salesman comes into play. If he is older, he is established and doesn't need to bleed you dry. If he is young and likes to take multiple vacations, drive new cars and fish the weekends on his boat, you are in trouble. We just got a new paper salesman; he is young and guess what? Our previous salesman took into account the total volume of paper we buy, not every single item, to establish our pricing. This new guy seems to be switching us to the multiple bracket pricing on some items. The man in the suit has just bought a new car on the profit he made from your dreams.

. **jtjohn**

Joined: 18 May 2005 Posts: 8 Location: Homestead, Florida

You may have something there, jtjohn! When I traveled abroad on business years ago, I recall hearing from more than one of our reps that the main reason they didn't vote out their corrupt old politicians was because the pockets of the incumbents were already half full. The corrupt new ones would generally take office with pockets still empty.

The One-Price paper category is now part of the Morning Flight download. This gives you two types of Vendor Paper: One-Price and Multi-Price. Actually, you can enter up to three prices for One-Price paper (less than carton, full carton, and multiple cartons), but when you click on the green #1 button, all three prices revert to the one-carton price. The multiple carton bracket can be adjusted up or down by simply clicking on it.

We've tried to keep the new category simple. Only prices per 1,000 may be entered (no CWT), with all entry fields contained on a single screen. I wouldn't be surprised if One-Price were to become the paper of choice for most quotes.

. **Hal Heindel**

Ed. Note: By the time the dust had settled, we found ourselves with three paper categories: In-Stock, Buy-as-Needed, and PaperShop Paper, with the very popular One-Price option built into all three.

My in-Stock Paper		My Buy-as-Needed Paper		PaperShop Paper	
Weight	Name	Color	Size		
20 lb	Copy Bond	White	8-1/2 x 11		
20 lb	Copy Bond	White	8-1/2 x 14		
20 lb	Copy Bond	Blue	8-1/2 x 11		
20 lb	Copy Bond	Canary	8-1/2 x 11		
20 lb	Copy Bond	Ivory	8-1/2 x 11		
24 lb	Classic Laid	Avon Brilliant White	8-1/2 x 11		
24 lb	Classic Laid	Natural White	8-1/2 x 11		
24 lb	Classic Laid	Antique Gray	8-1/2 x 11		
24 lb	Classic Laid	Whitestone	8-1/2 x 11		

Program Features

Program Features

Posted: 22 Jul 2005 10:28 am

Is your system designed to be just an estimating system or will it be designed to be a complete MIS system? Can job information be downloaded to accounting software (i.e. Quickbooks)? If the software operates in a web browser, can it be set up to be customized for individual customers? Are some or all of these available or planned in the near future? Also, is source code available to customize for my shop?

..... **EPSdave**

Joined: 22 Jul 2005 Posts: 1

The Gold Edition of Morning Flight will include Order Entry, Invoicing and Job Tracking. It's currently in alpha. We may offer an Accounts Receivable module to tie in with MF Gold Invoicing, but no accounting functions beyond that (i.e. no GL, Accounts Payable, etc.). *Ed. Note: The Gold Beta was released in October of 2007.*

QuickBooks, which we use internally, is likely to be the accounting package of choice for future integration. Web services, where the printing buyer can do his own quotes and check the status of his orders 24/7, is a feature all print management software will have to offer in the future. It's not something I would want to comment on today.

The Morning Flight source code will not become available. The Silver Edition alone consists of more than 260,000 lines of object-oriented code, the bulk of it dedicated to program automation. Not the sort of project that would lend itself to modification by the end user. What's more, editing the source would require an \$1,800 compiler.

On the other hand, once you get familiar with Morning Flight, I think you'll find any number of ways to customize the program without having to make adjustments under the hood. Examples of that are how you can tailor the properties of each individual product, and change the markup for each individual stock.

There are some program-defined values that you can't change but may want to. Spoilage, for instance, fixed at 1, 3, 5, 9 and 15%. In Morning Flight, all such values are retrieved from a data file, not hard-coded. That means you'll be able to use an inexpensive "wrench" (TBA) to fine-tune even that in the future.

If you do run into something that would require changes for your own shop now, please let us know. Better still, post them under "Feedback" so that other forum members can contribute. The more input, the better!

. **Hal Heindel**

Transfer to another Computer

Transfer to another Computer

Posted: 20 Dec 2005 02:48 am

I just started to play with Morning Flight a few days ago and did a lot of paper prices and contact entering at work today. I would like to bring this info home so I can continue to explore and learn. Is it possible to transfer this info to my home computer?

Also, if I need to do a backup of all this information I entered today ... which files do I backup?
Sorry, I am a slow learner.

. **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Daryl, look at it this way: Without a help system and manual, everyone is a slow learner. I'm just glad you didn't let that stop you from asking the questions.

All Morning Flight data files are located in the program directory (C:\Program Files\PrintFire\MorningFlight by default). To transfer the information you entered from your office computer to your home computer, copy all the .TPS files in that directory (beginning with the ACTFile.TPS and ending with the WRNFile.TPS), and paste them into the MorningFlight directory on your home computer, overwriting the files that are already there. Needless to say, reverse the process to transfer that information back to your office computer.

The Gold Edition will include an automated back-up utility, but until then, either back up those same .TPS data files to tape, Zip disk, or external hard drive, or simply back up the entire MorningFlight directory.

You'll note that all the data files are named XXXFile.TPS, except for three: WKC1205, WKM1205, and WKS1205. Those are monthly worksheet files for Booklets (WKCompound Products), Merchandise (WKMerchandise), and Offset/Copies/Digital (WKSheets). 1205 tells us they're December 05 files.

Booklets? TBA, after the Gold Edition and the help system and the manual.

. **Hal Heindel**

How does Postpress work?

How does Postpress work?

Posted: 22 Dec 2005 03:32 pm

I am having trouble getting my head around the postpress section. In the Configure section with setup, price and Minimum ... I understand, but then the Quantity and per set I do not understand. Help please. Also from some of the posts by Craig and Hal I assume you two are pilots (or soon to be pilots) ... I am a private pilot as well. Maybe that is why we are drawn to Morning Flight?

. **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Not a pilot here, although I did stay at a Holiday Inn last night. I think this one is for Hal, I don't see the per set unless you are in the My Postpress section. In that case, let's say you added an additional postpress for padding and you wanted to charge \$1.00 (nice to dream) per pad you'll

want to check the per set box, that way it would add \$1.00 per pad and not \$1.00 per the number of sheets.

As for Quantity, the only place where I see that is when I am making a quote, it would tell me how many pads (back to that again) I am going to have, based on my finished size and press sheet size.

Hal, please feel free to shoot me down if I'm wrong!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Daryl,

Craig nailed this one. Looks like he's getting ready for his Gold Wings. And no, Craig, Holiday Inn's don't count towards your sky miles. As for the pilot thing, I used to be, courtesy of the U.S. Army. Haven't held a stick in some years. Still love flying, though. Bet that'll let the cat out of the bag on how I arrived at the name "Morning Flight."

Best wishes to all for the holidays!

..... **Hal Heindel**

Thanks guys, I get it now, I was looking for something more difficult. I was trying to do wrap-around covers for NCR invoices and got confused with the term sets. (I was thinking of NCR sets instead of sets in a book). Have a Great Holiday!

..... **Daryl**

Ho to make PMS a Custom-Mix

How to make PMS a Custom Mix

Posted: 23 Dec 2005 12:14 pm

Hi Hal

I was working on verifying the prices on envelopes with color ink and noticed that the inks that are listed by you do not charge a custom mix charge. We do not stock that many PMS colors and we custom mix ourselves. I tried to enter 185 as a separate ink but the program will not accept it because it will not let duplicate inks. Is there a work around for this because we

charge a custom mix for 95% of the PMS colors.

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Hi Daryl,

Did you set up your ink pricing in My Shop? We mix a lot of our PMS colors as well. I have found that I just increase the washup charge to compensate. The other thing you could do is go to My Prepress and add a PMS charge there, you just have to remember to click on it when you are quoting it. Hope this helps!

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Daryl,

There's no work-around - yet! But take a look at the new prototype ink screen:



In addition to the "No Charge" colors that Craig had asked for earlier, you will now be able to designate any ink color as a custom mix, with a corresponding price increase. As you would expect, base mixing colors such as Reflex or Process Blue are exempted. The revised MF should be available for downloading in a couple of days.

Craig, the new screen will also take care of your Reflex Blue situation. While the "No Charge" weekdays won't come into play for estimating, they will in the Gold Edition where the ink charge is linked to the day the order is entered. But even in the Silver and Free editions, if you put a check mark into all days, the charge for ink will be waived there as well.

Step by step, we should reach a point where you won't have to compensate for anything. Not in Morning Flight, anyway. Thanks for helping me get there, guys.

..... **Hal Heindel**

Nice Ink Screen, Hal! This has come a long way since July!

..... **Craig Hofer**

Hi Hal, I noticed in the Time sheet, Price sheet and Quote sheet the custom Ink charges don't show up properly and even changes the total price. Can you look into this for me? Thanks.

..... **Daryl**

Hi Daryl,

Thanks for the catch. The new MFSetupS.exe and MFSetupF.exe files were uploaded this morning. In the Help -> About screen, you should see version 2006.3 after upgrading.

As you may have discovered, the problem was isolated to custom (not in-house) inks when viewing and printing internal Price/Time/Quote sheets. Quotes and Estimates were priced accurately.

..... **Hal Heindel**

How do I reset Defaults?

How do I reset Defaults?

Posted: 27 Dec 2005 03:38 am

I have been messing around with the program but want to set it back to your original defaults.

..... **jbgrayinc**

Joined: 27 Dec 2005 Posts: 9 Location: West Linn, Oregon

Go to the directory into which you installed the program (C:\Program Files\PrintFire

\\MorningFlight by default) and delete all the Morning Flight data files (all files ending with .TPS). The first file you'll want to delete is ACTFile.TPS, the last one WRNFile.TPS.

If you'd like to preserve Contact and Customer data you may have entered, don't delete CONFile.TPS, CUDFile.TPS and CUSFile.TPS.

..... **Hal Heindel**

New Version looks good

New Version looks good

Posted: 30 Dec 2005 01:59 pm

I tried the new Ink system and I think it will work fine. I really like the one price button in the paper section (wish it was there about a week ago ... ha ha), it will save a lot of number entering ... thanks. Took me a while to find where to enter Paper Shop paper, but I found it under File. What would it take to get our local vendor to make a file that we can import? Or could I make it for them (and sell it to them)?

I still don't like that duplicate finder that does not let me use the word Red more than once in the ink system ... I guess I will have to think up a different name for all the different PMS reds. This is not a big deal. If I add the pms number in front of red (example 185 Red) will the color show up as PMS 185 185 Red in the Quote? I will try this out. I look forward to getting back to work on Jan 3 to try more quotes. Keep up the good work, Hal.

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

I tried using the name 185 Red, and in the Estimate to the customer it only showed PMS 185. So I think I can call the inks by the number, then the color, and it will only show up on internal sheets (like the Time sheet) as PMS 185 185 Red.

..... **Daryl**

I'm beginning to understand your problem, Daryl. What you're trying to do is enter ink colors with different PMS numbers, and name them all "Red." That way a customer who isn't used to PMS numbers will know PMS 186 is a red ink.

That's something we've never run into at the Unitac print shop. We simply entered the ink color

as 186, without actually naming it, so the estimate would show it as "PMS 186." As you know, the problem with the Pantone system (ignoring HKS, etc.) is that not all colors need to have numbers. Witness Reflex Blue or Warm Red. And while a few PMS numbers do come with names, most don't.

If this is a significant issue, I suppose there is no reason why we couldn't change the filter to where it wouldn't raise a flag if the combination of PMS number AND name were to be unique. I'll look into it. BTW, click here for a description of most of the new features, including where to find PaperShop paper. Sorry 'bout that. I was just getting ready to post an announcement.

Could your local vendor come up with a list, or could you do it and sell it to them? Yes, on both counts, if you can talk them into it. Either you or your vendor can use Morning Flight to enter the paper, then have the vendor post the generated data file (SVSFile.TPS) on their web site for downloading. It's a single file, no separate keys or indexes.

..... **Hal Heindel**

It is not a significant issue at all. I will read the web page about the other changes. Thanks for the dedication, Hal.

..... **Daryl**

Backups

Backups

Posted: 04 Jan 2006 05:29 pm

The new version 2006.1 has 52 files (*.tps) to back up, the old version had 45. Is this correct, Hal?

..... **Daryl**

Joined: 20 Dec 2005 Posts: 23 Location: Saskatchewan, Canada

Version 2006.1 has one more basic data file than the previous version, that file being the new PaperShop Paper File (SVSFile.TPS). The actual file count is variable and depends on when the program was first installed. It increases from one month to the next because Morning Flight creates monthly quote files.

Glad to see you're backing up, Daryl. As anyone who's been around computers for a while can

attest to, the little darlings occasionally clobber files. That's never a question of IF, but WHEN. Topspeed (*.TPS) files are known to be bullet-proof. I've never had one crash or get corrupted. They're also self-sufficient. Everything a TPS file needs, all the supporting key and index files, is contained in the file itself. That's comforting but painfully irrelevant when you're staring at a fried hard drive.

To anyone who has yet to lose an irreplaceable image or video file and, as a consequence, keeps rolling the dice because it won't happen to him or her, not today anyway, please start backing up your data, beginning with Morning Flight. We've tried to make the process easy by keeping all the files in a single directory. If you have enough free space on your backup disk or external hard drive, just copy and paste the entire "MorningFlight" directory.

To back up only the data files, go to C:\Program Files\PrintFire\MorningFlight (or to another directory into which you may have installed the program), then click on "Type" in the title bar to sort the files by file type. Click on ACTFile.TPS, the first *.TPS file, then hold down the Shift key while you scroll down to WRNFile.TPS, the last *.TPS file, and click on it. That will highlight all the *.TPS files you need to back up. Copy the files to the Windows Clipboard, then paste them onto a backup disk or external hard drive.

You don't need to back up the rest of the files in the Morning Flight directory. If the program should stop loading, you can always install it again. Any file that isn't a *.TPS data file will be regenerated during the installation. Even missing *.TPS will be regenerated, but they'll either be empty or loaded with out-of-the-box defaults.

. **Hal Heindel**

TPS files

Posted: 25 Jan 2006 05:30 am

Hi, I need help. Can you tell me what a TPS file is and how to build it? Thank you.

. **denise**

Hi Denise,

A TPS file is a file with the extension .TPS and is used to hold data generated by Morning Flight. These files are automatically built by the program as needed. They cannot be built manually, nor do they need to be.

. **Hal Heindel**

Comparison to Printsmith

Comparison to Printsmith

Posted: 29 Jan 2006 04:31 am

How is this program better than Printsmith, besides the price?

..... **rlbjr**

Joined: 29 Jan 2006 Posts: 1

Great question, but not one we could answer objectively. Besides, we don't own a copy of Printsmith, so a comparison wouldn't reflect real-world conditions.

Selecting the right estimating system will have significant consequences for any print shop and shouldn't be approached casually. You're clearly doing your homework. If you can afford Printsmith (last I heard the Printsmith Estimator module alone was in excess of \$2,000 - the company doesn't advertise its prices), why not download their demo, test drive both programs, then judge for yourself.

A Printsmith demo is available at <http://www.efi.com/products/print-mis/efi-printsmitth/demo-software.asp>

Morning Flight is available free at <http://www.printfire.com/products.html>

Welcome to the forum, rlbjr. I hope you'll find Morning Flight the better choice.

..... **Hal Heindel**

Copies and Digital

Copies and Digital

Posted: 24 Feb 2006 05:09 pm

What is the difference between copies, RIP copies and Digital? Thanks, Lu.

..... **lu.root**

Joined: 24 Feb 2006 Posts: 7

Hi Lu,

Welcome to the forum. While there is no clear, absolute dividing line between copies and digital, copies are usually produced on toner-based copiers whereas digital implies liquid-ink. At least it did a few years ago. With advances in copier technology, many copiers now serve as digital printers.

RIP just means the printing is done via a link with a computer. That's taken for granted in the digital world, but is considered an extra cost item with most copiers. Again, no hard and fast rules here either.

At the Unitac print shop, all we do is offset. Maybe some of the resident digital experts can jump in here and shed more light.

. **Hal Heindel**

Hal, you did a fine job, as you said the lines between ink and toner are getting blurred in the digital world. The RIP is used to communicate between the copier/printer and your work station and they are expensive!

The RIP copy charge will give you the option of charging for the RIP "time," which can take quite a while. I just RIPPed a 3.5 gig job that took 45mins, that's time that needs to be billed.

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Print My in-Stock Paper

Print My in-Stock Paper

Posted: 25 Feb 2006 04:27 pm

Do I have a choice of not using the Paper Pricer? It seems that it is mostly for parent sizes and carton pricing. I have entered my paper stocks in My Store "My In-Stock Paper" and I would like to print "a list of" My In-Stock Paper and pricing, but it will only print out the first category (writing). The tab for MY Stock Paper is grayed out, so what am I doing wrong?

. **lu.root**

Joined: 24 Feb 2006 Posts: 7

Lu, the Paper Cutter (F10), Paper Pricer (F11), and Run Pricer (F12) are independent of the Estimating System. They're merely accessories. You're free to use them or not use them - your choice.

To print a list of all categories, go to Print -> List of . . . -> My In-Stock Paper, which you've probably done already. In the window that opens, check the box "All Types." That will put a check mark in front of all paper categories. To select individual categories, simply click on each category (Writing, Book/Text, and so on). That will de-select "All Types," so Morning Flight prints only the categories you selected.

I'm not sure I understand about the tab for My In-Stock Paper being grayed out. Are you referring to the three tabs in the Print Paper window? Some In-Stock Paper is mandatory and can't be deleted (such as white Copy Bond, for instance), so the In-Stock Paper file should never be empty.

. **Hal Heindel**

When I go to Print - List of - In Stock paper - both the My in-Stock paper and Buy-as-needed Paper tabs are grayed out. All of my stocks are in My Store "My In-Stock Paper." Under the Print option, even though My In-Stock Paper is grayed out, the first and only category shows up as "writing" and MF will print out that category only. There is not an option of "all." I'm using version 2006.2 If I upgrade to 2006.3 will that fix it? Will I loose all my configurations if I upgrade?

. **lu.root**

Lu, I was able to duplicate and erase the bug you described. You'll need to download the new version 2006.4 to make the In-Stock tab visible. This bug only shows itself when the Buy-As-Needed Paper file is completely empty.

Installation of the upgrade will preserve all entries and settings you've made, but it's a good idea to back up the *.TPS data files in the MorningFlight directory, just in case. Also, make sure you install the upgrade in the same directory in which you originally installed the program (C:\Program Files\PrintFire\MorningFlight by default).

Thanks for the catch.

. **Hal Heindel**

Morning Flight for the Mac?

Morning Flight for the Mac?

Posted: 25 Feb 2006 09:53 am

That's a question we're asked regularly, and the answer is . . . it depends! Now that Apple is switching from Motorola to Intel chips, will Macs running Windows apps be just around the corner? My guess is, probably not. It will happen, but I don't think it will happen soon enough.

That's the part that depends - mainly on whether Bill Gates and Steve Jobs can agree on having two different Windows versions, one from Microsoft for the PC, the other from Apple for the Mac. Both would run the same applications, but those applications wouldn't have the same look and feel.

The Mac OS has always been more cool and (my grandson will roll his eyes if he reads this) "sexier" than MS Windows. That's what makes a Mac a Mac. Contrary to what Apple diehards will tell you, Macs aren't faster or more powerful than PCs, or the company wouldn't be switching chips. Nor are they easier to use. That may have been true earlier, but not today. And certainly not when Vista debuts later this year.

So, will Morning Flight ever run on Macs? Yes, if Bill Gates allows Steve Jobs to stay a step or two ahead in the "cool" department. No, if we have to port MF to the Mac OS. That would be a huge undertaking and our resources are better spent somewhere else.

It probably shouldn't even be an issue. Say you own a small shop and you're using a single computer and that computer likely happens to be a Mac, can you really afford to have Estimating interfere with your Desktop Publishing? Morning Flight will run on any PC, even a \$250 close-out special, as long as that PC comes with Windows. Besides, think of the access it will give you to all those other Windows apps that simply aren't available for the Mac.

. **Hal Heindel**

Following up on my previous post of February 2006, we're expecting delivery next week of a new Intel-based MacBook with "Parallels Desktop for Mac." The \$79.99

utility is claimed to be the first solution that allows Windows applications to run alongside Mac OS X in a secure, isolated virtual machine. In other words, no need to shut down Mac OS X and wait for a full OS start-up cycle.

As soon as we get it, we'll load Windows and Morning Flight. If it works as advertised, I can't wait to walk into a local print shop with a Mac laptop under my arm and demo the program. If it doesn't, anyone need a slightly used MacBook? Stay tuned.

. **Hal Heindel**

The results are in - we're keeping the MacBook! Installing "Parallels Desktop for Mac" and Windows XP in an Intel-equipped Mac was painless and took all of 10 minutes. We then downloaded the Silver Edition from our web site and installed it in the Windows VM, clicked one button to expand to full-screen mode, and there it was, Morning Flight running on a Macintosh. Flawlessly! Except you couldn't tell it was running on a Mac, because the screens looked just like what we're used to seeing on our PCs.

Ok, so the combination works. Now for a reality check: The experiment cost us \$1,094.00 for the cheapest Apple MacBook (13" screen and 512 MB of RAM). Because we ordered it from www.macconnection.com in September, there was a \$50.00 rebate, and "Parallels Desktop" and a carrying case were included at no charge. We then had to shell out \$87.99 for an OEM version of Windows XP Home Edition from www.newegg.com. Total outlay - \$1,131.99 plus shipping, and we now get to fill out three separate rebate forms.

What if you already own an Intel-Mac, or are planning to buy one? It will still cost you \$79.99 for Parallels from www.bestbuy.com and either \$199.99 for the full Windows XP Home Edition, or \$87.99 for the OEM version.

Of course, you could wait for Boot Camp. Available as a feature in the upcoming Mac OS X version 10.5 named Leopard, Boot Camp also lets you run Windows software, but you'll have to decide on startup whether to choose the Mac OS or Windows. Parallels lets you switch back and forth at runtime. Either way, you still need to buy Windows XP.

The choice comes down to return on investment. If you're replacing your Mac with an Intel-based model, consider Parallels. Otherwise, \$449.00 will get you a www.dell.com Dimension B110 Desktop PC with 512 MB RAM, 160 GB hard drive,

DVD burner, 15" Flat Panel Display, AND Windows XP Home. You can do your Morning Flight quotes on it, and your bookkeeping. After hours, you'll now have access to hundreds of other PC programs that simply aren't available for the Macintosh. And you'll never have to interrupt your Mac-based Desktop Publishing.

Me? I'm taking the MacBook on the road this week for some local demos. That \$1,131.99 will have to buy bragging rights, if not much else!

..... **Hal Heindel**

Sleep

Sleep

Posted: 07 Mar 2006 07:15 pm

How should I charge for lack of sleep? Now that we have consistent and accurate pricing, we are slammed with work. I am amazed! Now, could you please create a free downloadable product that will motivate and instill loyalty in our employees?

Forever Grateful,

..... **Christine**

Joined: 20 Dec 2005 Posts: 9

That's wonderful, Christine! I couldn't be happier for you. Lack of sleep, well, that's something I haven't figured out how to charge for myself . . . yet. Of course, there is always tomorrow. Thanks for the good news, though.

Please stay in touch. All the best,

..... **Hal Heindel**

Across-the-Board Paper Increases

Across-the-Board Paper Increase

Posted: 17 Mar 2006 07:51 am

Just checking in to say hi, and let you know all is running well with MF here. I do have one question: What would be the easiest way to increase paper prices? Most of my suppliers just spanked me with 5 - 8% increase. Is there a way to make a general increase to all paper at one time?

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Hi Craig,

It would be easy enough to install a mechanism for general paper price increases in MF, but my feeling is it's too risky. Increasing run prices by a fixed percentage, like when you change your hourly press rate, that's one thing. But raising paper costs by a fixed, across-the-board rate, especially two or three times in a row, could put the price of some paper items completely out of sync.

I remember the first oil crisis, when the price of self-adhesive label stock suddenly shot up by more than 50%. They said it was due to the inflated cost of petroleum-based adhesives (just how much oil can there be in a sheet of MacTac?). Yet the price of other printing papers stayed relatively flat.

What you will find in the current version (2006.4) is a new bulk pricing button (F10). With it you can step through the entire paper file, for both By-As-Needed Paper and PaperShop Paper. As you change each price and click OK, the procedure will automatically present the next paper in the file for a quick price update.

BTW, thanks for your reply to Pamela, although you deserve at least some of the credit. Without your input, along with recommendations made by other active users, Morning Flight wouldn't be what it is today.

..... **Hal Heindel**

As I'm sure you could tell I'm looking for the easy way out, guess I'll just have to do it the right way. Thanks again!

..... **Craig Hofer**

Printing Estimates

Printing Estimates

Posted: 03 May 2006 12:00 pm

I've tried to print Estimates but the print button is still grayed out. What am I doing wrong?

..... **Heathers**

Joined: 16 Jun 2005 Posts: 3 Location: Port Angeles, WA

Is the camera button also grayed out?

..... **Hal Heindel**

Yes.

..... **Heathers**

That means no estimates have ever been made for that particular customer, or none are highlighted in the Estimator pick list.

Let me back up a bit. Before an estimate can be generated (and then viewed or printed), there has to be at least one quote that can be dropped into the shopping cart for conversion into an estimate. Needless to say, that quote will have had to be issued for the same customer that you're trying to write the estimate for. The quote also can't be more than 30 days old (*Ed. Note: Now adjustable from within My Estimate Preferences*).

There is a simulation on the printfire.com web site that will take you through the process. The simulation shows how to gather pre-made quotes into a shopping cart so that Morning Flight can automatically generate an estimate.

Please let me know whether the steps outlined there will light up the print and camera buttons. Clicking the camera button will offer a preview of the estimate before printing it.

..... **Hal Heindel**

Carbonless PO Books

Carbonless PO Books

Posted: 05 May 2006 01:27 pm

Hal, Thanks for the help with printing. It works when you use the program right! In our shop we do a lot of carbonless PO Books and Invoice Receipt books ... with the last copy on tag. How can I set these up as a product?

As I get more familiar with your program I am loving it!!! THANKS.

..... **Heathers**

Joined: 16 Jun 2005 Posts: 3 Location: Port Angeles, WA

Glad you're now able to print and view estimates, and thank you for the compliment! We're not entirely immune to those. Check out Craig's solution to pricing carbonless books. If you'd like, I can set up a specific example with real numbers.

..... **Hal Heindel**

Comments from 'Down Under'

Comments from Down Under

Posted: 05 Sep 2006 08:44 am

Hal, I recently downloaded the beta of Morning Flight Silver, and was very impressed with the simplicity, compared to other products I have been evaluating over the last few months. Of course, I cannot help to also be impressed by the price!

I own and run a digital colour print shop in Sydney, Australia: we have a Canon IR3200 and a Konica Minolta C500 digital copier (as our main equipment) plus wide format inkjets and a few other small copiers. We are about to go full circle and are soon to get a Heidelberg QMDI 46 offset press, after having disposed of our last ink-on-paper press almost a decade ago! MorningFlight seems just what we need now, with the upcoming expansion. Quoting is already tedious, and prone to errors:

I hate to think what trouble we could get into in the next few months without an automated system.

I have spent my Saturday playing with the beta, and already have many questions. The first ones seem to be the same ones that a lot of people on the forums are asking ... When is the manual coming out? When is the Gold Edition due? How much will it be? When is the network version available? However, I also have some quick, specific questions, the answers to which I could not find straight away ...

1. There is a "Shipping" section... but where does shipping get added to the estimate? Can you print the shipping method on the quote?
2. Is there any way to type a short, "plain English" description of a job that can appear at the top of a quote? EG "Certificates for ABC Holdings employees". I can certainly edit the "opening remarks" of the quote, but that could be tedious, especially if I want the same short description to be seen on the price sheet and the job ticket (and then later on an invoice, in the Gold Edition).
3. I have read a recent post from Basil about GST tax here in Australia, so I know how MF works at the moment. However, it would be nice for us to have an option to INCLUDE taxes in the final quote, as there is one and only one tax level here in all of Oz. Could it not work like the "markup," just adding 10% to the bottom line? We currently like to give our customers a grand total quote that includes everything (pre-press, printing, post-press, tax, delivery) and then list the items in a later communication, only if they ask for it.

I'm sure I will have other questions, after I spend my Sunday (and probably a few nights next week) working my way through the programme.

For now - I am very impressed. I hope you keep up the fantastic work, and that future development is not held back by ANYTHING. If I can contribute in any way, I would be willing to explore the possibility down the track. Best regards,

. **John**

Thank you, John, for sharing your first impression of Morning Flight. With our printing operations now shut down, the help system and user manuals are being worked on full time. First off the press will be the manual for the Free Edition. Only it won't be coming off the press exactly. We've decided to offer it as an Acrobat .pdf file download - free of charge, same as the program.

A public beta of the Gold Edition will be made available soon after the Silver Edition is released (that edition is ready now, waiting for a printed manual). Haven't set a firm price for the Gold yet, but it will likely sell for \$585 US, minus the cost of the Silver Edition for someone who's upgrading.

As mentioned elsewhere on this forum, Morning Flight can be used in its present form on a small network. The program only lacks record locking, which means that if two users work on the same record at the same time, the last save overrides the prior one. We plan to add record locking at some point, but it's not on the front burner.

Now, to answer your specific questions: The "plain English" description does exist in the form of a keyword (F8 on the Quote screen). It's short, 35 characters, and currently does not get printed on the Quote Sheet. It probably should, so that's something we'll include in the next version. Printing that description on invoices or estimates, however, might prove cumbersome, since both can include several quotes or orders.

At the moment, shipping and taxes can be added to orders but not to estimates. That's not an omission, but left out by design. Once an order is placed, you usually know what to ship, how to ship it, and where to ship it to. That's rarely the case during estimating.

On the other hand, we've now had two users ask that delivery charges and local taxes be made available for estimates. Does anyone else need this? If so, it's easy enough to add. Morning Flight has already benefited from significant contributions from "down under," especially in the digital arena. There is always room for improvement.

. **Hal Heindel**

News on the Gold Edition?

News on the Gold Edition?

Posted: 14 Mar 2007 03:32 pm

Hi Hal, long time no speak to. We are still using morning flight and are very

pleased with it nearly two years on. Nice to see the user base growing and all the good feed back. Just thought I would ask if there is any news on the gold version as yet or are you still hard at it in the lab. Keep up the good work. Best wishes, Clive.

. **clive jaques**

Joined: 01 Feb 2006 Posts: 17 Location: Sheffield UK

Hi Clive,

You're right, it's been a while. Hard to believe two years have passed since Morning Flight's initial beta release. I'm always glad to hear from satisfied users, but especially so from the early adopters. You know, the pioneers with the arrows in their back!

The Gold is now far enough along that we can predict a second quarter beta release without too much risk of exposing ourselves to some of those same arrows. Mainly tidying up some loose ends at the moment, in between working on the user manual for the Silver Edition. The first beta of the Gold will probably lack some incidental features (import of customers and contacts from Excel and QuickBooks files, automatic back-up and restore, to name two), but will otherwise be complete. It will definitely include Invoicing and Job Tracking, seeing those are already in the can.

As usual, we'll make the announcement here on the forum first, before posting it on the printfire.com web site.

Thanks for staying in touch, Clive. All the best,

. **Hal Heindel**

What about the booklet plug-in? I am still salivating for that. Why did Clive have to point out it's been two years, I still feel like I am behind. Keep up the good work!

. **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Craig, join the club! A few years ago, one of my printing customers sent me a cartoon that captioned a frustrated but resolute citizen with: "God put me on this earth to accomplish a certain number of things. Right now I'm so far behind, I'll

never die." I framed it and hung it on my office wall.

Contrary to how it may look, progress is being made. Just not as fast as either one of us would like it. Having committed to the Gold beta release this coming quarter, I'm not ready to climb out on a limb with the Booklet Module. I can tell you that development of it will be concurrent with publishing the manual. Before the Cobra crossed the auction block, the manual clearly had priority. No manual, no income! Now that the www.morningflighthelp.com site is up, there's less pressure to publish for technical support reasons as well.

Speaking of progress, HP delivered a new Vista-equipped PC yesterday. First thing out of the box, I installed Morning Flight. Haven't tested it fully, but so far, no hiccups - MF ran like a charm. One less thing to worry about and having to devote time to. Here is asking to keep the faith, Craig. 2007 really is shaping up to be a good year ahead.

..... **Hal Heindel**

Spring is here!

Spring is here!

Posted: 03 May 2007 07:57 am

Isn't it nice not to have to wear every item of clothes you own when you go outside! (For us Northerner's anyway).

Just wanted to say HI, let everyone know things are going fine here. I haven't posted lately, but I do still read the forum on a regular basis. When do you think the beta for Gold will be out?

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

As usual, we're going right from Winter to Summer here - 80 degrees and sunshine predicted for Rochester this coming weekend. We still had snow two weeks ago. No complaints, mind you, but spring fever does make it harder to stay locked indoors and work on the Gold Edition.

Ok, since you asked, we're still on track for this quarter. Had to take time out to extend the Language Translator (now provides print-outs), test Morning Flight for compatibility with Vista (it's compatible), and getting our AuthentiCode Certificate (to make downloads even more secure). With that and the snow out of the way, should be clear skies ahead.

Good to hear from you, Craig. Keep the shiny side up!

..... **Hal Heindel**

Humor at 35,000 Feet

Humor at 35,000 Feet

Posted: 18 Sep 2007 09:58 am

I'm sure we all get plenty of fluff in our inbox, but this was too good to not pass on:

After every flight, UPS pilots fill out a form, called a "gripe sheet," which tells mechanics about problems with the aircraft. The mechanics correct the problems, document their repairs on the form, and then pilots review the gripe sheets before the next flight. Here are some actual maintenance complaints submitted by UPS pilots (marked with a P) and the solutions recorded (marked with an S) by maintenance engineers.

P: Left inside main tire almost needs replacement.

S: Almost replaced left inside main tire.

P: Test flight OK, except auto-land very rough.

S: Auto-land not installed on this aircraft.

P: Something loose in cockpit.

S: Something tightened in cockpit.

P: Dead bugs on windshield.

S: Live bugs on back-order.

P: Evidence of leak on right main landing gear.

S: Evidence removed.

P: Friction locks cause throttle levers to stick.

S: That's what friction locks are for.

P: IFF inoperative in OFF mode.

S: IFF always inoperative in OFF mode.

P: Suspected crack.

S: Suspect you're right.

P: Number three engine missing.

S: Engine found on right wing after brief search.

P: Aircraft handles funny.

S: Aircraft warned to: straighten up, fly right, and be serious.

P: Mouse in cockpit.

S: Cat installed.

P: Noise coming from under instrument panel. Sounds like a midget pounding on something with a hammer.

S: Took hammer away from midget.

Never let it be said that ground crews lack a sense of humor! For what it's worth, UPS is the only major airline that has never, ever had an accident.

..... **Hal Heindel**

Thanks for the laugh Hal, I about lost my coffee reading this.

..... **Craig Hofer**

Loris Printing Joined: 05 May 2005 Posts: 79 Location: Sandusky, Ohio

Digital Booklets

Digital Booklets

Posted: 05 Mar 2008 04:44 pm

Good God Hal, I'm gonna be dead and gone by the time your digital booklet

segment is released. Love, Lu.

. **lu.root**

Joined: 24 Feb 2006 Posts: 7

Lord I hope not, Lu. Guess we'll have to light a fire under it. The booklet module is definitely on the front burner for this year. Big stove, though.

. **Hal Heindel**



		Blogs	FAQ	Members List	Calendar	Search	Today's Posts	Mark Forums Read
	Membership How to join the Lounge so you can ask questions and post messages.	2	2				An Invitation to Members of... by Hal Heindel 11-30-2008 11:08 PM	
	Announcements What's new, what's on the horizon. A view from the cockpit.	18	20				Version 13.1 with Paper... by Hal Heindel 04-30-2013 08:58 PM	
	Morning Flight Experimental Our very own Skunkworks. Projects that may or may not make it out of the hangar.	4	35				MorningSkyMail? by Hal Heindel 01-08-2014 07:59 PM	
	Forum Archives 2005-2008 Answers to frequently asked questions, and how forum members helped design Morning Flight.	3	3				Frequently Asked Questions by Hal Heindel 11-17-2008 04:13 PM	
Members Area								
	Sales Questions Things you'd like to know before you get out the VISA card.	2	2				Comparing Features between... by Hal Heindel 10-14-2009 08:31 AM	
	Product Questions Have a question about how to make Morning Flight fit your workflow? Ask it here.	27	191				Date Stamp on Estimates by Hal Heindel 09-03-2013 06:55 PM	
	Pricing Questions How do I stop leaving money on the table, and is there a right time to lower my price?	5	44				Carbonless on copier by jerryifm 07-05-2013 06:39 PM	
	Case Histories Actual scenarios, where a user emailed us the job specs and we then provided a walkthrough.	2	2				Cardback Backer for Pads by Hal Heindel 03-22-2012 04:09 PM	
	Feedback/Wish List What we're doing right, and what we could be doing better.	37	233				Is this doable with the "new"... by Hal Heindel 01-11-2014 09:24 AM	
	Idle Chat For discussions that don't fit anywhere else.	19	63				Touch screen by Keith 06-05-2012 06:25 PM	
Tech Support								
	How do I do this? Answers to questions, often received by e-mail, about which button to push, and where to find it.	51	202				Adjusting Pricing for... by Hal Heindel 11-07-2013 05:55 PM	
	Troubleshooting Having a problem with Morning Flight? Post a detailed description here.	53	369				Perfect Binding Page Count by Craig 08-20-2013 05:58 PM	
	Version History and Bug Fixes A list of changes for each release. Also, reports of known bugs, and when they were fixed.	3	3				Bug on Package Quantity of... by Hal Heindel 01-23-2013 03:25 PM	

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Announcements

Welcome

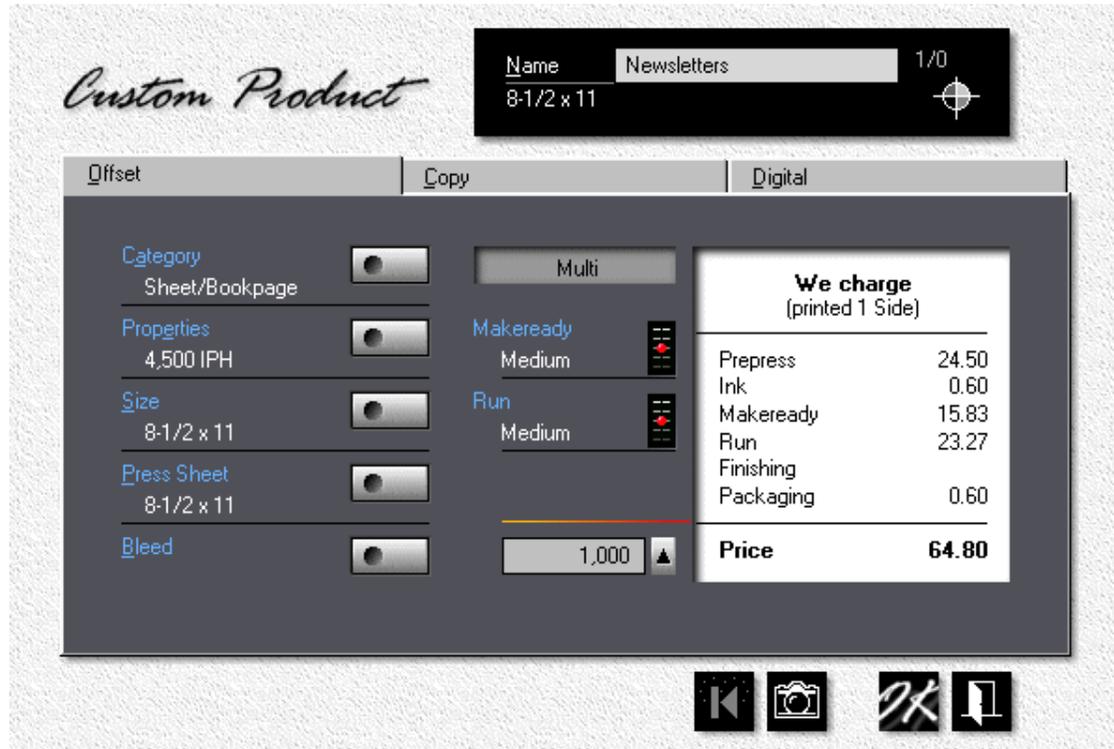
Welcome

. . . and thanks for stopping in. Please visit here often to share ideas and techniques with other members, get questions answered, and discover the finer points of Morning Flight. We intend to keep the format open, with few restrictions, but please be friendly and supportive. Anyone can visit the Lounge to browse, but only members can post messages. Membership is free and gives you the benefit of on-line tech support, along with special offers on all Printfire products.

To download the Free Edition of Morning Flight, [click here](#). What you'll receive is a genuine free-forever program, not a trial or a demo. The program is code-signed, so you can be sure it will be unaccompanied by spyware, viruses, or a Trojan Horse. We take your privacy seriously - Morning Flight never comes with strings attached. No customer information will ever be made available to third parties. We don't sell, trade or give out your e-mail address to anyone.

Once installed on your computer, the program is an isolated, stand-alone .exe file. No banner ads, no nuisance e-mails, no gimmicks. And no cookies! Morning Flight is incapable of sending any information, private or otherwise, back to the mothership.

Thought you'd want to know.



An Invitation to Members of the old Forum

Hello Wim, Christine, Lu, justrite, jtjohn, Vern, jb, Pamela - everyone:

When spammers nearly trashed the old forum in 2007 while I was visiting family in Vegas, I began to look for ways to neutralize those miserable low-lives. Turns out there was no silver bullet. It was like trying to kill an elephant with a BB gun. I did manage to prevent posting, but having to sift through more than 100 applicants a day, every day, virtually all of them bogus, and then having to purge my in-box . . . mind-numbing, to put it gently.

Except for the spam attacks, the old forum worked well and proved to be key in developing the program. Morning Flight wouldn't be what it is today without the guidance and untold contributions from forum members. But it was time to step up to the next level. Our new forum is a commercial vBulletin product from the UK that offers much better spam protection. It also comes with custom styles, avatars, file attachments, even individual blogs and photo albums for each member.

Today, I'd like to ask for one more contribution. Back in Vegas, when I thought the old forum was in jeopardy, one of the first things I did was delete the e-mail address of every member to prevent harvesting. That might have been a little hasty, seeing that no spammer ever gained access. Still, your privacy is paramount.

If you were registered at the old forum and you're reading this, please e-mail me to renew your free membership. It would be sad to see the spammers win even a small battle. Besides, you're going to like the new Lounge, I promise, and I hope to see you here soon.

All the best,

. Hal Heindel

FlyBy read by 3,000

"FlyBy" now read by 3,000 Subscribers

Posted: 1 July 2013

When we launched our FlyBy Newsletter in March of 2010, I had no idea it would find such a large audience. Especially since we've stopped requiring product registrations for downloads. That means all new subscriptions are opt-ins, from people who want to see Morning FlyBy in their inbox every other month. I can't think of a better motivator to keep each issue and accompanying videos relevant and interesting.

We've set up an archive of past FlyBy's at the Library Page of the Morning Flight website. If you missed an issue, that's the place to visit.



Thursday June 24, 2010

In this issue

- [Electric Counter Price List](#)
- [Quoting Business Cards](#)

Maintenance Fees

Good Morning

"How much will it cost?" This month we'll look at how you can turn the answer to this perennial question into a much more engaging experience for your walk-in customers. How? By electrifying your counter price list. On the cheap.

Speaking of costs, what are the maintenance and related fees for Morning Flight programs? It's all spelled out in the column on the left. In a nutshell - Nada, Zip!

Finally, a question that comes up regularly is the imposition of business cards. Specifically, how to quote cards that are nearly always printed x-up, often with more than one name. *Introduce another to make it this month's wife*

New in Version 13.1

New in Version 13.1

Posted: 30 April 2013

Version 13.1 was uploaded last Sunday night to the printfire website (free and demo versions) and the www.printfirestore.com (paid editions). The upgrade is free, regardless of when you bought the original program.

Despite the complete makeover of the paper section, we managed to maintain the existing file structures so the upgrade will be seamless. Still, it's always good practice to back up your data files before upgrading.

If you no longer have access to the link you used to order the program, or if you bought a boxed version, please email us. We'll see that you get a new download link.

Gold Beta test now closed

Gold Beta test now closed

Posted: 13 November 2010

After nearly three years running, the beta program for the Gold Edition is now closed. The Gold and Pixelblitz, its digital-only twin, were released in October of 2010 and are available for purchase at the Printfire Store. Our heartfelt thanks to all beta testers for their valuable contributions.

If you participated in the beta program and haven't received your reward coupon, please e-mail us. The coupon is good for a rather large discount on all Morning Flight products, not just the Gold and Pixelblitz.

Couldn't have done it without you!

..... **Hal Heindel**

New in Version 2010.2

New in Version 2010.2

Posted: 27 January 2010

I give up!

All editions are now on V2010.2, uploaded to the printfire web site on January 27. Most of the

improvements are minor, with the possible exception of a new method to price paper - a method I've never been a fan of but finally included because so many users have asked for it.

In V2010.2 of all commercial Morning Flight programs, from the \$48.00 Passport Edition on up, you can now buy a ream of non-stocked paper or a box of non-stocked envelopes, then bill for just a portion of it and save the rest in your odd lot room, hoping that some day somebody will come along needing that exact type, color, and amount of paper. Yes, I know it makes no sense and I'm aware I caved, but I also subscribe to the theory that while the customer may not always be right, he or she is never wrong.

500 sheets

Spoilage
Medium

Markup
35%

Quantity
250

Carton Content 5,000

No partial reams

We pay per 1,000 sheets
8-1/2 x 11

Less than 1 Carton	15.75
1 Carton	10.50
3 Cartons	7.23
10 Cartons >	6.68

300 sheets

Spoilage
Medium

Markup
35%

Quantity
250

Carton Content 5,000

No partial reams

We pay per 1,000 sheets
8-1/2 x 11

Less than 1 Carton	15.75
1 Carton	10.50
3 Cartons	7.23
10 Cartons >	6.68

There is a bright side. To make this work, we had to recode the Special Paper function to where the derived paper inherits the specifications and pricing of the parent. Unless you enter different costs for the derived Special Paper, MF will price it exactly the same as the Buy as Needed or

PaperShop paper you highlighted or double-clicked in the F3 browse window. In effect, the new checkbox lets you price Buy as Needed paper the same as in-Stock paper.

Custom Products have always worked that way, and now Special Paper does, too. One benefit is that you can select a paper item with F3, then press Ctrl-F3 and edit just the paper markup, something you couldn't do before.

If you want the "Partial Ream" checkbox, you'll need to upgrade to one of the boxed products. Everything else is also found in V2010.2 of the Free Edition.

. **Hal Heindel**

Pixelblitz now shipping

Pixelblitz now shipping - at a Special Price!

Posted: 16 December 2009

Order any Morning Flight product at the Printfire Store by January 31, 2010, and get a 10% discount when you use the coupon code we recently distributed to all forum members. If you no longer have the code, please e-mail us and we'll resend it.



It gets better. All Silver Editions ordered during the promotional period include a Savings Coupon that lets you upgrade to Morning Flight Gold for just \$99.00 when it comes out of beta next year. Pixelblitz users can upgrade to Pixelblitz Plus, the digital-only version of the Gold, with the same \$99.00 coupon.

Happy Holidays!

..... **Hal Heindel**

Pixelblitz arriving early

Pixelblitz arriving early

Posted: 16 November 2009

When we announced "Pixelblitz" in a recent insider e-mail to forum members, we said it would

be arriving in the Spring of next year. Turns out we were a little pessimistic. This all-new, all-digital version of Morning Flight Silver will actually be on the Printfire Store shelves before Christmas.

"Pixelblitz" is identical to the Silver Edition in all aspects but two:

1. It's digital, copies, and merchandise only - no offset capabilities
2. It's priced at \$185.00 instead of \$285.00 U.S.

There's more. If you order before December 31, Pixelblitz will come with a \$99.00 upgrade coupon for "Pixelblitz +," the upcoming digital only version of Morning Flight Gold.

Isn't it time you put a little present for yourself under the tree?

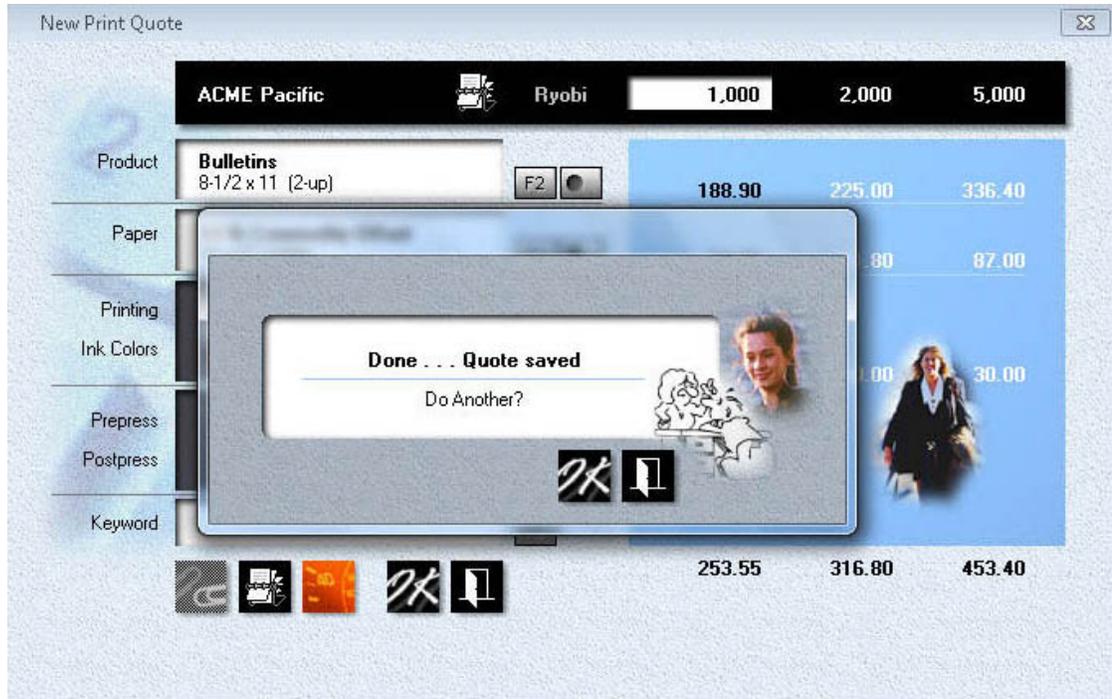
. **Hal Heindel**

Windows 7

Windows 7

Posted: 4 November 2009

Will Morning Flight run under Windows 7? Yes, as easily as it runs under Vista. Here is the Free Edition, as presented by the Home Premium version of Microsoft's new OS.



Upgrading to Windows 7 from XP or Vista

All our development work is still being done under XP, but we use two test mules equipped with Vista (one with Vista Ultimate, the other with Home Premium), to make sure Morning Flight is compatible. The machine we upgraded was the one running Home Premium. Here are some personal observations:

To Microsoft's credit, the upgrade went without drama. The best ever. I downloaded and ran the Windows 7 Upgrade Advisor beforehand to discover possible conflicts. Just a couple, all easily fixed. A new driver from Creative for the two-year old sound card, uninstall iTunes and then reinstall after the upgrade, that sort of thing. The upgrade process took three hours but didn't stop for questions, a pleasant surprise. Kudos to Apply - all my libraries came back up after reinstalling iTunes.

The new OS itself feels like Vista without the rough edges, what Vista should have been in the first place. My pet Vista complaint happens to be with UAC and virtualization and compatibility folders, and I expected none of those to go away with Windows 7. Sure enough, they didn't. But all in all, while I seriously dislike Vista, I think I can learn to live with Windows 7. When the time comes, that is, and provided I get bored with XP.

If you do decide to make the switch, note that the upgrade has to be for the same version.

Microsoft won't let you upgrade from Vista Home Premium to Windows 7 Professional, and that's understandable. But they also won't let you downgrade from Vista Ultimate to Windows 7 Professional, meaning if you started out with a Cadillac, you can't trade it in for a lower priced Chevy. What money-grabbing yuppy in Redmond came up with that idea?! :(

Click on this link before you upgrade. My two cents in a nutshell:

The upgrade prices from XP or Vista to Windows 7 are steep (\$120 to \$220). If you're running Vista, you may want to bite the bullet because Windows 7 is faster, more stable, boots faster, and manages your files better. Besides, you get rid of Vista. Even with all that, you may want to wait for the first Service Pack.

If you're running XP, I don't see a compelling reason to upgrade to Windows 7, and lots of reasons not to. For one thing, your PC may not be able to handle the new OS. Run the Upgrade Advisor to find out. For another, you'll need to do a clean install, what Microsoft calls "Custom (Advanced)":

1. Save all your files and settings to an external drive, using Windows Easy Transfer. If you don't have an external drive big enough, you won't be able to use Easy Transfer.
2. Deactivate all programs that require activation, such as MS Office and Adobe Suites. Gather up all the installation disks for your programs and any associated license keys. Manually reinstall and activate all your programs after you install Windows 7.
3. Make a big pot of coffee and pray!

. **Hal Heindel**

Printfire Store On-Line

Printfire Store On-Line

Posted: 3 November 2009

Whatever else we may have announced on the Morning Flight Forum, this news item trumps it: On Friday, November 20, the Printfire Store will go live and open its internet doors for business.



Orville was right, if you work at it long enough and hard enough, you can get it off the ground and make it fly! Thank you all for the many contributions to the Morning Flight project, and for your help in making this happen.

..... Hal Heindel

Version 2009.7 - Last Chance

Version 2009.7 - Last Chance

Posted: 2 October 2009

Some time this month, Morning Flight will go commercial. If you're using the Free Edition, this will be your last chance to download the Silver beta at no charge from the Printfire web site. The Free Edition itself, as promised, will be free forever. The Gold will stay on beta until next year.

All editions are now on V2009.7, last uploaded on October 1, 2009. The upgrade includes enhancements to the booklet module, along with a couple of bug fixes in the Gold beta (file not found error on repeat orders and sheets needed error on multiple book pages).

The enhancements are in how multiple book pages are presented in quotes and on job sheets. Prior to V2009.7, when a signature was used more than once, the price/job sheets showed prices and other data for a single instance. That's been changed to where prices and the number of sheets needed are now consolidated.

ACME Supplies		[5x]	1.000
Product	Bookpage 8-1/2 x 11		566.00
Paper	20 lb Copy Bond 8-1/2 x 11, White		77.40
Printing	Black ink on front Black ink on back		
Ink Colors			

vivian.roberts@acme.com Quoted: 9/30/2009 ()

Ordered by:	Vivian Roberts	Received:	9/30/2009	Ship via:	Our Truck
Phone:	555-3546	By Mail:		Date Due:	Friday, 10/9/2009
Fax:		PO #:	AC-437809		12:00 PM

(5x)	1.000 Bookpage. 8-1/2 x 11	566.00
	Front: Black ink	
	Back: Black ink	
	1-up on 8-1/2 x 11	

Paper	20 lb Copy Bond White (from our stock)	77.40
	We need: 5,900 8-1/2 x 11	
	Draw: 5,900 8-1/2 x 11	

Packaging	No Charge	
-----------	-----------	--

TOTAL PRICE \$643.40

This change doesn't affect how booklets are priced in quotes and orders, only how the data is

presented in the supporting price sheets and job sheets.

..... Hal Heindel

New in Version 2009.6

New in Version 2009.6

Posted: 14 August 2009

Nine ways to bookbind ... and counting! Just when we thought we had included everything that could possibly be managed within the confines of a booklet, along comes one more variant: Unbound booklets. No, seriously! Check it out.



Say you need to quote an assortment of items that may or may not be on the same paper, some printed by offset, some digital, with shared ink colors. Couldn't be simpler. Pretend it's a booklet, unbound, and let the booklet module consolidate everything: Paper, ink, setup charges.

If you need to slide in the odd piece that wouldn't qualify as a bookpage, include it as an insert.

That's one of the new features in V2009.6. Another is a refinement in the way booklets are presented in Estimates, Acknowledgments, and Invoices. The new custom carbonless sets, in particular, cried out for a better description. Three parts instead of six pages, for openers.

The first item in the sample estimate happens to be an unbound booklet. Except for the letter 'B' in the item number, you'd never know it. More to the point, neither will your customer. The page count (the '20' in 20P-D1/1) now takes into account multiple originals, another tweak.

Dick Smith
Saphire & Associates
18 Gibbs Street
Mt. Vernon, NY 29443

8/14/2009

Your Inquiry 8/13/2009
Our Quotation HH-08/09-0008

Dear Dick:

Thank you for your inquiry. We are pleased to offer as follows:

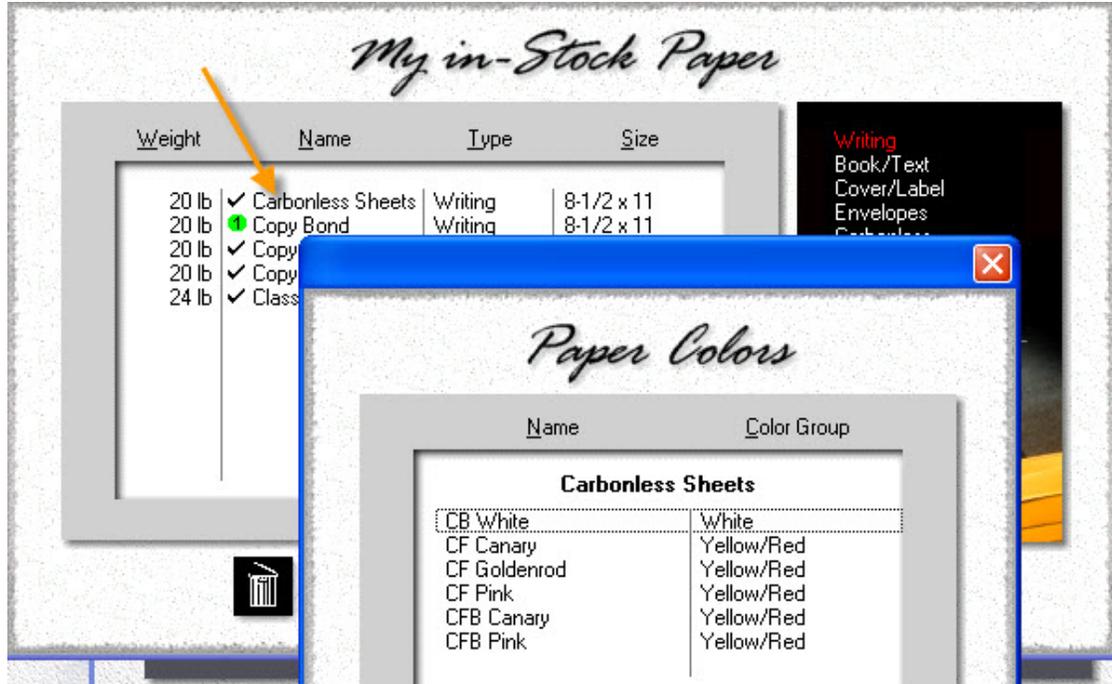
0809-0006B	Nielsen Project, 26 pages	1,000	2,000	5,000
		\$1,378.30	\$2,431.90	\$5,633.95

8-1/2 x 11. Contents: 2P-D4/1> 80 lb Coated Cover, White. 2P-D1/0> 80 lb Coated Cover, White. 20P-D1/1> 60 lb Commodity Offset, White. 2P-1/1> Insert, 65 lb Uncoated Cover, White.

0809-0008B	Invoice Forms, 3-part	250	500	750
		\$97.10	\$173.40	\$248.30

Custom-padded, 8-1/2 x 11. D1/0 - 20 lb Carbonless Sheets, CB White. D1/0 - 20 lb Carbonless Sheets, CFB Canary. D1/0 - 20 lb Carbonless Sheets, CF Pink.

To round out custom padding introduced in V2009.5, you now have built-in product items for carbonless sheets, one for offset, one for digital, along with matching in-Stock paper. Because it's unlikely that any carbonless part of the same color and coating will be used more than once in the same set, all custom-padded pages are considered inserts. That means a 5-1/2x8-1/2 form printed on an 8-1/2x11 press sheet will be treated as one part two-up, not two parts.



This should be the final version before the Passport, Express, and Silver editions go commercial. The Gold will stay on beta.

..... Hal Heindel

New in Version 2009.5

New in Version 2009.5

Posted: 23 July 2009

As upgrades go, version V2009.5 uploaded yesterday would be considered major by any measure. If only because of the work that went into it. Here is what's new:

1. **Digital Envelopes**, made possible by the new variable digital run speeds
2. **Custom Padding** for special Carbonless sets, Offset or Digital
3. **Additional Language:** Portuguese

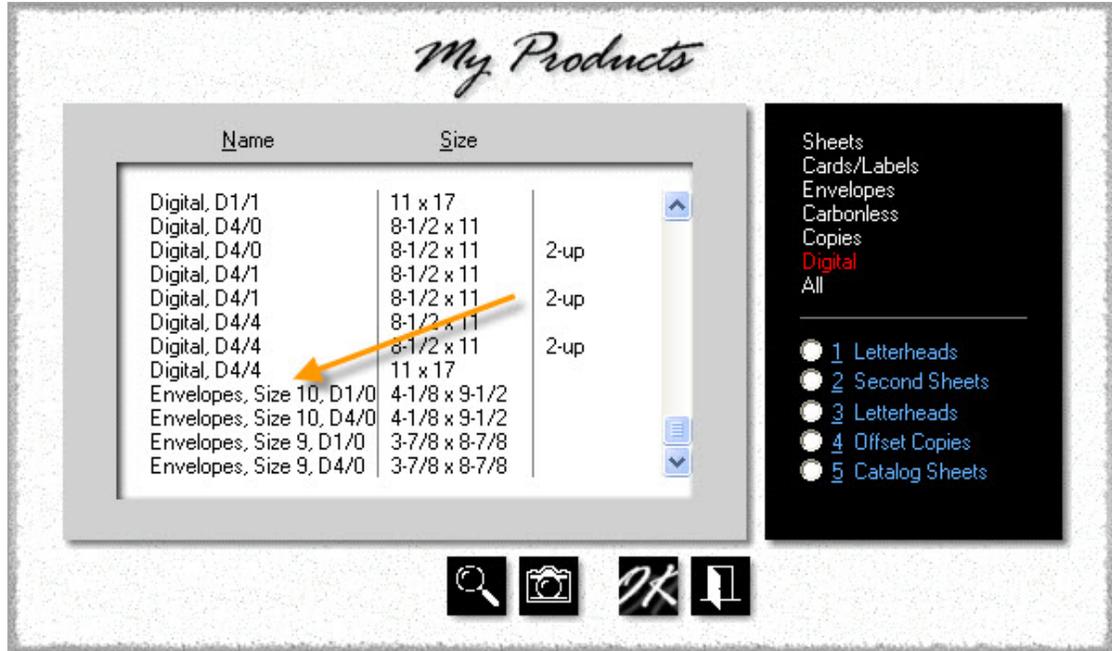
Custom Padding for Carbonless

Of the three, Custom Padding was by far the easiest to code and almost fell into place once we got past trying to tailor it solely for Digital. The way it's implemented it lets you quote Custom Carbonless sets in either Offset or Digital, using the booklet module.



Digital Envelopes

Adding Digital Envelopes was also straightforward but touched virtually every section of code, so it was time-consuming. We've added the two most common envelopes as standard products, but you can quote any size your digital press can accommodate.



Portuguese

In terms of effort, installing a sixth language handily topped the list. Not because of the required translation (incomplete and a work in progress, as it is for Spanish, French, and Italian - with the only language fully translated being German), but because it meant restructuring almost every data file. Not to mention writing the code to automatically convert those files on existing installations, transparently, without user intervention.



Was it worth the effort? Hard to predict. Definitely not financially, in the near term. But years ago, I spent time on business in Rio de Janeiro and Belo Horizonte, and I've developed a soft spot in my heart for the country and its people. And I love the language. Only wish I had absorbed more of it during my stay! Just how do you translate 'Die-cut Blanks' into Portuguese anyway?

Enjoy the upgrade!

..... Hal Heindel

Morning Flight safe on the Web

Morning Flight safe on the Web

Posted: 7 May 2009

We always knew our web site was safe, but now Norton confirms it. They say we're also "not annoying." Good to know!

Norton Safe Web
is this site safe

ABOUT
SAFETY & THREATS
COMMUNITY BUZZ
login

norton rating



SAFE

Site Owner? [Click here](#)

printfire.com

Summary

Norton Safe Web found no issues with this site.

- Computer Threats: 0
- Identity Threats: 0
- Annoyance factors: 0

Total threats on this site: 0

- Community Reviews: 0

The Norton rating is a result of Symantec's automated analysis system. [Learn more.](#)
The opinions of our users are reflected separately in the community rating on the right.

General Info

Web Site Location United States of America

Norton Safe Web has analyzed printfire.com for safety and security problems.



New in Version 2009.3

New in Version 2009.3

Posted: 25 April 2009

On April 25, we uploaded Version 2009.3 of all three Morning Flight Editions to the Printfire web site. The new versions include two major revisions: A more advanced way to price digital, and user-defined bookbinding.

The digital upgrade was discussed at length in another thread and is in line with recommendations made by Robin, Keith, and Craig. For a continuation of that thread, [click here](#).
XXX



"My Bindery," a logical adjunct to My Prepress, My Postpress, and My Packaging, was planned all along but didn't make it into the original Booklet Module. With custom binding you can now price odd items such as special carbonless sets, or pads where the image changes from page to page.



You'll find some minor enhancements as well. For instance, keywords are now part of the product description on Estimates and Order Acknowledgments, both printed and emailed. Keywords are also shown on Job Sheets.

Harry Smith
 Empire Builders
 100 Main Street
 Chicago, IL 35446

Acknowledgment

A-1001

April 21, 2009

Dear Harry:

Thank you for your order. We are pleased to confirm as follows:

Your Order: X-12345

Terms: Balance C.O.D

Quantity	Description	Job Number	Amou
1,000	Digital, D4/0, 8-1/2 x 11 May Newsletter. Digital 4-Color on front. Paper: 20 lb Copy Bond, White.	0409-00001	197.
1,000	Books, 48 Pages Wi-Fi User Manual. Saddlestitched, 5-1/2 x 8-1/2. Cover: 1/1 4P - 65 lb Uncoated Cover, White. Main Contents: 1/1 8P - 60 lb Commodity Offset, White.	0109-00003	1,408.
Subtotal			\$1,605.4

What's not included are bug fixes - not a single bug has been reported since the last versions were released in January of this year. And that last bug was purely cosmetic! With the Silver Edition now having been beta tested for four solid years (it was first uploaded on April 22, 2005), all systems are go for a commercial release. Just need to finish up the manuals.

..... Hal Heindel

New in Version 2009.2

New in Version 2009.2

Posted: 30 January 2009

This afternoon, we uploaded Version 2009.2 of all three Morning Flight Editions to the Printfire web site. The new version includes a number of minor improvements that some of you have been asking for, a single bug fix (cosmetic), and a change in how Inserts are managed in the Booklet Module.



The bug fix consisted of changing an error message generated by the Booklet Module. Yes, there was an error when the message popped up, but it should have said "invalid page count," not "too many pages."

When postpress is included in the price of the product (padding for carbonless sets, cutting for x-up, and trimming for bleeds), the work that needs to be done is now listed separately on Job Sheets and Tickets to make sure the job doesn't leave the shop half-finished. That change has cascaded to the Job Tracker as well.

1.000 3-P Carbonless Forms. 5-1/2 x 8-1/2

Front: Black ink
 Back: ///
 2-up on 8-1/2 x 11

Press Sheets:	1,500	Multi	39 Minutes /
---------------	-------	-------	--------------

Paper	Carbonless Set, 3-part White/Yellow/Pink (from our stock)	On hand: _____
	We need (sets): 575 8-1/2 x 11	Qty used: _____
	Drawn: 575 8-1/2 x 11	

Postpress **Cutting
Padding**

Packaging Letterbox

Ok over/under	+ %	- %	OK to print:
			Final Count:

Status Update 1/2009

Status Update - PIREP 1/2009

Posted: 13 January 2009

Morning Flight downloads have now crossed the 7,000 mark, and active installations are approaching 5,000. If all goes well, and it seldom does but I'll settle for 50/50, we'll have commercial versions available by early summer.

Here are a few other statistics as we head into 2009:

- Morning Flight has surged onto the first page of Google (1-10 out of more than eighteen million search results for "Print Estimating").

- We now get more visits to the Printfire web site from direct traffic and referring sites than we do from search engines. Apparently, Morning Flight is getting noticed.
- 40% of all downloads are delivered overseas. That's up from 30% the year before. Our very first registration in 2009 came from the Philippines.

That last number is intriguing. Morning Flight is clearly the most affordable program of its kind on the planet. Could it be that printers in the U.S. are still less price-conscious than their colleagues abroad?

A current thread on the PrintPlanet forum talks about low-cost estimating programs. As you read the posts, four thousand dollars is tossed around as an affordable number. In another thread, one member compares Morning Flight to ePace. *ePace!* A system that another forum member pricetags at \$80,000.

..... **Hal Heindel**

New in Version 2008.3

New in Version 2008.3

Posted: 6 November 2008

This afternoon, we uploaded Version 2008.3 of all three Morning Flight Editions to the www.printfire.com web site. All come with improvements, but the Silver and Gold are what everyone's been waiting for . . . a way to quote and enter Booklets. The sort of projects that invariably end up at the bottom of the in-pile.

Well, no more. I'm not saying it's now a one-button operation. Booklets, by their very nature, are always more complex to price than letterheads and newsletters. They were a lot tougher to capture in bits and bytes as well. Especially when you consider how much effort has gone into automating the process.

..... **Hal Heindel**

The screenshot shows a software interface for ACME Automotive. The top bar displays the company name and two pricing columns: 1,000 and 1,500 units. The main area is divided into several sections:

- Product:** Books, 36 pages, 8-1/2 x 11. Price: 2,315.35 (1,000) / 3,337.00 (1,500).
- Binding:** Spiralbound, No trim. Price: 213.40 (1,000) / 313.60 (1,500).
- Front Cover:** 1 2P-D4/4> 65 lb Uncoat.
- Back Cover:** 1 2P-D1/1> 65 lb Uncoat.
- Contents:** 15 2P-D1/1> 60 lb Common; 1 2P-1/0> Insert, 65 lb Ur; 0.
- Keyword:** East High Reunion.

At the bottom right, a total price is shown: 2,528.75 (1,000) / 3,650.60 (1,500). The interface includes various icons and function keys (F2-F5) for navigation and editing.

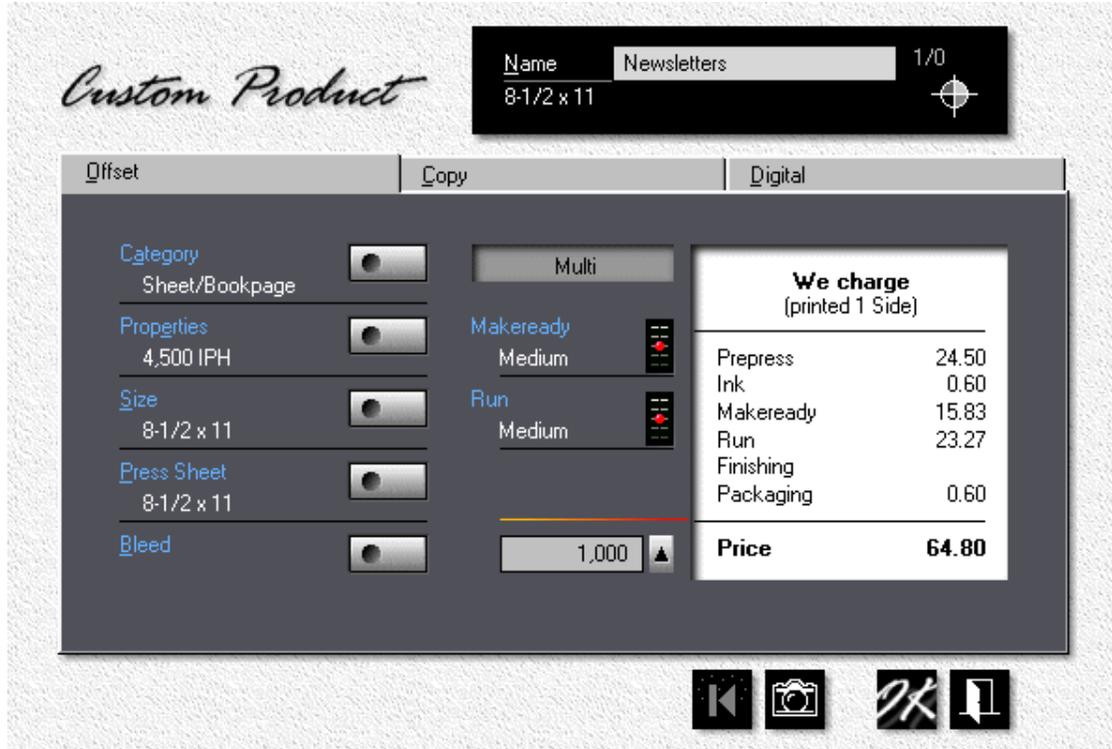
New Copy and Digital Pricing

New Copy and Digital Pricing

Posted: 22 October 2008

New versions of Morning Flight are ready for release and will be uploaded in just a few days. If you've been following the news on the Forum, you already know that the new Silver Edition will enable you to quote Booklets. The Gold extends that to where, with a single mouse-click, you can convert those Booklet Quotes to Orders.

All editions come with a host of other improvements, one of which is the way Custom Products can now be entered in a single, tabbed window, as seen here. Flipping tabs is a great way to compare costs.



Updated Pricing

Because of significant technological advances in the Copy and Digital field, not to mention the changed economic climate, both black and color prices were due for a makeover. In line with today's typical maintenance agreements, the defaults for Digital are now based on Click Charges rather than Consumables.

If you're downloading for the first time, the new prices are automatically installed with the program. Not so with upgrades. We're obviously not going to overwrite the pricing you've already established. If you're ready to make a change, the screens below will help you make the adjustments.

With Digital, all you need to revise are the 1C and 4C Digital Presses in My Shop. Because Copy Prices are part of the Product, you'll need to update each Copy Product individually from within My Store. Easy to do. Just enter the first value (0.075) and the last (0.050), then click the Sort button (third from the left) and let the program fill in the rest.

Black Copies

Copy Prices

Copies 1/0
1,000 **50.00**

Xerox

Packaging No Charge

Minimum 3.00

per 8-1/2 x 11
(30% coverage, 1 side)

1 - 49	0.075	7.5 cents
50 - 99	0.070	7 cents
100 - 249	0.065	6.5 cents
250 - 499	0.060	6 cents
500 - 999	0.055	5.5 cents
1,000 >	0.050	5 cents

Color Copies

Copy Prices

Copies 4/0
1,000 **280.00**

Canon

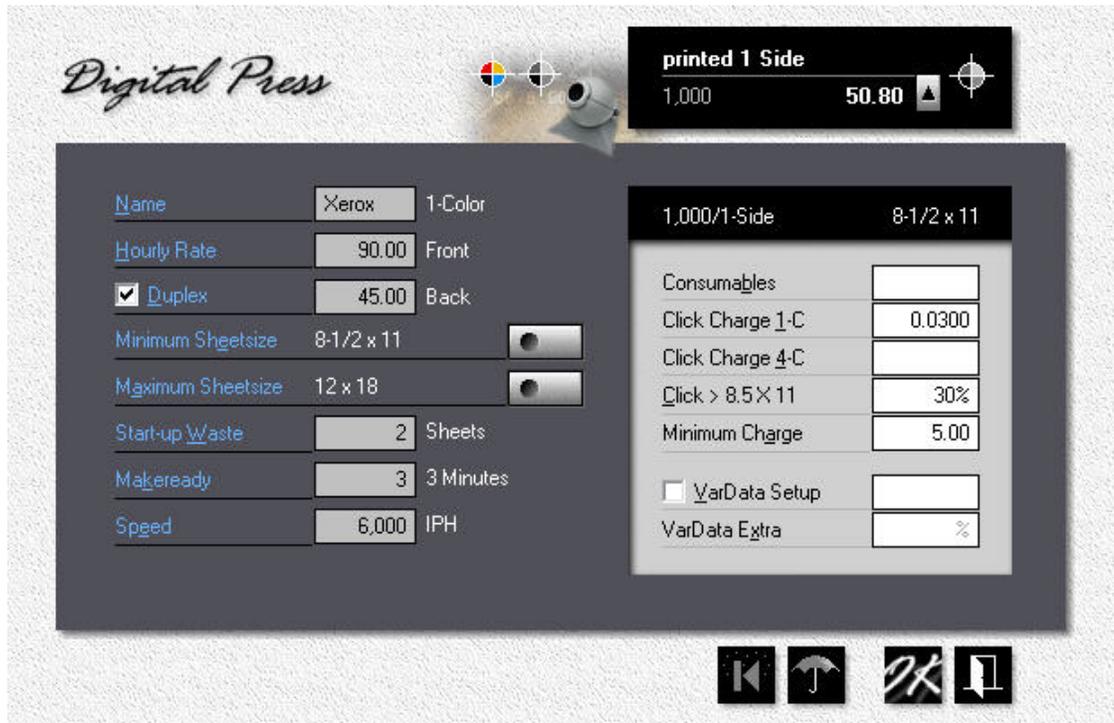
Packaging No Charge

Minimum 3.00

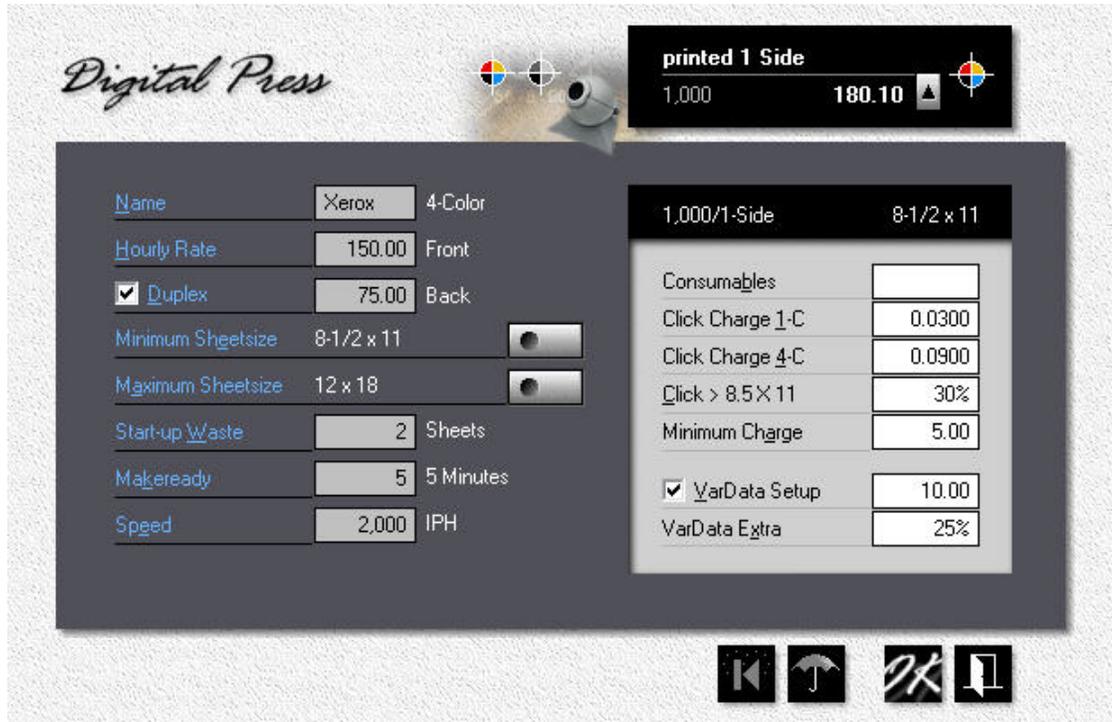
per 8-1/2 x 11
(30% coverage, 1 side)

1 - 49	0.480	48 cents
50 - 99	0.440	44 cents
100 - 249	0.400	40 cents
250 - 499	0.360	36 cents
500 - 999	0.320	32 cents
1,000 >	0.280	28 cents

Digital 1-Color



Digital 4-Color



Morning Flight Experimental

Morning SkyMall

Morning SkyMall

Posted: 2 October 2012

What if we were to introduce a product that would make it easier for small print shops to open a store on the internet? With shelves for niche products, and a checkout counter so people could order them?

Recently we decided to evaluate some of the biggest shopping carts to see how suitable they are for small to medium size companies. Along the way, we installed (and are paying for) live stores from two of them - Bigcommerce and Magento Go - that we're now using as demos and sandboxes.

Here is what we found: Internet shopping sites are both cheaper to buy and much harder to maintain than we expected. Our Bigcommerce "Bronze" plan costs us just \$24.95 a month for up to 100 products, with a 10% discount when signing up for a year. Our "Get Going"

subscription from Magento Go is even less expensive at \$15.00 per month, with the same 100-product limit.

Both plans include hosting, and neither Bigcommerce nor Magento Go charge transaction fees. While 100 products are enough for a demo store, realistically you'd want to upgrade to the 500 products you get with the \$39.95/month "Silver" plan from Bigcommerce, or the \$25.00/month "Going Places" plan from Magento Go.

So why aren't more small print shops selling on the Internet? Which, at the very least, would free up time because buyers could get a quick quote without human intervention? The answer is simple: Because it's difficult and time consuming. We're taking a hard look to see if we can fix that.

Visit the live SkyMall demo store

Categories Stationery Cards Marketing Products Offset Printing Promotional Items

MorningSkyMall
Demo Store

Nothing is real
or for Sale here

Featured Products

 <p>Data Sheets, digital color \$103.65 Not Rated Choose Options</p>	 <p>Letterheads, offset 2-color \$129.05 Not Rated Choose Options</p>	 <p>Data Sheets, digital black \$34.90 Not Rated Choose Options</p>
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New MyWay Pricing

New MyWay Pricing

Posted: 17 May 2010

With the coding of user-defined presses nearly complete, here is a glimpse of the next project to roll out of the Morning Flight hangar: An entirely new press-based pricing model that will complement the product-centric approach of our standard pricing engine.

In a nutshell, where in the current product-based automatic mode you start with a product that then controls makeready, press speeds, and the type of paper you can use, in the new press-based manual mode you start by selecting the press, then enter specific amounts for imposition and RIP, press makeready and press speed. Those amounts can be entered with sliders or via direct entry fields.

The only restrictions on stock are that flat sheet jobs get printed on flat sheets, and envelopes on envelopes. Once the press parameters have been set, paper, inks, prepress, and postpress are entered the old-fashioned way.



I like the way you put all the press info together. The imposition and slider on the same page along with all the other info. Nice touch ... I always like the manual features.

..... **jerryjfm**

Wow! That user interface doesn't look like anything else in Morning Flight! I assume it's going to be either/or (product-based or press-based)? I can't imagine being able to do both at the same time.

..... **Keith**

Both pricing models will actually co-reside, Keith. Note the new "MyWay" button on the main menu. The window on the previous post comes up in place of the usual product pick list when you click the F2 button. Naturally, there's no Ctrl-F2 Custom Product button - in manual mode,

everything is custom.

You will be able to mix product and press-based quotes and orders on estimates and invoices, the same way you can now mix printing quotes and merchandise.

One caveat: The new manual pricing mode won't be safe to use by Cousin Mel, even with far more liberal data validation turned on!

Using a digital SLR metaphor, when the camera is set on auto you can be sure to get a usable picture, often a very good picture, but it limits your creativity. Set on manual, the sky is the limit but the responsibility is all yours. The resulting image could be anything from two Dobermans in a coal cellar at midnight to a view of the Rochester skyline during a white-out.

..... Hal Heindel



Hal, your programs' awesomeness knows no bounds. As you know, Cousin Mel is not a problem at my shop, but if you don't tell him about the MyWay button, you should be OK. Unless maybe you got something cool up your sleeve like a lock-out when Mel signs in to MF?

. **Keith**

Thanks, Keith. As for Cousin Mel, not to worry. Manual mode pricing will be restricted airspace for sure.

. **Hal Heindel**

Hi Hal, can't wait for that download! Just a quick question. Since you are ripping things apart, is there a way MF could tell me my costs to produce the job? I don't know maybe this isn't what I want? I am in the process of preparing for an outside sales person. I hear a lot about sliding commission based on the mark-up on the job. In other words, if you make a 60% mark-up your commission is 8%. How would I get this kind of information out of MF, or is this even the best way to go about it?

Being a small business owner is so much fun, the hours and pay and lack of responsibilities are awesome!

. **Craig**

Ain't that the truth, Craig. And you don't have to wait years to discover all the nice perks that come with being a print shop owner.

Basing your sales rep's commission on a mix of sales volume and profitability is absolutely the right approach - if you can pull it off. Your biggest challenge will be to convince the rep to try to close every sale on merit. Most will treat printing as a commodity where all that matters is the lowest price. If commissions are tied strictly to volume, that battle is lost before the first shot is fired. The irony is that every time the rep shaves the price to land an order, profitability for the shop suffers dramatically, while creating only a small dent in what the rep takes home in commissions.

Nearly as difficult as the behavioral aspect is determining how profitable each job was, after it's been accepted by the customer. That means finding out how much paper was wasted, whether it took longer to set up and run than what was budgeted, does part or all of the job have to be rerun, and so on.

Clearly, any analysis of profitability can only come after the fact (actually, after the job is paid for!). If you could count on everything always going according to plan, and your hourly rates are realistic, you could tell how much profit to expect even before each job is run. We all know it doesn't work that way. Not even for General Motors. Come to think of it, especially not for General Motors.

With merchandise and outsourced work, finding out how much money you made is simple: subtract the sales rep's compensation (along with other SAE and a proportionate share of overhead) from the difference between what you paid and what you sold it for.

Getting a profit picture for jobs done in-house isn't a whole lot more difficult, but takes more work. To some extent, the Morning Flight Engineer can help you with that. Namely, by keeping track of the paper used and the hours spent on production, then comparing it with what was budgeted. To be sure, the Engineer is a work in progress, but that's what's available today.

Hope you don't have big vacation plans for this summer! I know I don't.

..... Hal Heindel

Ordered by:	Jim Henderson	Received:	5/27/2010	Ship via:	Notify when ready
Phone:	555-3426		By Phone		
Fax:	555-3775				

3.500 Envelopes. Size 10

Front:	Black + 1 Color
Back:	/// (4-1/8 x 9-1/2)
Press Sheets:	3,500

Plates:	CTP
Makeready:	Medium
Run Speed:	Medium

Paper	24 lb Wove White (from our stock)
We need:	3,780
Draw:	3,780

Ink	PMS 109	Chrome Yellow
-----	---------	---------------

Packaging	No Charge
-----------	-----------

Ok over/under	+ %	- %
---------------	-----	-----

Budgeted vs. Actual

Ryobi	/
1:18 Hours	/ 1:45 Hours
On hand:	
Qty used:	4,100

OK to print:
Final Count: 3,520

Multiple Presses coming

Multiple Presses coming

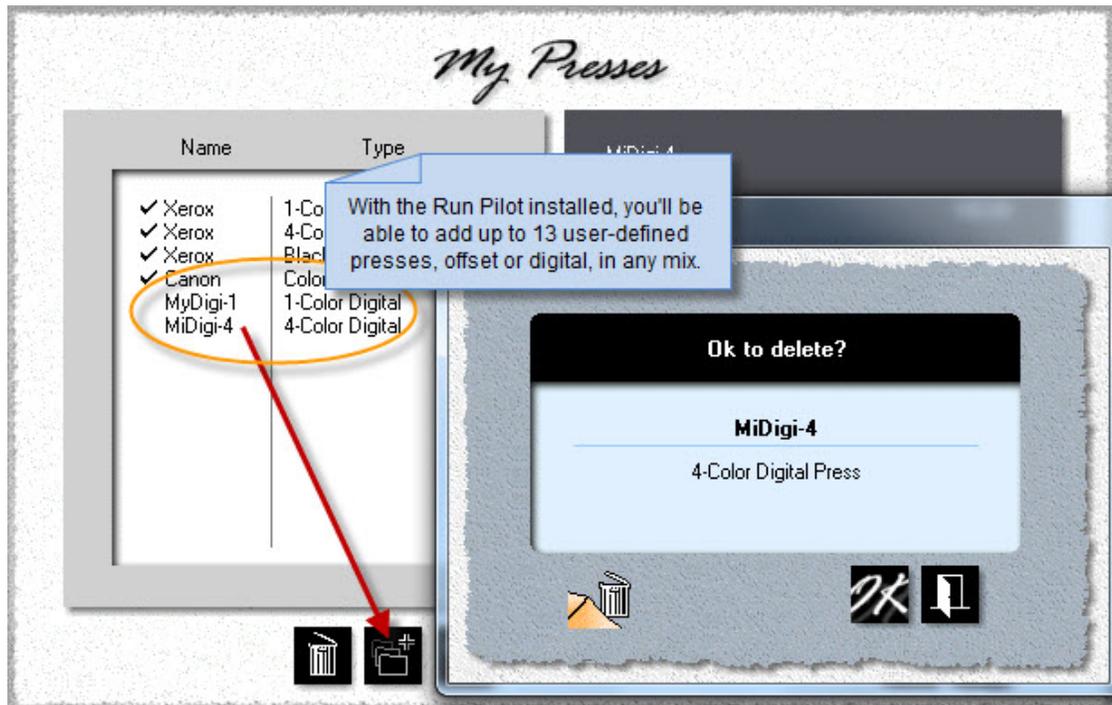
Posted: 21 April 2010

User-defined presses and multi-user capability are easily the most requested features for future versions of Morning Flight. We're working on both, but the one that will make it out of the gate first is the Run Pilot - the option to install extra presses.

With the Run Pilot you'll be able to

1. Add multiple user-defined presses, offset or digital, to the seven already built in.
2. Instantly compare cost-to-print between installed presses.

All but the Free and Passport editions will accommodate the Run Pilot. We'll post details and sample screens here, as the project develops. Projected ETA: June/July.





Now, would it make sense to sit back and wait for the new versions? In a word, no, or I wouldn't be talking about it here. We haven't decided yet whether to offer the "Run Pilot" as an extra cost plug-in or build it into the Express, Silver, and Pixelblitz editions for an upcharge.

Either way, anyone who has already bought one of the current editions, or buys one before the Run Pilot is released, will get the upgrade free.

..... Hal Heindel

Morningflicks Videos

Morningflicks Videos

Posted: 5 February 2009

The Silver Edition is getting ready for prime time and will go from beta to RC (Release Candidate) in a couple of months. While we're finishing up the manual and help system, we're also busy creating screencasts - quick demos on how to use a particular feature.

The Booklet Module topped the list. Nothing ever comes easy with booklets. Take a look and tell us what you think.

1. Pricing Booklets - Introduction
2. Pricing Booklets - Working with Covers

3. Pricing Booklets - Prepress, Postpress, and Inserts

Enter Video Library



Sales Questions

Comparing Features

Comparing Features

Posted: 14 October 2009

Yesterday, we uploaded a revised and expanded version of our on-line help system for the Free Edition. One of the enhancements is a comparison of features between the six Morning Flight editions, along with a new section on how to back up your data and running Morning Flight off a flash drive.

In other news: The Printfire Store is nearly complete. Still expect to be open for business later this month. Soon after the doors open, expect the first edition of Morning Fly-By, our e-

newsletter.

Heady days ahead!

	Free Download	Passport \$85	Express \$148	Silver \$248	Pixelblitz \$345	Gold \$445
Offset Pricing	●	●	●	●		●
Digital Pricing	●	●	●	●	●	●
Copy Pricing	●	●	●	●	●	●
Booklet Pricing			●	●	●	●
Merchandise Pricing				●	●	●
My Way Pricing					●	●
Jet-Entry Quickprice		●	●	●		●
User-defined Presses		●	●	●	●	●
User-defined Prepress		●	●	●	●	●
User-defined Postpress		●	●	●	●	●
User-defined Packaging		●	●	●	●	●
Automatic Estimate Writer				●	●	●
Memo Writer			●	●	●	●
Password Protection				●	●	●
Job Tickets					●	●
Job Tracking					●	●
Invoicing					●	●
Job Conversion from Quote					●	●

How can Morning Flight be free?

How can Morning Flight be free?

Posted: 8 December 2008

We're being asked that a lot lately. One such question showed up in my e-mailbox over the weekend:

"I've been in printing for 30 years and done a fair amount of estimating with Franklin and Focus and am interested in what you have and yet I don't understand how this is free, please explain."

Before you read my answer, click [here](#) to see how Morning Flight got its start. The main reason we're giving away the Free Edition is because of a commitment I made a long time ago. I, too, have been in printing for 30-odd years and have done my fair share of estimating, much of it an exercise in futility. A ton of quotes for people just shopping around or looking to validate pie-in-the-sky projects that never had a snowball's chance to see the light of day. I vowed that if I ever came up with a way to shortshift this lunacy, I would share it.

But that's not the only reason. Back in the early nineties, halfway through writing the program, the idea of giving away the core application was beginning to make good business sense as well. The emergence of the internet and viral marketing concepts only reinforced my earlier decision. Today, our entire marketing strategy is built around it.

To be clear, we're not giving away the store, just a sizable chunk of it. The Free Edition of Morning Flight is free now and will be free forever. No ifs, buts, or gimmicks. The remainder of our product line will eventually come with a price tag. An affordable, relatively small price tag. With the basic Morning Flight package available at zero cost, we'd have a tough time selling more capable versions at high-ticket prices.

I'm not ready to spell out the details of our business model on a public forum, but here is a final thought: Printers who use the Free Edition either can't afford to pay for the extra features, or don't need them. In either case, we're not losing business. We're gaining potential customers.

Suggested Reading:

Blue Ocean Strategy - Harvard Business School Press

Unleashing the Ideavirus - by Seth Godin

The Tipping Point - by Malcolm Gladwell

Product Questions

Carbonless, two parts alike

Carbonless, two parts alike

Posted: 25 April 2012

Using "Quote Bookprice" or Carbonless, spec 3-part, top copy is an Order Form but parts 2 and 3 are a Delivery Note (alike). Only 2 plate changes. As far as I can tell, "Bookprice" costs a makeready for each individual part. Am I missing something?

. **pop**

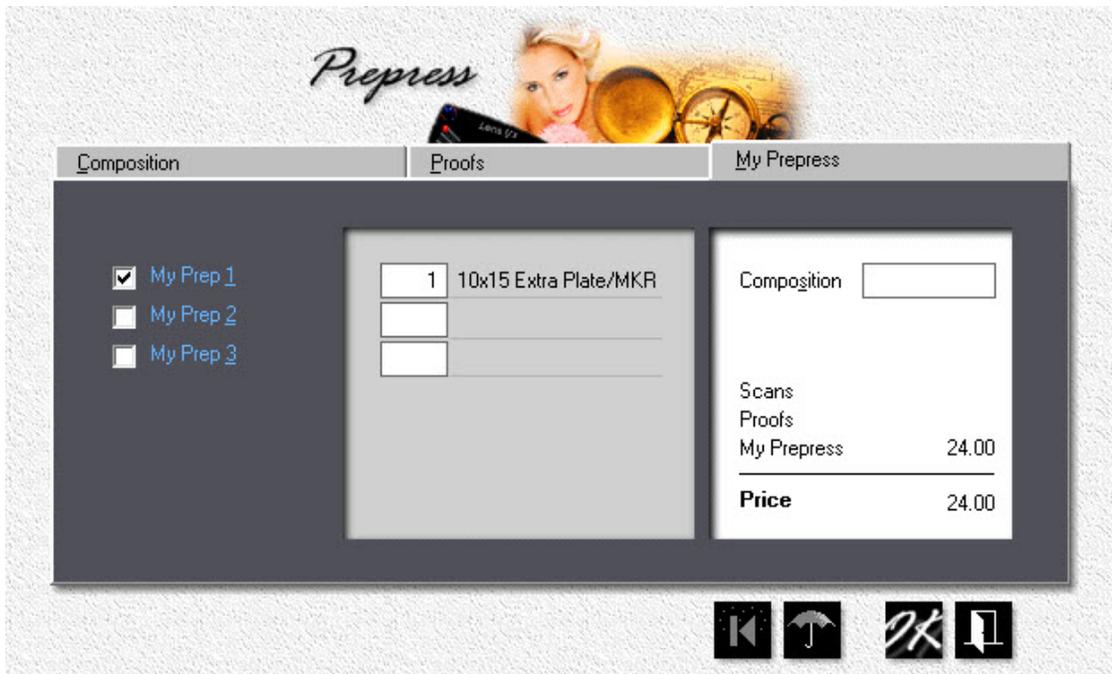
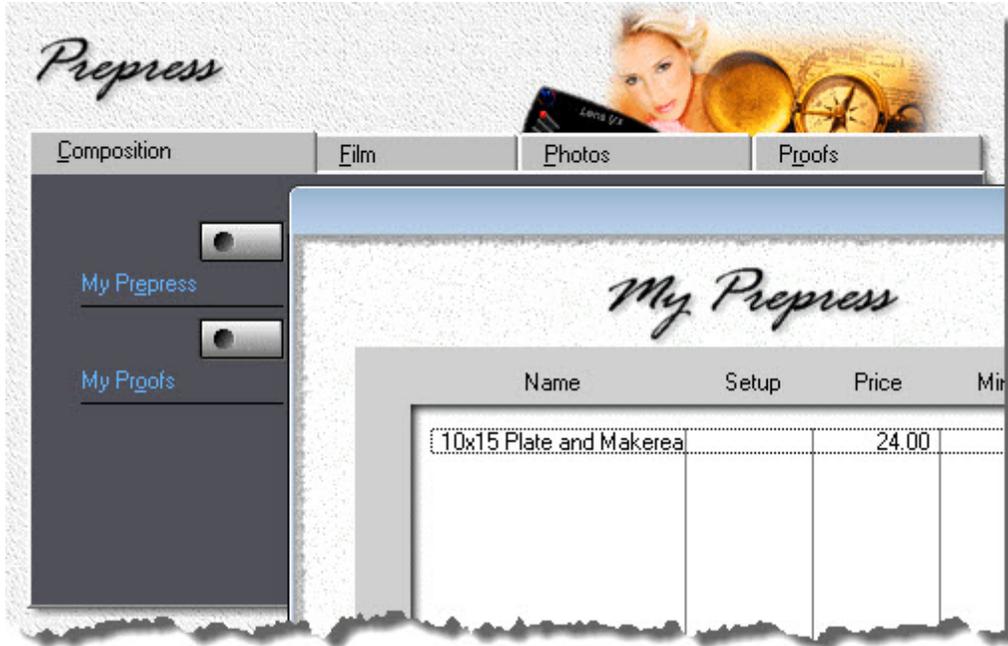
I worked on this but it seems MF will always put 2 plates even if the copy is the same. I do not think it is a big deal on most jobs. Will test more but just do not see a way at this time.

. **jerryjfm**

While plates and makeready are a non-issue with Digital, the way to accommodate your specs with Offset is by either

- Subtracting the cost of one plate and makeready from a "bookprice" type estimate or order;
- Creating first a My Prepress item as shown, then a My Postpress item for collating, and adding both to a precollated carbonless set.

. **Hal Heindel**



Merchandise Orders

Merchandise Orders

Posted: 2 January 2012

How can I add labour charges to a merchandise order? I have set prices for business cards, posters etc. but if I have to design them, that is additional. I can make a new merchandise order for labour but that makes a new job ticket since I can't seem to combine the labour merchandise with the product merchandise. I have to create two orders for one order. Is that correct or am I missing something?

I noticed Keith had asked about adding prepress charges to a merchandise order in 2008 but I haven't noticed any updates since or how he is managing to work around this?

..... **donkur**

The work-around I use instead of having two separate merchandise items is My Packaging. I have a huge list of pre and post press charges. 2008!!! Wow, I've been using MF for a long time!

..... **Keith**

That's downright ingenious! Why didn't I think of that?

..... **Hal Heindel**

In-Stock Paper Colors

In-Stock Paper Colors

Posted: 2 January 2012

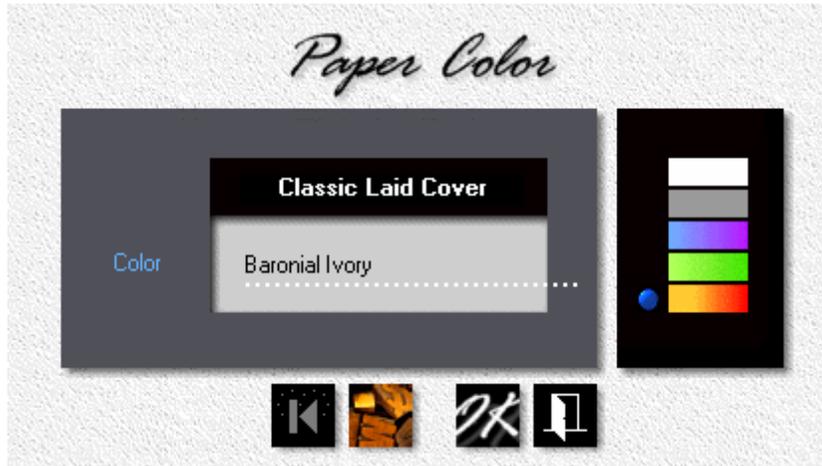
What am I missing here? I am looking at the My in-Stock Paper screen i.e. Classic Laid Writing 8-1/2 x 11, it is listed once. When I do a quote and press F3 for paper available for My in-Stock Paper, Classic Laid is listed 4 times (one for each color). So how does each color get in there? Can I delete the colors that I may not stock i.e. Classic Laid Antique Gray? How can I add other colors or just switch the color name?

..... **Rob Smith**

In-Stock paper is priced at either white or color. That's so you don't have to update the price of each individual color when the vendor changes prices. Yes, you can delete colors with the trash

can, rename a color with the update button, and add colors with the add button. Here is the help section for it (go to "Updating Colors" at the bottom of the page).

..... Hal Heindel



Fine-tuning Pricing

Fine-tuning Pricing

Posted: 17 September 2010

Ok I am working on getting my high school work back. It is a really big account. Here is the thing . Carbonless is an example. I need to set up new contract pricing. It needs to be for them only. The price is below the slider price.

Ways to change pricing:

- Slider
- Estimate Manager
- Press hourly rate
- Customer discounts

The pricing needs to stay the same each time it is run. I kind of think the discount may be easiest. I really want it to apply to each job. I have to set pricing on many jobs. So I am not sure I can put the same discount on all. Copies for example. They need to have their own pricing there too. Copies for them is nowhere near the same as I charge others. School is volume. Now I seem to remember you said have a copy of MF just for them.

. **jerryjfm**

Maybe I can help? I do thermo biz cards for my local college and they have a special negotiated price, different from all the other raised print business card pricing. Since I send that out, it was easy to set-up a product in Merchandise. I named it "College Cards" (or whatever) so I knew that was their pricing set-up the way they like to order (sets of 500 at a time). If this is something you're manufacturing in-house, it would be a bit more difficult to have a customer specific product. As you said, the pricing is below the slider pricing and if you changed anything, like your cutting charge, it will affect their pricing as well. Or if you adjusted your paper margin, it would change the school's special pricing. Maybe you could keep a list near MF and when they order something, just change the price. I do that sometimes when MF won't hit a certain number, I'll just re-type the press cost and paper cost so it totals to where I need it.

I think a separate copy of MF would be too cumbersome. It would be easy to set-up for just one customer, but then you'd have two job trackers to monitor. You know what would probably work? When Hal releases the multi-press, you could set-up a press with a special hourly rate, call it "HS Press." I think that would work out really well. And you could have special paper with a special margin - "HS Carbonless." And that would give you a lot of flexibility in the pricing. But I would try to make the Customer Discount work first. That's what I use for my wholesale clients.

Sorry it's sooooo long. I hope it helps at least a little.

. **Keith**

Hi Jerry, Keith brings up some good points. If your high school account contributes a big chunk to your business, a second, parallel installation of MF is definitely worth considering. Especially if the discount you're extending varies from product to product. Once the combination of slider adjustment on top of an overall customer discount doesn't go low enough, all that's left is lowering the hourly press rate.

Setting up a separate press for just one customer, as Keith suggested, will work really well for digital where you have just black and color, but will prove cumbersome for offset (1C, 2C, and 4C). Copies, of course, are no problem. Copy prices are set by the product, so you can easily create a separate copy product for a specific customer.

Here are some pros and cons of installing a dedicated version of MF.

Pros:

By far the most flexible approach to custom pricing.

The customer is isolated on the second installation; you never have to worry about quoting your standard price by mistake.

Cons:

Having to update your paper specs and paper prices on both installs.

Separate job tracking, as Keith already mentioned.

. **Hal Heindel**

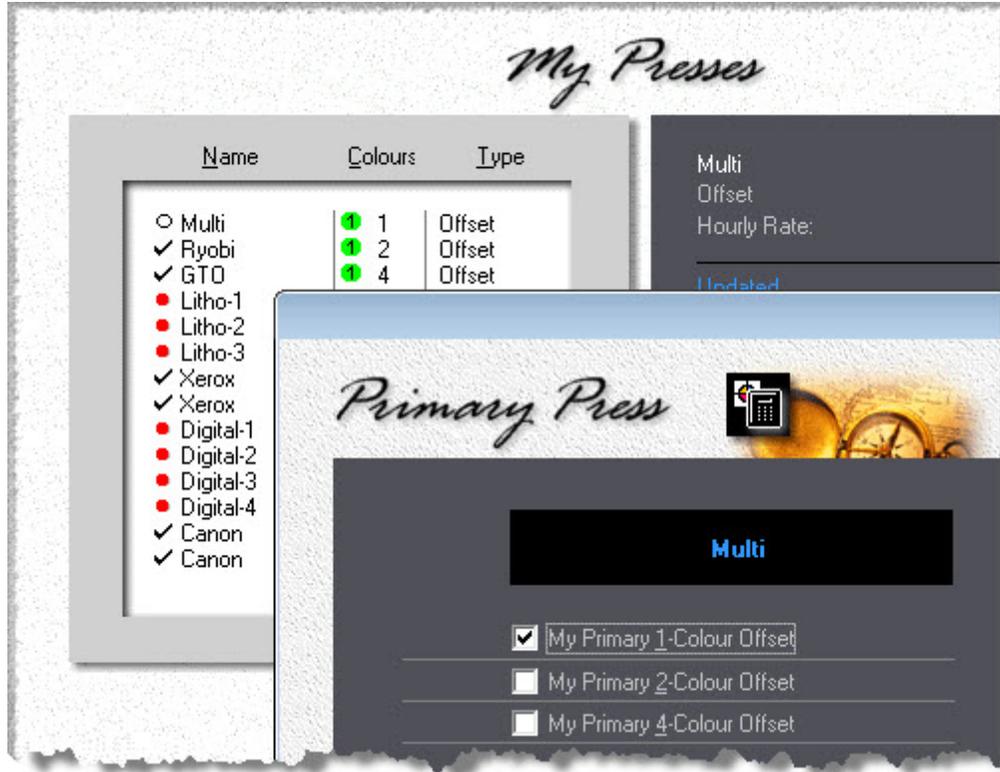
Keith, Thanks for giving Jerry lots to think about for setting up a special pricing matrix for his high school account.

Speaking of pricing, I think you know how I feel about Budgeted Hourly Rates. I've ranted against them often enough on PrintPlanet. This dinosaur from another century seems to have climbed up the escape chute and boarded through the emergency exit before I could secure the hatch. Now that the damage is done, I'm probably going to make a big deal out of it in this month's newsletter.

But Scout's Honor, it really did happen by accident. Blame user-defined presses, made even more suitable for Budgeted Hourly Rates because you can now make any press your primary for 1C, 2C, and 4C offset, bypassing and even sidelining the built-in MF presses if you care to do so. Goodbye product-centric pricing, hello cost-plus and BHRs.

The idea of primary presses came to me just a couple of days ago while I was working on the user manual. Promptly implemented it, later realized the implications, and decided to live with it. Can't win 'em all!

. **Hal Heindel**



Wow, there is a lot to look at here. I think a reinstall is going to be best. It is a ton of work. Will be three high schools and I can lock it up for up to five years. I have to lower my pricing but I make it up in volume. Have been working on this for a year and it is close now. So it looks like I will need a set up for just schools. I have a chance to add schools to this also. MF will make it easy if I can get it fine tuned to there pricing. Wish me luck

..... **jerryjfm**

In light of what you're trying to accomplish, I tend to agree. Keeping your paper files in sync is really not such a big deal. Besides, paper prices are fairly static these days, so you should be fine doing it just once a month.

What helps is that Morning Flight makes do without separate key and index files, they're all wrapped into a single .TPS. Here is what you'll need to copy and paste:

STKFile.TPS - InStock Paper file
 STCFile.TPS - InStock Colors file
 SPSFile.TPS - BuyAsNeeded file
 SOSFile.TPS - Special Order file

SVSFile.TPS - PaperShop file (not in use yet)

Whenever you copy the STKFile, make sure you copy the STCFile with it. The two work in tandem.

If you're running VISTA or Windows 7, install the parallel copy of MF in a separate folder outside the 'Program Files' folder to avoid virtualization. When programs are installed within the Program Files folder under VISTA and 7 (but not XP), the OS has the nasty habit of putting data files where nobody can find them: In a remote Compatibility Files folder.

Before you dual-install MF and copy the paper files, click here for a refresher. Good luck getting the account!

. **Hal Heindel**

Mark Invoice paid

Mark Invoice paid

Posted: 19 July 2010

Ok Hal ... I have invoices in MF. Now I can not find how to mark them as paid. I just can not find it. We use Q-Books so guess it is no big deal. Was just going to mark them as paid here in MF.

. **jerryjfm**

Jerry, standard bookkeeping protocol dictates that payments against a specific invoice can only be applied in your accounting system, which in your case is QuickBooks. Morning Flight would either have to include AR functionality (it doesn't), or be linked to QB so that when an invoice is paid in full, the paid status cascades down into Morning Flight.

Trying to sync this manually is never a good idea. For one thing, you might think you got paid in full, when in reality there's still an outstanding balance. Only QB can keep track of that and tell you whether the customer still owes you money. In accounting, nothing is ever as simple as it first appears.

. **Hal Heindel**

Proforma Invoices

Proforma Invoices

Posted: 7 April 2010

Hal, it is time for me to bug ya! Ok, the more I use MF the more I like it. There is a lot to it for sure. Now we use Q-Books for invoice. I do 65% of the estimates. So what happens is I give a price and get the job. The customer comes in and wants to pay for the job up front. Now it is easy to do in MF and I am at my desk. So I just do the invoice and give to the counter girls. Now the problem is the job is locked out. I can no longer track it or print a duplicate job ticket if something happens. Spilled coffee or coke. Not that that happens here.

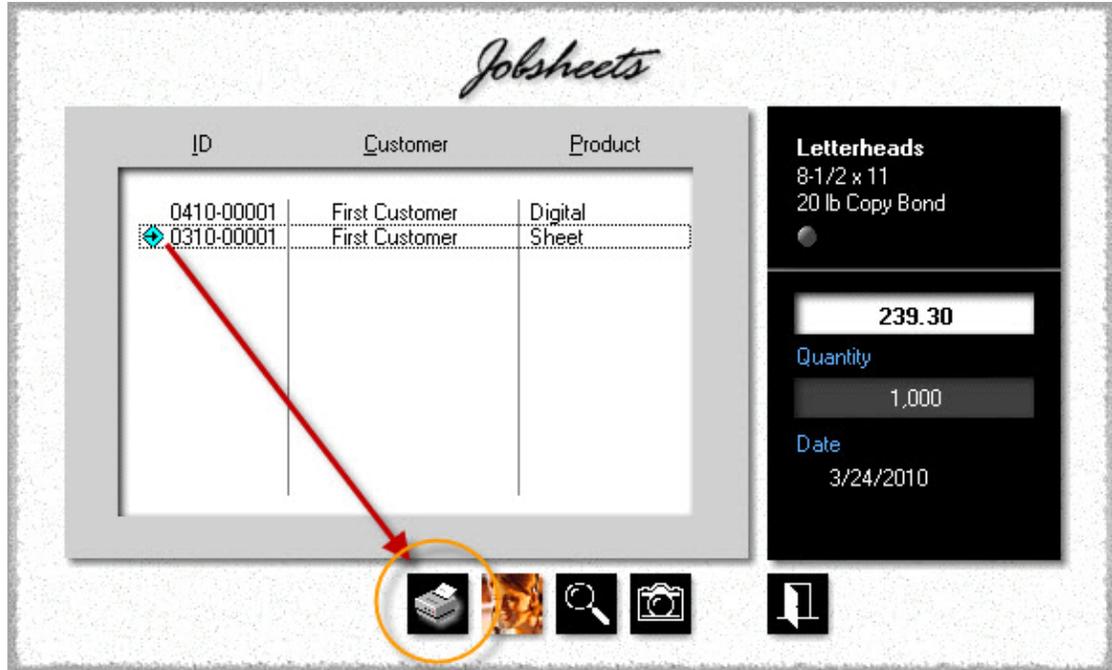
Next is the deposit. We require one on new customers and custom jobs. We are gearing up to put MF at the counter. So that is where the Invoice comes in. We want to get away from hand written copies. Will make things a bit faster and better records. I am not sure if that makes your end a bit more complex.

Can there be a pre copy? Not sure what to call it. Payment copy! The thing is it automates the system and makes it faster with better records. Maybe the invoice could have a final button and that is when it locks out. All could work up to that time.

Maybe i could put Q- books on my computer and others. Not sure the book keeper would like that.

..... **jerryjfm**

Hi Jerry, Good points. Although the part about the lockout is only half true: Even after a job has been invoiced, you can still print a duplicate job sheet or job ticket. Notice that the print button is enabled. But you're right, you can no longer track the job.



What we would need to install is the ability to issue a "Proforma Invoice" that would keep the job active until the final invoice has been issued. That first invoice would have to be say Proforma to keep customers from paying it twice (like that's going to happen, right?). In that regard, there's no difference between full and partial prepayment, aka deposits.

The tricky part is integration with QB. Might want to discuss that with your bookkeeper. In the meantime, I'll take a look at the job tracking portion. Thanks for bringing it up.

..... **Hal Heindel**

Ah yes, a Proforma invoice may just work. My thinking was it would have a field that was for deposit and it would show. When you use this form it will really just record the payment done, but will not lock anything out. That form could show under the print invoice tab. Then when the job is really done it could be invoiced from the proforma. It would show amount paid and what is now due. QB is easy because we just go off the MF invoice. We enter deposits and amount due and it does the rest. We put the MF number in PO on QB and it is done. We really do not want MF to get to heavy on the book keeping end. That is what QB is for. MF has the right idea.

..... **jerryjfm**

Excellent topic Jerry! I agree with the "premature" lock-out once a job has been invoiced. The

Proforma option sounds like the proper way to go.

. **Craig**

Good, glad I am not alone. You know Hal has nothing better to do anyway. We will have to see how hard this will be to do. I want to streamline my order desk a bit more. We have too much extra paper work going on. MF seems to be the way to go for us.

. **jerryjfm**

Generating a proforma invoice is easy enough to include in a future update. Ditto for the deposit field. Recording partial payments from within the program, that's another ballpark altogether - that's AR. When you go there, you can't be just a little bit in, you have to be all in. Once you record a partial payment, you have to create files to save that payment, then track it against the invoice and the customer's balance, synchronize that with QB, cancel any balance when the customer goes belly up ... you get the idea.

When I get the proforma done, I'll post a screenshot to see whether that's what you had in mind. It'll be down the road a bit, though. At the moment, I'm checking out my old Ryobi 3302M 2-color with only nine million impressions that I sold to a local print shop three years ago. Sadly, the owner passed away and the shop closed its doors and the press came home like a little puppy and is now crowding my collector cars. I know what you're thinking, Jerry, but it's not going to happen - I'm not getting back into the printing business! I'm not!

. **Hal Heindel**

I like the idea of a proforma invoice. For collecting deposits, I printout the acknowledgment (because it has the total plus tax) and I hand write the deposited amount on it. For most people, that works fine. They don't need anything super fancy or "official," just something.

So far, using MF invoices has been a HUGE help with cash flow and getting paid. I haven't had any problems. The only thing I'm wondering about is customer credit limit. Is there a way to beef up MF's credit allowance. What I mean is, a warning when any job or total number of open jobs exceeds a given amount. I know I've seen a warning before, but I think it only occurred when a single job went over the credit limit.

So Hal, you have a press for sale ...?

. **Keith**

You're right, Keith, the warning only pops up during order entry when a single job would exceed the customer's credit limit. Since there's no provision for accepting payments in MF (which would once again put it into the province of AR), the program has no way of knowing how much a customer owes at any one time.

I was afraid you were going to ask me about the press. Still thinking of jumping into offset, are you? As I recall, I tried my best to talk you out of it. I loved running that little Ryobi. But guess what, I like running our user manuals unattended on a Xerox 5500 even more. Times, they're a'changing.

..... Hal Heindel



... even if MF just looked at all the open job tickets for any given customer? So if a customer has a \$1000 limit and two jobs in house at \$400 each, MF couldn't warn you when you tried entering a \$300 before one of the other two were marked delivered or invoiced? Obviously, MF wouldn't have any way of knowing if any job marked delivered or invoiced was actually paid or not. I'm sure there is something there on why it does not or should not do that.

MF won't let me delete a customer - it gives me a warning about "being attached to orders" or

something. Is there a reason on why I would not want to delete a customer? Even if they really ticked me off? I was able to mark them "Suspended". They cost me money and were PITAs.

You did do a good job of talking me out of an offset press. You gave me a nice visual - me standing in the corner of my shop in front of a fire throwing \$100 bills in it. Seriously, whenever I think about an offset press, I see that. Plus, I have more fun running a business instead of a machine. And you're right, running a job unattended is nice. While my Xerox DC252 was printing post cards, I was gluing note pads. Inkjet is the next big thing (and part of the future), I'm keeping my eye on that. But what I really need right now is a solvent based wide format printer and a new guillotine cutter.

. **Keith**

Unfortunately, MF couldn't warn you when you tried entering a \$300 order before one of the other two orders were marked delivered or invoiced, Keith. Two reasons. First, it would give a false sense of security. As long as you're aware that the over-the-limit warning applies only to the order you're about to enter, my hope is that you're going to check the customer's account in QB to see how much else is out there. Second, the only meaningful measure is the customer's total receivables balance, not what you invoiced or delivered. And as you pointed out, MF has no way of knowing that.

This being printing, we don't have the luxury of unpacking a pending shipment to a deadbeat customer and then selling what's in the box to someone else. Yet another reason to envy those wineries.

Glad I was able to use my persuasive selling skills to talk you into not buying my Ryobi. What else can I interest you in?

. **Hal Heindel**

Ok, ok. you win. The account limit warning is fine the way it is. I had a rough day and needed to make a joke.

So how 'bout this -

When exporting a customer list, is it possible to include the name of the primary contact? I hate having to go through the exported contact list and deleting the extra contacts. I don't know maybe it's not so bad. Just sometimes it feels wasteful sending a post card to all six people in the office. Well, maybe it's fine the way it is.

But how 'bout a little extra information, like, the last order placed (product and date)? Or maybe the most frequently ordered product. Or a similar product? ("If you like our letterhead, how about some envelopes!"). I haven't really thought it through so I am posting this in the hopes of getting some feedback (Craig?). MF is an awesome MIS system - it does estimates, order tracking, makes sandwiches and does all the heavy lifting. I think it would be mind blowing if it did a little ... customer retention? Marketing? It has all this information, we just need to mine it. And just think, you could probably charge more for the Gold Edition!

. **Keith**

Terrific idea, Keith! The only challenge I see is how you'll use the information once you've extracted it. For e-mail marketing, that's not a problem. All e-mail Service Providers let you insert custom tags into the HTML code or template.

But what about the postcards you mentioned? Is a standard CSV file good enough for your VDP software? If this gets traction, I'll probably move it into a new thread. You've hit a soft spot, Keith. I get excited whenever the discussion turns to marketing. Thanks for the suggestion.

. **Hal Heindel**

AWESOME! The info could be used a number of ways:

1. A reminder that pops open on start up and notifies you of estimates that need follow up. (I think that alone would be extremely powerful! Bet I could increase my sales by 10% if I simply called and asked about an inquiry!).
2. This would take more information to be entered for new customers- their birthday? You can export the data and order it by birthday and send the customer(s) a card with an offer.
3. This one has been on my mind for awhile - "Time to Reorder" cards/labels. When a packing slip/invoice/shipping label is printed perhaps you can have the option of printing a small card that contains a reorder number (the current job ticket number?) and the keyword.
4. Like I said in my earlier post, the most frequently ordered product or last one ordered. Perhaps both? I think a data field with the product name would suffice. You could export the list and send them a card reminding them to order more product X. This suggestion sounds similar to number 3.

A CSV file would be perfect. Can I offer a suggestion? MF is a little clunky with the actual exporting. It only puts it in the C: drive. Is it possible to make that interface a little smoother with

a drop down list for where you want the file to go?

I'll take a look around and see what other MIS systems are doing. I read about this stuff all the time in the trade magazines and thought MF should be able to do it too.

We can call it "Ground Control".

. **Keith**

Hey you got me thinking on this. I like the follow up on quotes idea! We could have a form letter and e-mail it. Maybe we get a reminder after 10 days. It could be a number we can set to our preference.

We have jobs we print on a automatic time table. Say every 5 weeks as example. It could tie in here. It would remind you the job is due to print. Time to reorder! We could track how often jobs are ordered and call or e-Mail to let them know. It could be a form letter we print and send.

Seems like some good stuff here and good points.

. **jerryjfm**

Thank you Jerry! It's stuff like that that I have in mind but have difficulty articulating. But I didn't even think of an upcoming job reminder. I print a semi annual newsletter. Six months out is very easy for me to forget. It would be awesome to contact them first and offer assistance in the file prep!

Hal, I think it's time for a new thread!

. **Keith**

Keith said "MF is an awesome MIS system - it does estimates, order tracking, makes sandwiches and does all the heavy lifting."

Holy Crap, Keith! How did you get MF to make sandwiches!

Great minds must think alike cause I been thinking about the same thing, getting MF to give me the marketing info to do follow-ups.

I think Keith brought this up once, the more I use Invoicing the more I would like to be able to email the invoice directly from MF just like an Estimate. We are finding more of our larger customers require their invoices emailed vs snail mail.

Also I thought it would be smoother to be able to make an invoice from the Job Tracker window. I'm already there marking the order as completed, why not one more click to create an invoice vs having to close Job Tracker, Open Invoice, find the customer, click on the job..... get the drift?

. **Craig**

Yea, we need to move to the secret room! We do not want our ideas taken by the big guys.

Craig, I run an invoice in advance because they want to pay up front. That is good but if you do it you will notice some issues. One is MF treats the job like it was done. Yet it may really be in Graphics Dept.

Not a bad idea having invoice on the tracker window, too. Then when job is done you just hit invoice and it is all done. Speaking of the tracker we need a ready-to-pick-up button. I have a lot of jobs that are on the shelf ready to pick up. They are still here but not delivered. Then you need to call after job is copied or printed. A called button would be a plus on the tracker, too. Not sure how much you guys use the tracker but it is nice. As we use MF, more and more small things come up.

Hate to do this but one more thing. As I get more and more customers and enter an order I find it is getting harder to find the right ones at times. I use the Rolodex and have to scroll a lot of customers. My list gets bigger and bigger as the days go by. Do you find it to be time consuming at times? I hate it when the customer is here or calls and you have to be fast at it. Under pressure!

Hal I guess we need to start some new threads. They are getting a bit carried away.

. **jerryjfm**

Jerry, there have been so many good suggestions in just the last few days on this thread that, yes, time to start a new one. Tomorrow, I'll try to put together a summary and show what's doable. In the meantime, here are shortcuts to help with your last point.

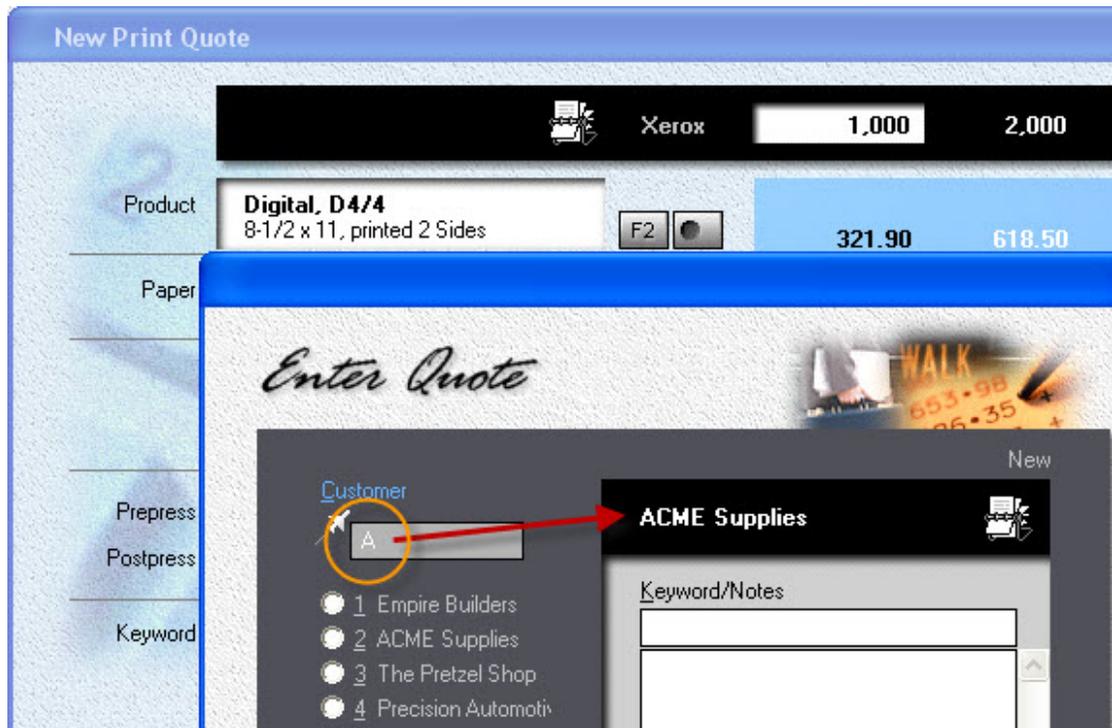
For quotes, it's usually easier to not enter the customer's name first (if it's a phone quote, you probably don't need the name anyway), but just click the Ok button at the bottom of the quote window. That will pop up a search box where you can then enter a single letter to get to the customer. If the first letter isn't specific enough, keep typing until the right customer shows up. One of Morning Flight's hidden talents.

The Rolodex has a similar feature. Instead of scrolling, just type the first letter of the customer

you're looking for and MF will pinpoint the name that starts with that letter.

Note that the radio buttons are dynamic. They're constantly updated to show you your most active customers.

..... Hal Heindel



Got it. Works sweet!

..... jerryjfm

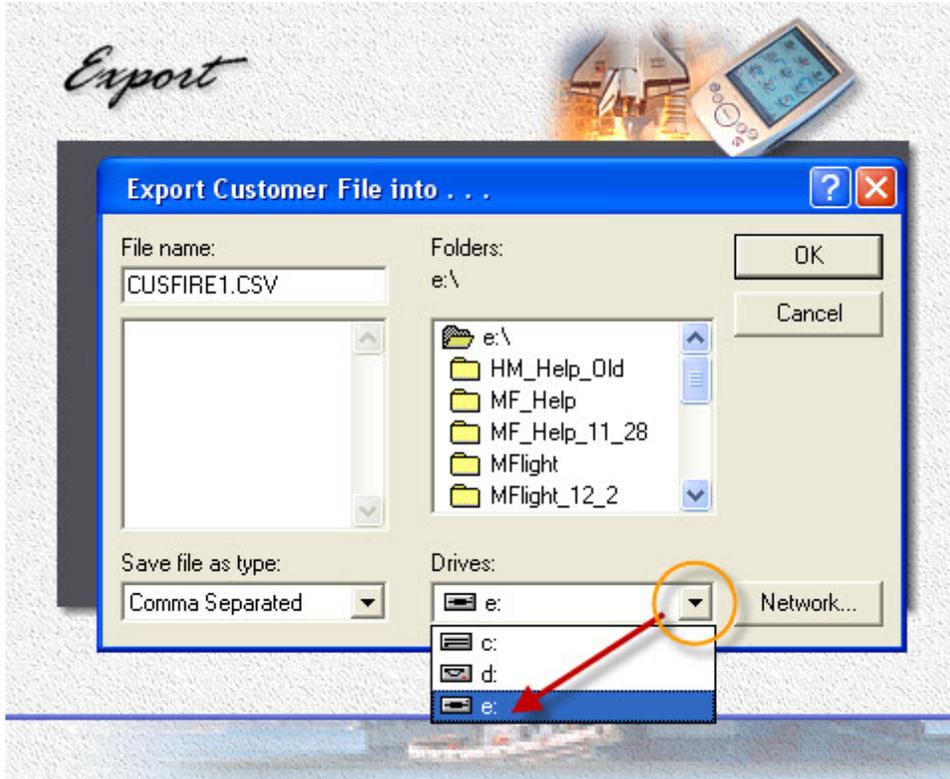
I use that search function ALL the time. If I forget a customers name or can't remember their business name, I go to File>Customer list or File>Customer Contacts, type the first letter and BAM! There it is. It's even more powerful when doing invoices! Instead of typing the first letter (in the write invoice window) to get to the first one on the list that starts with that letter, you can keep typing till you get exactly the customer you want! Use it all the time!

..... Keith

Keith, I'm about a day behind in posting the summary. Lots of suggestions, most of them doable (I think - still have to check out a few things).

Not sure I understand the problem with the drive selection. MF lets you export to any drive on your machine. The e:\ in the example points to a flash drive.

..... Hal Heindel



Oops. How is it that I suggest something as cool as marketing and then follow-up and blindly overlook something that's already there?

..... Keith

Predefined Bleeds

Predefined Bleeds

Posted: 25 March 2010

Once again, I thought I would ask something while I was here on the forum. And this time, I'm sure it's not already a feature!

When setting up a product, is it possible to have a box to check if it commonly has bleeds? A lot of products these days seem to almost always have bleed - post cards, business cards, brochures, rack cards, and fliers (this list is not conclusive). So, in the spirit of helping cousin Mel it would be nice to have that option in the product setup so I don't have to customize each individual order.

Is that feasible and is it easy to implement? Or is it already in there?

. **Keith**

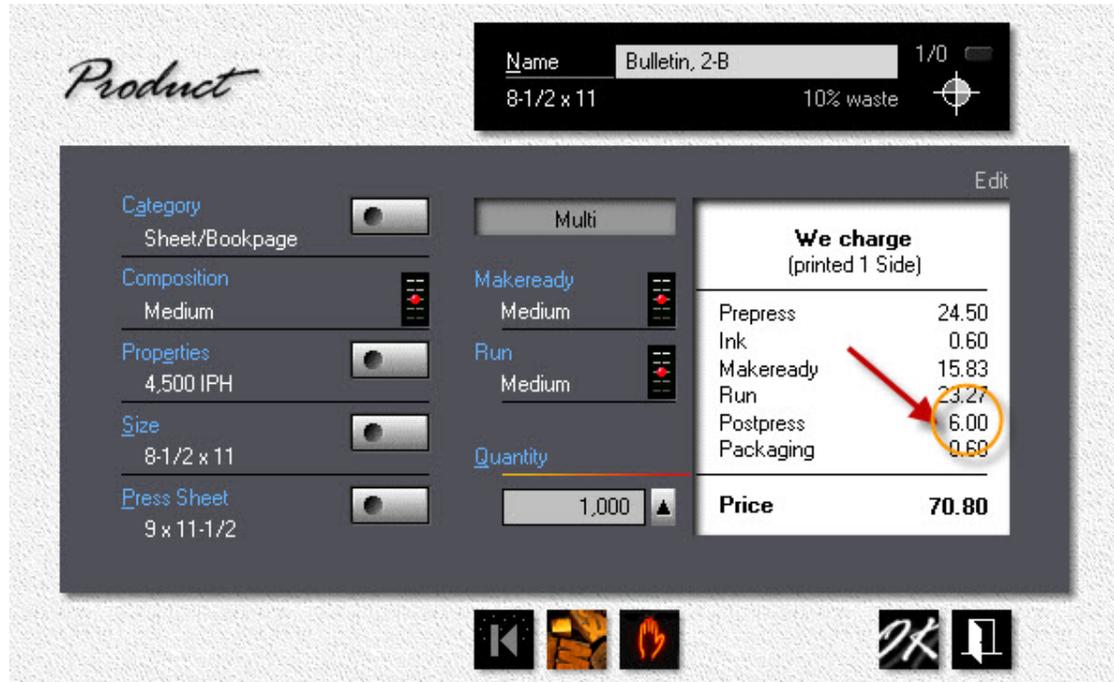
You're right, Keith, it's not already a feature. For two reasons. First, not all bleeds are alike, and the only safe way to quote them is to force the estimator to be specific. Second, a lack of screen real estate. In the New Product window, we needed the space to accommodate the default setting for Composition.

I'm going to take another look at it, though. We probably could move the Composition setting to the right, over the press indicator, which isn't all that useful in the New Product window. That would also make the two windows more consistent.

Bleeds are above cousin Mel's pay grade, but here's a solution that will at least make him stop and think, then ask an expert: Create a new product that bleeds on two sides by simply increasing the size of the press sheet. After selecting that product in the browse, customize it with the bleed button.

If it ends up being a full bleed, cousin Mel may not have quoted high enough for all the cuts, but you'll get paid for at least two.

. **Hal Heindel**



Thank you for the consideration, Hal. I'm not sure about bleeds not being equal. I think it depends upon what part of the process we're looking at. During imposition, you can only select one size for bleed and it is applied to all four sides. Although, you can force it to do different amounts of bleed on different sides, it's kind of tricky. I use FusionPro like Craig so he may know what I'm talking about. In postpress, bleed sizes can certainly be different. My biz card slitter allows for a 1/16" top and bottom and 1/8" on the sides. But I still only select 1/8" all around in MF. Perhaps there is a way to set the cutting costs that would assume bleeds all the time. So when they send the art, I can change the job ticket without changing the price (those customers sure don't like surprises). And if it doesn't have bleed, hey, a couple of extra bucks for me!

I do agree with the Products page getting cluttered. Maybe a simple check box that would apply a standard (1/8" all around) and MF users can still get crazy with it in the Customize product window? I admit that I certainly don't understand the ramifications of this from a programming perspective. Whom I kidding, I don't think I fully understand it from a printing perspective.

I like these conversations. I learn a lot.

..... Keith

That makes two of us, Keith. I'm hoping other forum members and visitors feel the same way.

After all these years, it shouldn't surprise me how much better Morning Flight keeps getting because of feedback and contributions from forum members and "why can't we . . ." - but it still does!

Your request for bleeds for user-defined products is a perfect example. As of four o'clock this afternoon, it's in there. At least in the Gold beta. We'll have to update the help system and manuals before we can incorporate it in the commercial editions.

The really neat part is, the revision not only makes MF work better, it makes it look better, too. Way to start off the week, Keith! Thank you for that.

. Hal Heindel



As of six o'clock yesterday evening, I am doing five fewer clicks to make an estimate or order! It's especially helpful with estimates - people like to get their price fast. I added the bleed to my post cards, business cards, rack cards, brochures and fliers. One more door of lost revenue has been closed and if the customer gets surprised, it's in their favor (assumed bleed but the actual file did not have any).

AWESOME! Thanks Hal! I think this will benefit a lot of MF users.

. Keith

I think it will, too, Keith. Glad the new feature is working for you. The two days it took to implement was time well spent.

..... **Hal Heindel**

Primary Press

Primary Press

Posted: 24 March 2010

While I'm here on the forum, I've been wondering ... would it be possible to have a "Primary Press?" You know, just like the contacts for customers. I go to enter an order or quote and it defaults to a one color press. As you know, I'm all digital. I guess I could switch to the Pixelblitz version but I do use my "offset presses," just not as frequently as my digital machines. I think it would be beneficial for any MF user.

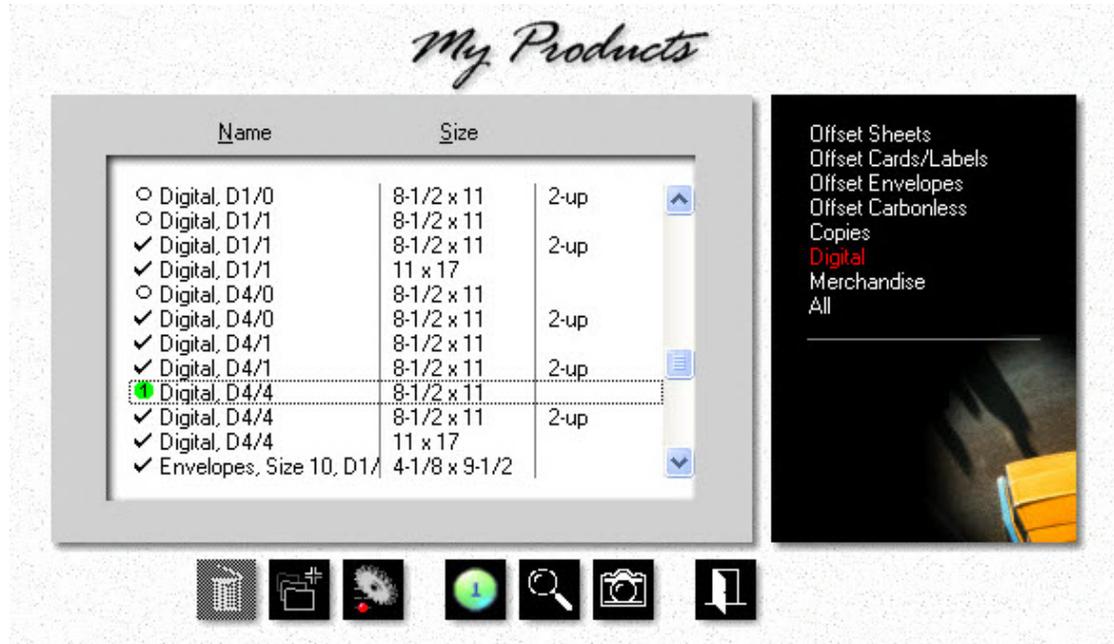
Just thinking of ways to make MF easier for monkeys like me and the monkeys I may hire.

..... **Keith**

I love it when that happens, Keith, getting up and checking the forum in the morning, then being able to just say "it's in there!" The key to making a press your primary press is to make any product that calls for that press your primary product. In your case, that would probably be any 4C digital item.

I'm big on easy, so thanks for trying to find more ways that make Morning Flight simple enough to use for cousin Mel.

..... **Hal Heindel**



There are a dozen funny things I could say involving my intelligence but I think I'll leave this one up to the readers! That was easy! I just selected Digital 4/0, 8.5x11, 2-up as my primary product and BAM! There it is. I think I just got a raise with that little increase in efficiency! A step closer to my sailboat ...

..... **Keith**

Quality Control

Quality Control

Posted: 22 March 2010

Hi Hal, is there any way you can put some boxes on the job ticket for the staff to sign to say they have done a quality check on the job as it progresses in print and finishing and before packing. We have just had a QC issue and I was unable to nail anyone for it as it seems to have been my job to check the quality even when I was out that day.

..... **Clive**

Brings back memories, Clive! The buck rarely stops where it's supposed to. Putting boxes on the

job ticket would be the easy part. Making sure those boxes are ticked (and owned up to after the fact) will be like nailing Jell-O to a tree. Of course, you could collect everyone's signature in addition to the checkmark, but that would impede your workflow.

In the end, I think it all depends on how large your shop is. That, and the size of your average order. If you're processing mostly large orders, the multiple sign-offs are viable and probably even mandatory. With lots of small orders and few employees, the extra step will put a damper on efficiency and drive up costs.

Before we go ahead with the change shown on the attachment, I would really like to hear from other members. Good idea, or too much clutter?

. Hal Heindel

Ordered by:	Jim	Received:	3/24/2010	Ship via:	Notify when ready
Phone:	555-3426		By Phone		
Fax:	555-3775				

1.000 Letterheads. 8-1/2 x 11

Front:	Black ink		
Back:	///		
	1-up on 8-1/2 x 11		<input type="checkbox"/>

Press Sheets:	1,000	Multi	24 Minutes /
---------------	-------	-------	--------------

Paper	20 lb Copy Bond White (from our stock)		On hand: _____
	We need: 1,100	8-1/2 x 11	Qty used: _____
	Draw: 1,100	8-1/2 x 11	

Prepress	Composition	54 Minutes	<input type="checkbox"/>
	Revisions	10 Minutes	
	5 B&W Scans		

Postpress	Cutting: 1 Cut	<input type="checkbox"/>
	Drilling: 3 Hole	

Packaging	Letterbox
-----------	-----------

Ok over/under	+ %	- %	OK to print:
			Final Count:

I like the idea, but Hal is right. I am a one man band that does a lot of small orders and it would slow me down. Ultimately, check boxes would be silly for me specifically because I would only have myself to blame. I don't think it adds any clutter. If I did some kind of QC system, I would print everyone's name on little pieces of paper and have them slip it in the clear job jackets that I like to use. It would suck to have to pull out the paperwork all the time to initial it. Hal, if you do

add them, I think it would make sense to put the letters "QC" next to the box and make it big enough to hold initials.

. **Keith**

I agree with Keith's suggestion that some type of QC or "Inspected by" needs to be by the box.

. **Craig**

Well I am not sure you need the box. If that is how your QC works you just need to train them to sign off on the right where the box would be. There is room there to do so. Even with the box they will not always check it, I am sure. When you have more than one person in a department as we do and they forget to sign off, who do you go to? It would be easy to print at the bottom of some paper with your custom wording and sign off area. Then you run that through your printer when you run out the job sheet from MF. Like you would when you print on preprinted letterhead paper. You can get real fancy that way.

. **jerryjfm**

Clive, notwithstanding the fact that the art of training employees often invites comparison to herding cats, Jerry makes a good point. The thing is, we needed to rework the job ticket anyway to identify the press more prominently and add some other stuff for an upcoming version.

So while we were at it, we left room in the box next to the press. For, I dunno, the press operator's initials maybe? Not much of a stretch, seeing he or she already needs a constant reminder to fill in the time spent on the press and the number of sheets used.

The new Gold beta was uploaded on April 4 (Easter Sunday). Hope this helps.

. **Hal Heindel**

1.000 Digital. D4/1. 8-1/2 x 11

Front:	Digital 4-Color	
Back:	Digital 1-Color	
Press Sheets:	1-up on 8-1/2 x 11	
	1,000	
Variable Data:	50%	
Makeready:	Medium	
Run Speed:	75%	

Paper	20 lb Copy Bond White (from our stock)		
We need:	1,048	8-1/2 x 11	
Draw:	1,048	8-1/2 x 11	

Prepress	Composition 2 B&W Scans	1:30 Hours
----------	----------------------------	------------

Postpress	Folding: Single fold Perforating: Straight perforation
-----------	---

Packaging	Shrinkwrap
-----------	------------

Ok over/under	+ %	- %	OK to print:
			Final Count:

Hal, I don't know why I can never find the Gold Updates. Could you kindly throw the dog a bone here?

..... **Craig**

Hi Craig, Hope you and your family had a nice Easter. We're hiding the Gold beta download link under Bug Fixes. No need to fill out the form, you're on the list.

While I have you, one of your recent wishes was for running MF on your network. Is it peer-to-peer or client-server? I may not have mentioned this before, but Morning Flight programs are inherently multi-user capable, meaning all data files are opened in "Read/Write+DenyNone" mode. What's missing is record locking and being able to store those files on a server. That's not insignificant, which is why we don't advertise the programs for use on a network. I'm just trying to get a feel for the environment we should design for.

LAN's were relatively simple until Vista and Windows 7 and UAC came along. Client-server would mean converting the file structure to an SQL database. That's not a mandatory requirement (TPS files work just fine on a server), but recommended. When we bite that bullet, my thinking is to make it a web app with MySql, a free database offered by nearly every ISP. At last count, MySql had more than a million installations.

. **Hal Heindel**

Hal, Couldn't have asked for a better Easter, I actually took the day off work! We are a client server here. That's about all I know or care to know as well. I have trouble keeping out of trouble as it is.

. **Craig**

Hi Hal, thanks for the comments and upgrade. I will get my cat herding stick out and sharpen it a little. On the network front we run a server based network with windows server 2003 and XP workstations. The way I set it up was to install it on the server and just create a short cut on each workstation desktop. Works fine, never fell over or locked (perhaps not technically correct but works for us).

. **Clive**

We have an external drive on our Graphics computer. That computer is set so all other computers can access the external drive on the network. So the Graphics computer is the server. It runs Windows 7 and all others are XP. Hope that is some help.

. **jerryjfm**

Anyone using Ryobi 5334 DI?

Anyone using Ryobi 5334 DI?

Posted: 18 February 2010

We've had an inquiry yesterday from someone trying to calibrate Morning Flight for the Kodak / Ryobi 5334 DI press. Since it's basically an offset press, I would be inclined to set it up as my 4-color offset rather than digital. Any suggestions?

. **Hal Heindel**

It may be waterless, but it uses plates so all the functions you have in MF for plates and such

would be useful even though a DI makes and loads plates by itself. Offset guys whine when we call our digital machines "presses." Well, I'm insulted when they call their DI machine a "digital" press!

. **Keith**

I would set it up as a 4-color press as well. I almost bought one three years ago, although it was a Presstek. It's basically an automated offset press, but not close enough so you could call it that. The consumables are similar to a normal offset.

. **Craig**

Invoicing and Job Tracker

Invoicing and Job Tracker

Posted: 26 August 2009

I was wondering about invoices and job tracker. I started printing out invoices and giving them to my bookkeeper to put into QuickBooks. When MF makes an invoice, it marks the job as delivered in the Tracker. I don't always invoice when it's delivered. Sometimes they need an invoice before I even start printing. Or if I'm busy, it can be a few days after the job is delivered before I do an invoice. It wasn't a problem before because I would always print the job sheet and not the job ticket. So when I felt like invoicing, I would simple give the job sheet to the bookkeeper and they would make an invoice. But recently, I started printing out the job tickets because "ticket" sounds better than "sheet" and I like the boxes on the ticket about paper and such.

So, I guess my question is: What is the reason for an invoice marking a job as delivered? I know it's probably trivial, but I've been wondering about it for sometime.

. **Keith**

Hi Keith, It would be trivial if it related to estimates, but invoices are in another league - they're part of accounting, making them subject to a far more rigid protocol. In Morning Flight's job tracker, once a job is invoiced, it's not only marked as delivered, it's also no longer editable (if there is such a word!). And therein lies the dilemma: Editing.

With estimates, the rules are more relaxed. There, when you edit a quote that's embedded in an estimate, the changes automatically flow into the estimate. Morning Flight has no clue whether the original estimate is still on your desk or was mailed to the customer, so it's up to you to print out an updated version and mail it. That's if the customer even needs one.

With invoices, we can't be that cavalier. Once a job has been invoiced, that job can no longer be changed. That's because the invoice could still be on your desk (in which case it wouldn't matter), could have been sent to the customer, or could even have been entered into your accounting system. Morning Flight has no way of knowing the status, so it does the only safe thing: It marks the job as delivered, which locks in the job specs and pricing. MF goes one step further - it ties the 'delivered' state to the state of the invoice.

There is a way to edit those jobs. When you void an invoice, the captured orders are released and their status is changed from 'invoiced' to 'delivered.' Use the job tracker to change the delivered status to 'ready to ship,' and the orders are once again available for updating.

Hope this all makes sense. Life used to be simple!

. **Hal Heindel**

That does make sense, Hal. If MF is the science, you're the religion; in the sense that you bring the "why" into the picture!

. **Keith**

Cool! I was going with 'Rhyme' and 'Reason,' but your rendition sounds more profound. Enjoy the weekend!

. **Hal Heindel**

Are Job Numbers unique?

Are Job Numbers unique?

Posted: 3 August 2009

Not to beat a dead horse, but I need to confirm this. When MF assigns a job number, is that job number unique to that job forever? I am trying to get an internal system set up to better track and

file my jobs/orders. So what I'm wondering is, if MF assigns job number 0609-00052 to an invoice we print for customer X, am I able to recall or reference that order strictly by that job number? Would MF be able to track the history of that particular job number?

..... **Craig**

Yes Craig, the number is unique, and for all practical purposes, forever. All MF numbers (quotes, estimates, jobs, and invoices) cycle. Actually, no numbering system allows any number to stay unique forever. Even sequential systems are finite and have to be reset to a new starting number at some point.

Morning Flight numbers do double duty. They not only serve to identify a transaction, they also tell you at a glance in what month and year that transaction took place. For instance, job number 0609-00052 used in your example says this is the 52nd order entered in June of 2009. The 0609 cycle started with 0100 (January 2000) and will run to 1299 (December 2009). After that, the 100-year old numbers get re-used.

I have a feeling that's going to be beyond Morning Flight's life span. I know it's beyond mine. Fortunately, at this point, I couldn't feel better!

..... **Hal Heindel**

What about the second part? Even if it's not "forever," can the numbers be used to recall a job for re-print or tracking? In other words, if my customer asked when was the last time job number 0609-00052 was run, is there a way to call that job number up and see? Also if they tell me they need to re-order job 0609-00052, is there a way to search, based on that number?

Would it make sense to use the MF job numbers internally to track and file orders and artwork? In my eyes if the job numbers change each time a re-order is placed then it will not. BTW forever in my eyes is 5 to 10 years, after that the job is history.

..... **Craig**

Because 0609-00052 tells you from the first four digits that the job was run in June of 2009, you don't have to bother looking that up. Based on your average monthly order volume, you probably have a pretty good idea about whether 00052 (the 52nd order in June) was run at the beginning, middle, or end of the month.

The problem with numbers is that, in the real world, customers rarely recall your last job number.

At best, they might come up with their previous PO number. Nine out of ten, though, it's more like "Can you run us another batch of letterheads? The last batch? Oh, I dunno, but we're out and we'd like the same quantity as last time."

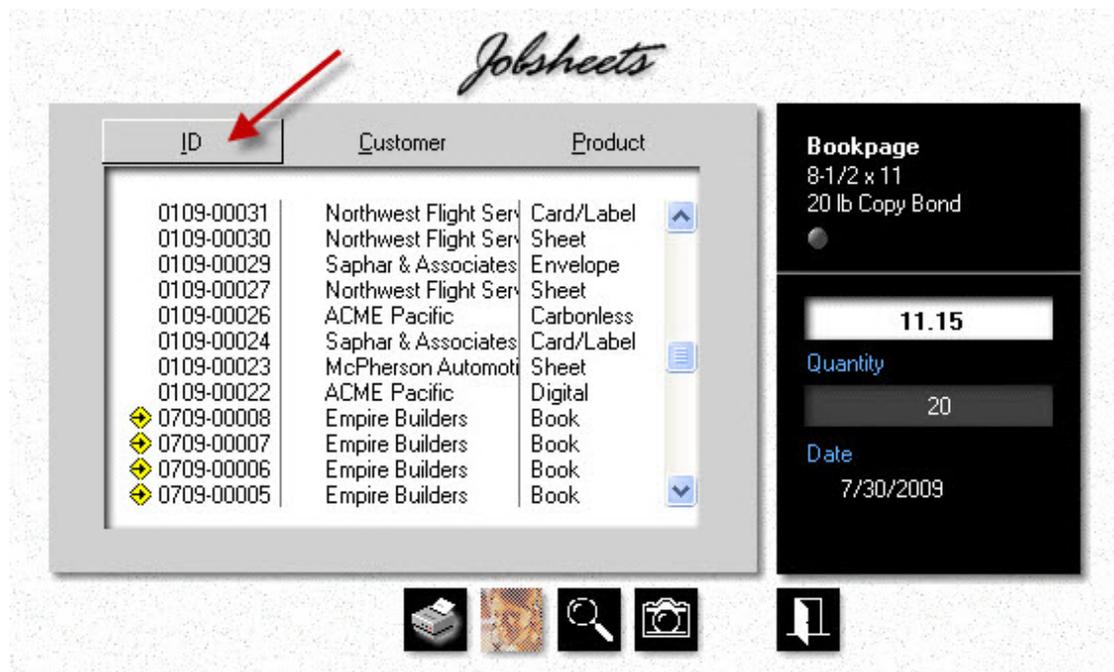
In those rare cases where a customer can submit your old order number, the order is easy enough to look up. Just click the ID heading in the browse box to sort all orders numerically. Most of the time, what you'll have is not a number but the customer's name and what they ordered. And that's what Morning Flight's search function is based on:

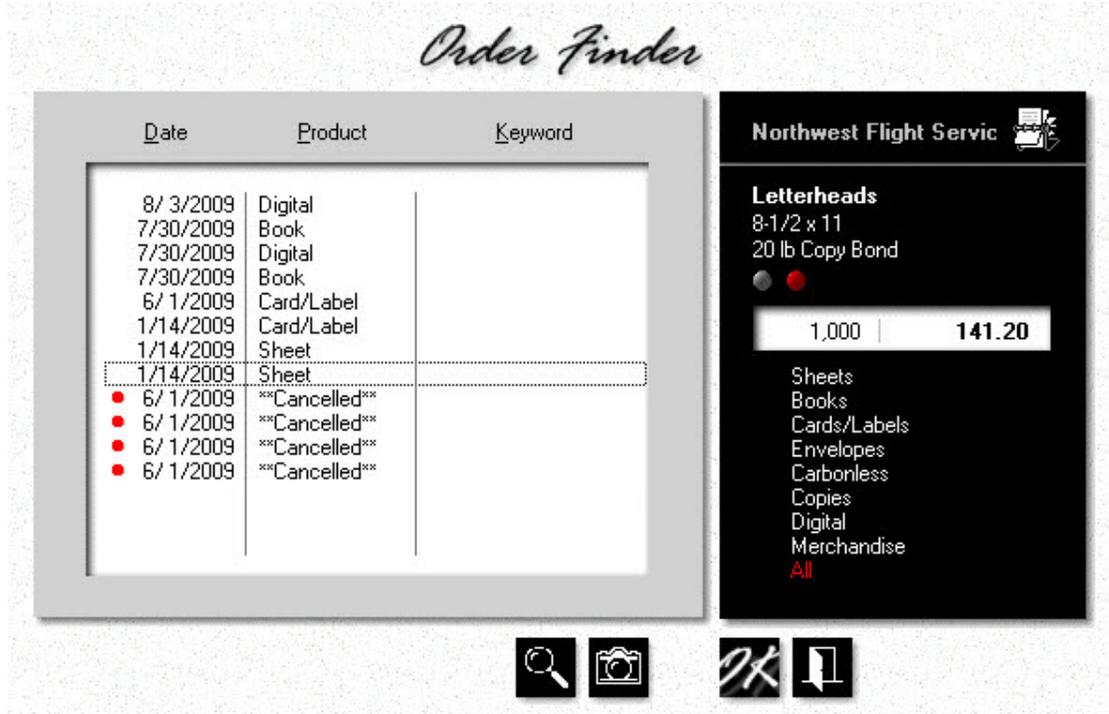
- Isolate the customer
- Isolate the product
- Search by date

In the Order Finder window below, the detailed specs in the black panel make it easy to narrow the search to the order you're looking for.

Every order system needs a good search tool. At the Unitac print shop, we tried several approaches over a twenty+ year period. The one now built into Morning Flight is the one we stayed with.

..... Hal Heindel





Paper Vendor

Paper Vendor

Posted: 1 August 2009

I think I may be in a pickle, Hal. Many versions ago I had all my paper entered as In Stock. Now I would like to assign a Vendor to a paper so I know where to order the best price from. In other words, I would like to show that XYZ Paper company is my distributor for Cougar Text/Cover. This way I, or anyone else, can tell which of our five distributors that comes from. I know I can assign a vendor in the buy as needed paper, is there a way to do it with In Stock as well?

The other dream would be to print a shopping list that would tell me I need to order x-number of sheets of whatever paper from the appropriate vendor, but that might be asking too much.

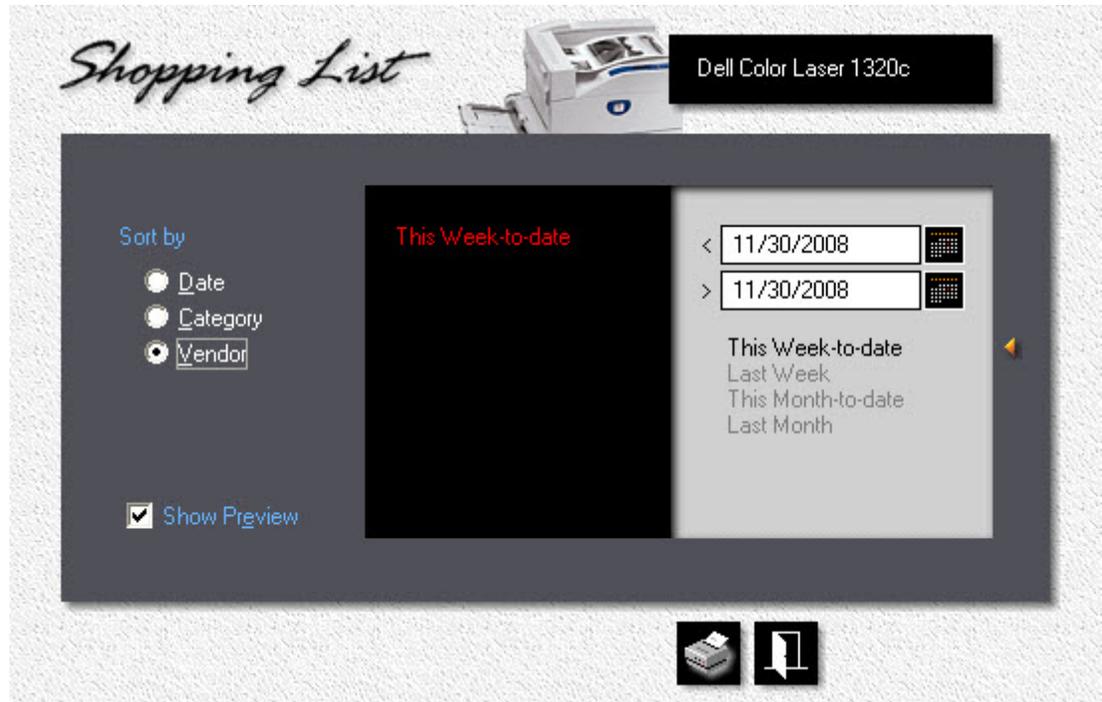
..... **Craig**

Assigning a vendor to in-Stock paper is doable. I'll see if I can make that change when we upload the upgrade for the revised help files. The Shopping List would also be modified to include the name of the vendor. As it is, the list can already be sorted by Date, Category, or Vendor.

It's a Sunday afternoon, my Buffalo Bills just lost to the San Francisco 49's, and we've got to

stop working these hours, Craig!

..... Hal Heindel



Excellent, now if you could get that list to print totals needed for each stock, instead of each job. In other words if I have five jobs using 1000 sheets of 100 lb gloss cover it will just tell me to order 5000 sheets, not print each job.

I know, I wouldn't be happy with a new rope!

..... Craig

How can I say no, Craig, with Christmas just around the corner. I'll see what I can do. I suspect it will have to be an additional list, not a modification of the one we use now. And here I thought I might be running out of things to do!

..... Hal Heindel

Thanks for the laugh!

..... Craig

Craig, half of what you were asking for is done. The new setup files were uploaded this afternoon. All four paper categories now include the vendor. Let me know if this works for you.

Reworking the shopping list is number three on our to-do list. Updating the various help files and rewriting the user manual to reflect all the improvements in version 2008.3 is number one, with a change to the booklet module being number two.

I'm not happy with the way inserts work. Nothing major. Just think it's too automated and can be improved. We'll probably end up with a button that lets you specify "this is an insert", instead of automatically designating it as an insert when the page size is smaller than that of the booklet.

. **Hal Heindel**

Hi Hal, Happy New Year. I think the vendor tag is a good one. The insert mod also sounds Ok. If it is possible can you enable the pad option in finishing when you produce an NCR job as I am unable to find a way of setting this and I'm having to write it on the job ticket.

. **Clive Jaques**

Hi Clive, All the best for the New Year to you as well.

I think I know what you're looking for. The reason padding doesn't show up for carbonless forms is because it's already included in the price. Enabling a padding option in postpress would charge for it twice. On the other hand, you probably want to keep your production people from sending out carbonless sets unpadding, and I know how that goes ("Anybody see where it says padding on the job ticket? ... show me where it says padding ... go ahead, I'll wait!").

If I'm right on this, we can simply add a "Padding included" line for carbonless sets under Postpress, marked N/C. Let me know.

. **Hal Heindel**

As usual you hit the nail square on the head. As long as it says it on the ticket and the quantity in each pad then there's no argument. Thanks and look forward to the fix. It's these annoying little complaints from the shop floor that makes life so worthwhile.

When did you last issue an update on the booklet section as mine is still mk1 but working well.

. **Clive Jaques**

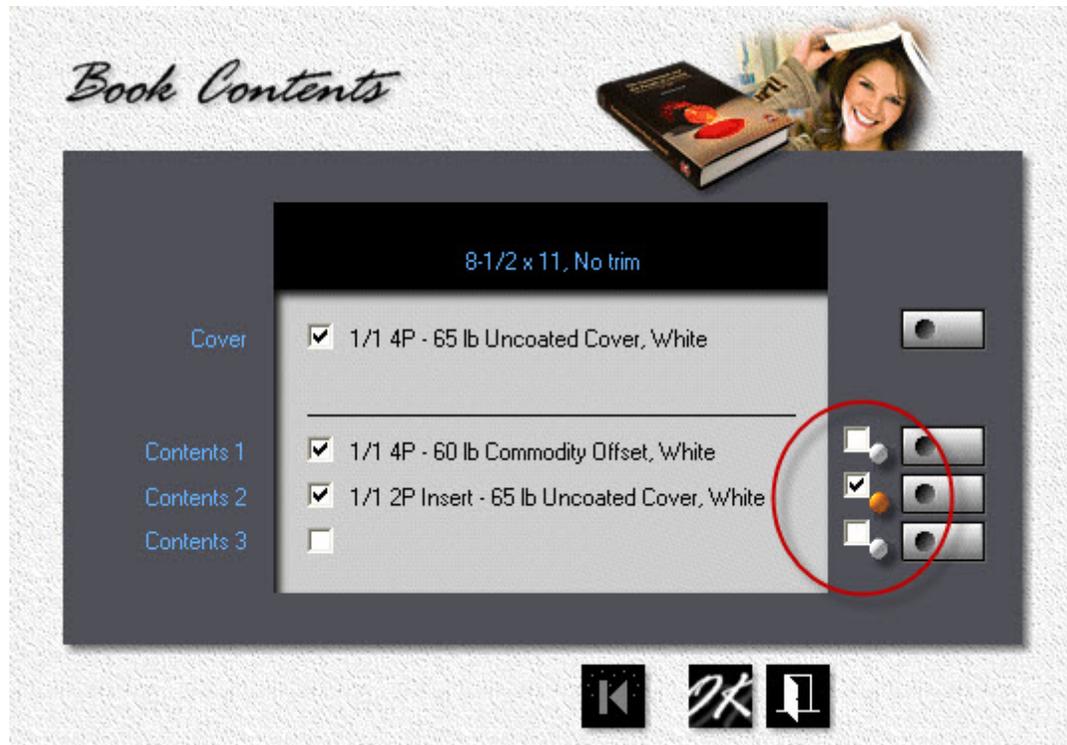
Glad the original Booklet Module is working well for you. The new one, uploaded yesterday afternoon, is even better. I wasn't happy with how inserts worked, and Craig brought up the issue of portrait vs. landscape. Both have been resolved.

In the original version, the program decided what was and was not an insert. If it was an envelope or a carbonless form, it was an insert. If it was smaller than the booklet itself, it was an insert. That actually wasn't the problem. What annoyed me was that whenever I changed an insert back to a signature, I had to manually figure out the product size. Keep the signature a millimeter too small, and it stayed an insert.

I don't tolerate stupid software, my own included, and that annoying wrinkle got old in a hurry. In the new version, you select beforehand whether it's an insert by ticking the check box shown in the attachment. If you untick the box, the program automatically snaps to the product size appropriate for the book size and trim.

I'll let you know when the padding fix has been coded.

..... Hal Heindel



If I may chime in ...

I like the padding fix. It would help my part time guy as well. It amazes me how much he pays attention to those job tickets (which is a good thing). Since I take in the orders, I guess I don't really pay attention to the ticket. It's more like a hey-dummy-don't-forget-about-this-job ticket for me. I noticed the cutting is the same way. MF automatically adds in the charge so when I would put cutting into postpress (so it will show up in the job tracker), I noticed I was double charging. My solution was to go into My Shop and lower the price of cutting so when I add it in postpress it brings the cutting charge to my normal level. And if I forget to add cutting, there is still something there that MF automatically calculates so I don't totally loss my ass.

It turns out to be a win, win, situation - MF still auto calculates, my press guy has something to remind him to take the job to the cutting room (I assume he has enough common sense to determine the amount of cuts) and I have something that shows up in the job tracker. But it would be nice if MF would automatically mark the cutting box in post press without putting an extra charge. Or if I could just check the cutting box and MF would automatically put it on the job ticket in postpress (along with the amount of cuts) without charging so it will show up in the job tracker. Are any of those suggestions good, even feasible? Or, am I not using MF correctly?

Sorry for the long-winded post. It dawned on me a few weeks ago that I don't think I can run my shop without Morning Flight. Seriously.

. **Keith**

Thanks, Keith. Music to my ears on a cold January morning. And no, you're not using the program wrong. On the contrary, that's some pretty creative tinkering under the hood.

After Clive's post, I began to wonder whether it wouldn't be a good idea to list all the included bindery on the job ticket, not just the padding of NCR sets. Now I'm convinced. I'll work on the revision as soon as I'm done with the booklet video I'm currently working on. Quote Sheets and Acknowledgments should probably stay as is, to prevent questions from the "inquiring minds" of customers.

. **Hal Heindel**

Clive, Here is the change you asked for. I think we ought to show any included postpress only on Job Sheets and Job Tickets, not on Price/Quote sheets that end up with the customer. Could lead to silly questions. Let me know. The number of parts for Carbonless Sets is already part of the description in the current version.

Inserts for booklets have also been redone. Should have version 2009.2 up on the printfire.com

web site in a few days.

..... Hal Heindel

Ordered by:	Received: 1/14/2009	Ship via:	Call when ready
Phone:	By Phone		
Fax:			
<hr/>			
1.000 3-P Carbonless Forms. 5-1/2 x 8-1/2			
Front:	Black ink		
Back:	///		
	2-up on 8-1/2 x 11		
Press Sheets:	1,500	Multi	39 Minutes /
Paper	17 lb Carbonless Set White/Yellow/Pink (from our stock)		On hand: _____
	We need (sets): 575	8-1/2 x 11	Qty used: _____
	Draw: 575	8-1/2 x 11	
Postpress	Cutting Padding 		
Packaging	Letterbox		
Ok over/under	+ %	- %	OK to print: _____
			Final Count: _____

Looks like I opened a can of worms on this one but I think the add-ins will be a great help on the shop floor. About the booklet video, is there a section on how to make money from printing without letting customers into your life?

..... Clive Jaques

Yeah, guys, is there? Let me know, because if there is, I might consider reopening the Unitac print shop ... Naw, I love this job!

..... Hal Heindel

Order History

Order History

Posted: 1 August 2009

I have a mystery on my hands here. What happens to an order once you create an invoice? I had the need to go back and correct an error I made on an order but was not able since I had already made an invoice from it. I am going to assume once a job is invoiced you are committed.

..... **Craig**

That's correct, Craig, and in line with standard accounting practice. Once an order has been invoiced, there is no going back. True, this would only become an issue after the invoice has gone out to the customer. The problem is, MF only knows if and when the invoice was issued, not whether it was actually sent.

If the invoice hasn't been mailed yet, one option is to void it, then make a copy of the order and edit that before re-invoicing it. Cumbersome, but much easier to unravel a year after the fact.

..... **Hal Heindel**

Thought so ... just wanted to confirm the answer so I could give others a heads up in the shop.

..... **Craig**

Job Numbers for Books

Job Numbers for Books

Posted: 30 July 2009

Hi Hal! I hope I have the correct area of the forum for this question. When a job sheet is produced for a book, the contents get the suffix of "C" and the main sheet has the same number as Printing orders. I have not had any problems but I thought it may cause problems in the future. I just entered a book order and printed the job sheets with the numbers 0709-00002, 0709-0057C (for the black pages) and 0709-0058C (for the color pages). Earlier this month I did a letterhead order with the job number 0709-00002. Again, I don't do a lot of books and therefore have not had any problems. But may it be a problem for someone that does a lot of books? I guess if it did, they would have said something by now. What are your thoughts?

I also noticed that the content sheets does not state the amount of paper we need and the

amount to draw. (And I'm sure you know employees, they'll come running back all confused about how much paper they need because they can't do math!)

..... **Keith**

The right area of the forum, and a good point. Maybe we should shorten booklet job numbers by one digit and add the letter 'B' to more readily distinguish them from regular print orders. I'll check it out and let you know.

While the job ticket for booklet contents does show how many sheets are needed, it only shows it for a single instance of that ticket. To get a total count, you're right, there's some simple math involved. Namely, multiplying the sheet count on the job ticket by how many times that ticket is used in the book (a value that has to be retrieved from the master).

This is one of those gray areas where pros and cons cancel each other out. If we show the total count on the job tickets for the contents and there's a change in the page count on the master, the count on the content tickets is no longer valid. In a perfect world, whenever there is a change in how many times a content job ticket is used in the book, new tickets for both the book and the contents should come to the shop floor. My guess is that, if page count is the only revision, only the master gets re-distributed. In fact, some of the jobs on the content tickets may already have been printed.

..... **Hal Heindel**

Job Sheet

Empire Builders
100 Main Street
Chicago, IL 35446

0709-00002

harry.smith@empire.com

Ordered by:	Harry Smith	Received:	7/30/2009	Ship via:	Notify when ready
Phone:	555-243-4335		By Phone		
Fax:	555-243-4338				

1,000 Books, 14 Pages		750.70
8-1/2 x 11, Spiralbound		
<hr/>		
	Front Cover	
0709-0009C	D1/1 2P - 20 lb Copy Bond, White	
<hr/>		
	Back Cover	
0709-0010C	D1/1 2P - 20 lb Copy Bond, White	
<hr/>		
	Contents	
0709-0011C	(5x) D1/1 2P - 20 lb Copy Bond, White	
<hr/>		
Binding	Spiralbound No trim	210.10

Bookpage Job Sheet

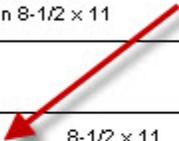
Empire Builders
100 Main Street
Chicago, IL 35446

0709-0011C

harry.smith@empire.com

Ordered by:	Harry Smith	Received:	7/30/2009	Ship via:	Notify when ready
Phone:	555-243-4335		By Phone		
Fax:	555-243-4338				

1,000 Bookpage, D1/1, 8-1/2 x 11		92.80
	Front: Digital 1-Color	
	Back: Digital 1-Color	
	1-up on 8-1/2 x 11	
<hr/>		
Paper	20 lb Copy Bond White (from our stock)	17.15
<hr/>		
We need:	1,048	8-1/2 x 11
Draw:	1,048	8-1/2 x 11
<hr/>		
Packaging	No Charge	
<hr/>		
TOTAL PRICE		\$109.95



Digital Envelope Category

Digital Envelope Category

Posted: 30 July 2009

I do have a question on a completely different topic. I use a lot of 12x18 paper and it seems to be a fairly common size in the digital arena. Any way of having that programmed as a standard size?

And one last thing - THE NEW DIGITAL ENVELOPES ARE AWESOME! Today I switched my envelopes from the writing and text categories over to the new category. Thanks for the modification.

. **Keith**

Just checked the latest XPEDX price list and, what do you know, there's 12x18 paper sprouting up all over the place. Must be a digital thing. Goes to show what happens in this business when you turn your head for a couple of years (closed the Unitac print shop in 2007). I'm assuming we'll need to add it for paper and press sheet sizes, not product size.

About those new Digital Envelopes, do the default makeready and run factors work for you? They're not based on research, just a hunch. This being virgin territory, I had to wing it, if you pardon the pun.



Appreciate the heads-up on the 12x18 paper size, Keith.

..... Hal Heindel

That is correct, paper and press sheet sizes. What would be nice for the paper suppliers to do, would be to make more 13x19 cut sizes as a lot of production level presses (even my little Xerox, and by the way, thanks for the reassurance, spending 30 grand is a bit nerve racking) are capable of running that size. It's great because I can run 6x9 post cards 4up with bleed.

As for the envelope makeready and run factors, I assume you mean the preset #10 and #9. I tried to adjust them in My Shop but the buttons are faded out. Usually, I set the run factor and makeready to maximum because envelopes are just as much of a pain to run digitally as they are lithographically (that's my big word for the day).

..... Keith

Lithographically? Good one! BTW, the property buttons for predefined products are greyed out because those products also serve as templates for creating derivatives (my big word for the day!). If you think it makes sense to increase the run factor for Digital Envelopes from High to Very High, we can easily change that. Makeready defaults to Very High already.

FYI, we just uploaded the revisions: Paper and Press Sheet pick lists now include 12x18, and Booklet Job Numbers end with a 'B'. Plus a small bug fix (Digital Envelopes shouldn't have

allowed A2's through A7's) and some minor in-line improvements, none of which warranted changing the version number. We're still at V2009.5.

..... Hal Heindel

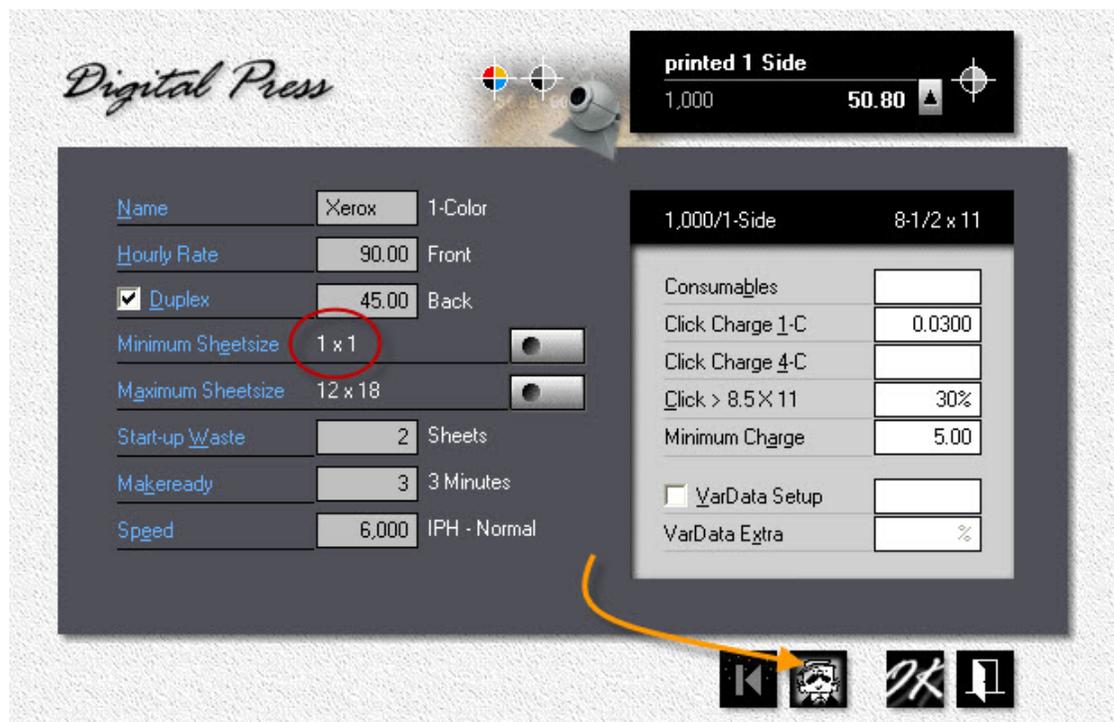
No social sizes for digital envelopes?? That's what I usually run digitally. Customers order 50 or so invites with envelopes printed (and sometimes addressed) and when they order #9s and #10s it's usually more than 500 and therefore more cost effective for offset. In fact, tomorrow I have to run 500 A-7 and 500 A-6. How come they can't be digital? (Great! I sound like my daughter!).

..... Keith

I should have been more explicit. You can run any size envelope you like, Keith, as long as the minimum digital press size is set to accommodate them. That was the bug. The program would accept A2's through A7's even though they were below the digital press minimums (currently defaulted to 3-1/2x7-1/2").

You'll probably want to upgrade before you enter those envelopes tomorrow. With data validation OFF, the digital press minimum can be set as unrealistically low as 1x1".

..... Hal Heindel



PHEW!! I was really concerned there for a while. But I feel a little silly thinking you would not allow social sizes in digital envelopes. I look forward to installing the update as soon as I get to the shop.

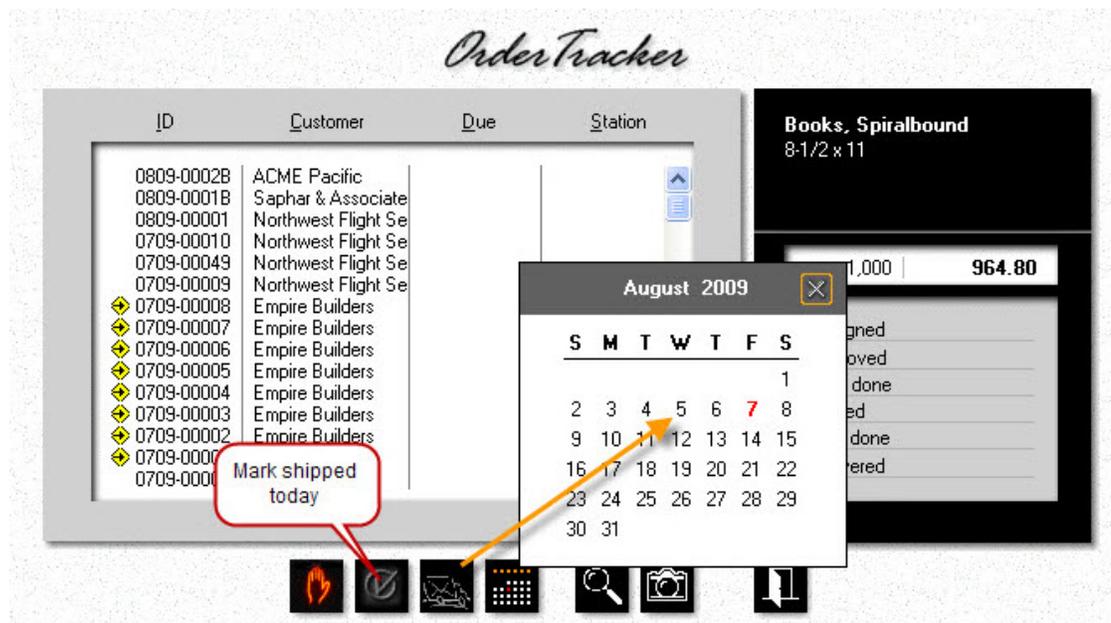
Before I go I have one question. What is the purpose of the ship date button in the job tracker that was added with V2009.5?

..... **Keith**

Sharp eyes, Keith. Someone had asked for a more flexible way to enter the shipping date. Previously, the order would automatically be marked as having been shipped on the day the button was clicked. That quick-step button still works but is now supplemented by a second button that pops up a calendar.

It was a valid request. People don't always get a chance to update the Job Tracker until the day after. Unlike the rest of the dates (when the job left prepress, for instance), the shipping date is the one date that needs to be accurate.

..... **Hal Heindel**



THATS AWESOME! I'm not always able to update job tracker till the next day as well. When

updating MF, should I also download the Engineer?

..... **Keith**

Only if the version numbers don't match. If you're already running V2009.5 of the Engineer, you're good to go, Keith. BTW, thanks for the plug on PrintPlanet. It's all good!

..... **Hal Heindel**

Paper Weights

Paper Weights

Posted: 6 March 2009

Hal, What are the odds of having an additional category for cover weights that are measured in Point vs pound. We are finding that we're running several items like 8pt, 12pt C1S or C2S, and we don't have a home for it in MF.

..... **Craig**

The odds are not good, Craig. Using points instead of pounds is a uniquely American way of specifying cover weight. Between 30 and 40% of Morning Flight users deal strictly in gsm. From what I read on some of the graphic arts forums, so do most print buyers. The point system serves mainly to confuse the heck out of many of them.

There are a number of conversion charts on the web. You probably already have one. And you're probably also including the point weight in the description when you add new paper. As in "65 lb. Coated Cover, 8pt C1S". Having both the pounds and the points in the description will get you fewer questions than having the points alone.

How well did I manage to duck that one?!

..... **Hal Heindel**

You did a very good job at dodging that one! I have my 12pt Kromekote C1S entered as 100lb cover (its approximate equivalent, I think). It did cross my mind once to ask about that but I figured you hear us whine enough about MF not being perfect enough!

..... **Keith**

I'm doing the same thing as Keith. Ducked very well I might add!

..... **Craig**

Running on the Mac

Running on the Mac

Posted: 1 February 2009

Question received yesterday by e-mail: "Hi, do you intend to get your software running on Apple Mac software? Do you know that most of the UK print shops use Apple mac's?"

Our reply: "Hi Mike, the short answer is No, we don't intend to, and Yes, we do know. Here is the longer version. I wrote that three years ago, and except for the bit about VISTA (a truly great BAD idea), the facts haven't changed. Most U.S. print shops use Macs as well, but as they're being upgraded to Intel chip versions, the issue goes away. Besides, bargain basement PCs really are bargain basement these days, and all will run Morning Flight.

Also weighing against it is that porting applications to the old Motorola Macs would be far from trivial. It would consume literally thousands of hours, time better spent on browser-based (and chip independent) Web2Print."

..... **Hal Heindel**

Digital Printing of Books

Digital Printing of Books

Posted: 20 January 2009

Hi Hal, just come across this one. When we print A4 sheets on the digital press we print them two-up A3 to save on cost and time. But if I set a book up to print two-up it doubles the number of pages for each section you print two-up so a 4-page signature becomes an 8-page and so on. Have I missed something here or have I just found you more work?

..... **Clive Jaques**

Your post couldn't have come at a better time. I'm just finishing up the video on the Booklet Module, where page counts are dealt with in some detail. The short answer to your question is, yes, the program is doing what's it's supposed to.

Doubling the page count when you double the x-up is more critical with offset than it is with digital. But even there, it matters at the bindery end if the booklet is saddlestitched or perfect bound. With any other type of binding, imposition is less of an issue in the digital world, seeing there are no plate or setup costs.

If Craig is listening, maybe he'll come in on this. He's seriously into digital, and I know he's using Fusion Pro Desktop as his impositioning and Variable Data Publishing tool (On PrintPlanet, he says it's the best \$500 he ever spent).

See, Craig? I'm trying to keep up.

. **Hal Heindel**

Hi Hal, thanks for the quick reply, looks like its back to pen on job ticket for the printing for the moment.

. **Clive Jaques**

Clive, reading between the lines, would that "pen on job ticket" involve spelling out the number of booklet pages on each bookpage job ticket, in addition to the page count that's now showing on the booklet job ticket?

. **Hal Heindel**

Hal, I will chime in now and add to Clive. I understand when running booklets on a 40" offset press why you would want the booklets to impose the way MF is currently doing it. But I think Clive (I assume) and myself are only running a 2-up press or with digital printing, and a smaller bookletmaker (mine is a Watkiss Vario collater with bookmaster/trimaster pro).

When I run a 5.5 x 8.5 saddle stitched book I will impose 2-up repeating the image on the 11 x 17 or 12 x 18 sheet. If I need 100 books I run 50 sheets of each page, guillotine-trim them to 8.5 x 11 and run them through the collator/bookletmaker.

Maybe there could be a imposition check box or something for those who repeat the same

spread vs the way MF is currently doing it with multiple signatures on the same page.

Yes Hal, Fusion Pro Desktop is working very well, but it's still not as great a deal as Morning Flight!

. **Craig**

You're probably right about that checkbox for imposition. I'll put it on my to do list. What I still can't understand is why, for a 5.5x8.5 booklet printed by offset, you're running the same 8.5x11 4-page booksheet 2-up on 11x17, instead of running an 8-page signature.

I can see where it makes no difference with digital, but even on a small offset press, you would save half the plates and half the setups, with exactly the same total run time. And you still wouldn't have to cross-fold. Once the job leaves the press, the remaining steps are identical: cut the signatures in half and feed 8.5x11 sheets into your bookletmaker.

You'd have to be a little more careful with imposition, making sure four front pages are backed up properly instead of only two, but with Fusion Pro Desktop (or even an old-fashioned paper dummy), isn't that a cakewalk? What am I missing here?

. **Hal Heindel**

Ok, using the current MF imposition logic, I need to quote a 12-page 5.5 x 8.5 self cover booklet and I want to run it 2-up on an 11x17 press sheet, it can't be done. I only have an option for 8 and 16 pages, the third signature throws it for a loop. Unless I am missing something, the only thing I see is to make two 2-page inserts?

. **Craig**

Craig, I see where you're going with this. Instead of yet another button, what if inserts could be run as 4-pagers in saddlestitched/perfectbound booklets? In other words, when you run a regular content page 2-up, it doubles the page count. When you run it as an insert 2-up, it would leave the page count at four, but cut the run quantity of the insert in half. About as elegant a solution as I can think of.

In your present scenario, the 12-page booklet would now consist of either three 4-page inserts, or one 4-page insert and one 8-page signature. When you want run everything as 2-up step/repeat, you designate all the contents as inserts (the cover works that way now - can't have an 8-page cover). Otherwise, go with conventional booklet imposition and enter as much content as

you can as traditional signatures.

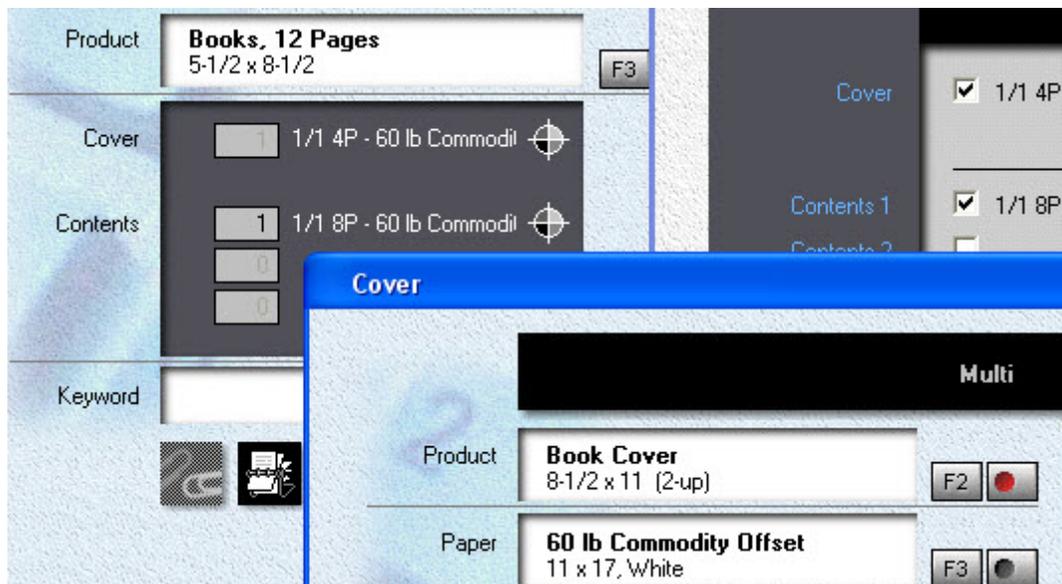
The reason inserts are currently 2-pagers, even for saddle/perfect books, is because they're usually reply cards with just a flap protruding into the opposing pages. I see no reason why even those inserts couldn't be treated as 4-pagers. After all, the page count mainly affects bindery costs, and an insert consumes as much time and effort as a regular signature. Sometimes more.

Making that change would significantly increase the flexibility of the program, without any serious downside. And we wouldn't need another button. You know how I like to keep things simple. For cousin Mel. With this much flux, maybe the "How to Estimate Booklets" video shouldn't have been the first demo on my list.

BTW, Morning Flight would have envisioned your 12-pager as one 8-page 11x17 signature and one 4-page 8.5x11 cover, printed 2-up on 11x17.

And yes, you're right, Morning Flight is a super deal! Thank you for saying that. Stay warm in Ohio. We're going back into the freezer here in New York!

..... Hal Heindel



So are you saying I should include a cover/back on all the books even if it is a self cover?

..... Craig

Not necessarily, Craig. Only if it evens out the page count on saddlestitched/perfect bound booklets.

Spiral/Wire/GBC books are unlikely to ever be self-cover, so there you'll always want to include covers. That's because more than the page count comes into play. For one thing, if you run the cover 2-up, MF assumes you're printing the front and the back cover on the same sheet, and consequently disables the entry box for the back cover. With Offset, why make two sets of 4C plates when the press is large enough to include both covers on a single set of plates?

What are your thoughts on making all saddle/perfect inserts 4-pages? I've gone over it again and can't find any pitfalls.

. **Hal Heindel**

Is there any difference in the price between an insert and a content? In other words will four inserts be priced the same as one content page, if I am using the current pricing structure?

If the prices are the same then I don't think a change is necessary. The proper structure of pricing a booklet may just need to be clarified for the thick-skulled folks like me.

. **Craig**

I wish it were that simple. Accounting for all the variables in booklet pricing is as sure of a successful outcome as nailing Jello to a tree. In broad strokes, though, here is what it looks like:

Bindery costs are primarily determined by the page count. Doesn't matter whether it's a signature or an insert. Other factors enter into it, such as cutting if an insert is run 2-up, or cross folding if a saddle/perfect signature contains more than four pages. But mainly, it's the page count.

Printing and paper costs are determined by the individual price sheets. Say you're quoting on 1,000 8.5x11 saddlestitched booklets. For a 1-up, 4-page signature, we charge for 1,000 11x17 booksheets. For a 2-up, 8-page signature, we charge for 1,000 17x22 booksheets. For 1-up, 2-page 5x7 postcard inserts, we add the price of 1,000 5x7 postcards. For 2-up, 2-page 5x7 postcards, we add the price of 500 7x10 postcards, plus cutting. Morning Flight automatically consolidates paper and ink costs. If two or more signatures use the same paper, and the total quantity leads to the next bracket, paper costs are charged in that bracket.

What I'm proposing is this: Keep signatures as is. Ditto for Spiral/Wire/GBC inserts. Inserts for saddle/perfect, however, will now be counted as four pages instead of two. That mainly affects

bindery costs. There is no change in the cost of printing.

For a 1-up, 4-page 11x17 insert, the price would be for 1,000 11x17 booksheets. For a 2-up, 4-page saddle/perfect insert, we step and repeat (just as we do now with saddle/perfect covers), charge for 500 17x22 booksheets, and add cutting. In other words, the count for inserts always stays fixed at two pages for Spiral/Wire/GBC, and four pages for saddle/perfect.

The rationale is that when we make signatures bigger, we want more pages. When we run inserts 2-up, we want to shorten the press run. It's unlikely we'd want two different inserts. But that, too, can be accommodated by increasing the count in the box circled below.

Seems to me that having a choice between running the same size bookpage as either a signature or an insert, with different results, will give us more options.

..... **Hal Heindel**

Binding	Spiral-bound No trim		F2
Product	Books, 28 Pages 8-1/2 x 11		F3
Cover	1	D4/1 4P - 65 lb Uncoat	F4
Contents	10	D1/1 2P - 20 lb Copy Br	
	2	/1 2P Insert - 20 lb Coy	
Keyword			F5

Clear as mud! I am leaning towards what you are proposing with the inserts for saddle/perfect binding. That seems like the most common sense approach.

..... **Craig**

We printers are but simple folk! I am with Craig on this one, seems more logical to me too but let's see how it works out when we start using it.

..... **Clive Jaques**

Thanks, guys. Guess we'll go with it then. The only visible change will be four pages instead of two for saddle/perfect inserts, and a slight uptick in bindery costs for those types of inserts.

..... **Hal Heindel**

Pricing Questions

Carbonless quoted Digital

Carbonless quoted Digital

Posted: 1 July 2013

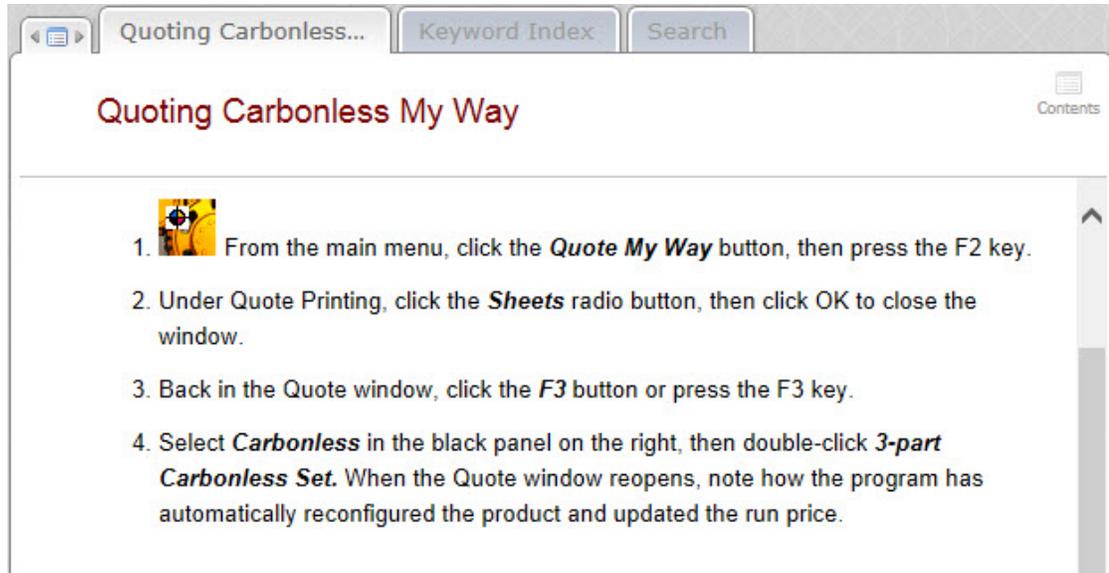
Am I correct that MF will not compensate the number of copies when selecting carbonless? If I want 500 5-part 8-1/2 x 11, it only figures 500 copies, not 2500. If this is correct is there a way to solve this? We are finding more short run carbonless 3, 4 and 5-part NCR that just do not justify inking up a press or making a plate.

Maybe the pricing engine needs to be rethought a little. Hal, the changes we have seen in the last five or six years with the digital equipment are pretty significant. Eight or ten years ago a copier was used just for that, making a few copies from someone's hard originals. Now we are running them more like a monochrome "press." There isn't much we can't run on these things. Last month we put over 1 million prints on one machine running black and white collated book blocks that were perfect bound. It's definitely not a copier in the sense we thought about a few years ago.

What are your thoughts about tweaking MF to strengthen the digital/copier end to align it more like a press with their capabilities?

..... **Craig**

There is a new "tweaked" way to quote carbonless for digital, Craig, and it's a 4-click quote, for offset or digital:



So digital, yes, copiers, no, for the very reason you mentioned: Traditional copiers are pretty much extinct (save for the copy-it-yourself machines you see at Staples), having been replaced by multi-function copy/print/fax machines you can get at the same Staples for under \$200. In Morning Flight, copiers are now merely a pricing model, a way to quote digital printing the same way hardware stores sell nuts and bolts, away from cost-plus and along the lines of "cheaper by the dozen."

We have strengthened digital pricing over time to where, with My Way, digital presses now have the same capabilities as offset presses (carbonless sets, envelopes, cover stock), but you won't see copiers get the same treatment. If anything, we may discontinue the copier model entirely and offer the matrix pricing grid as an option for digital presses. Same functionality, simplified. At a minimum, it would eliminate the confusion I alluded to in one of our earlier screencasts.

Off topic, but still about making things simpler, how is the new V13.1 paper structure working out?

..... Hal Heindel

This is nice and it is much easier than using the custom forms in book estimating. I really like this new feature. I have not used MY WAY to its fullest yet. The new paper stock selections work great so far ... It is more streamlined now. Good job on the changes. We run more forms on the digital press than in the past so the digital carbonless is super!

..... jerryjfm

Rounding Estimates

Rounding Estimates

Posted: 10 August 2011

We like to round-up our estimate prices to the next nearest dollar value. I did find that I can do that when writing an Estimate. But I can only do the first quantity. Is there another way to go about rounding the dollar values of all quantities to the next nearest dollar?

..... **Rob Smith**

There isn't, Rob. Here is why: When you change the price of the first quantity of a quote in an estimate, the prices of the remaining two quantities are automatically adjusted by the same factor. Those prices are then rounded, using Morning Flight's internal algorithm (prices higher than \$1,000 rounded to even dollars, prices higher than \$500 rounded to fifty cents, and so on).

I would discourage always rounding prices to even dollars from a purely marketing perspective. What makes perfect sense for high dollar amounts will look phony for low-priced ticket items. Imagine walking into a hardware store to find every nut and bolt priced in even dollars!

..... **Hal Heindel**



Copies 4/1

Copies 4/1

Posted: 29 July 2010

I had to price a 4/1 copy job. I did the first side as 4/0. Then did a second quote as 1 sided black. So I have two quotes for the same job. Did I overlook something because it was a long day?

. **jerryjfm**

Hhmm. Two quotes for one job? Your day must have been like mine! For the second side, it should be as simple as clicking the button in the upper right corner of the print order entry. I'd do a screen shot but I'm at home, trying to stop my head from spinning (because of the day I had, not because of any booze).

Oh. Now I see what your saying. MF won't let me do black only on the second side of a color copy. I've never noticed because I only use copies for customers that walk in with hard copy (and not a digital file). Something else I just found out - MF doesn't like when you change the category on Copies.

. **Keith**

Jerry, Do you have a digital press set-up? If not, that will allow for 4/1.

. **Craig**

Keith, you found that out too ... What I do is put 1 or 2 sided changes in offset and then change it to copies. Seems like you should be able to make the changes from the copy window, but nooo. It is not there. Not sure why but am sure Hal has a good reason. Oh so I need to set up digital press ... Sounds like more work to me and it has been a long week. Thanks for the input, guys!

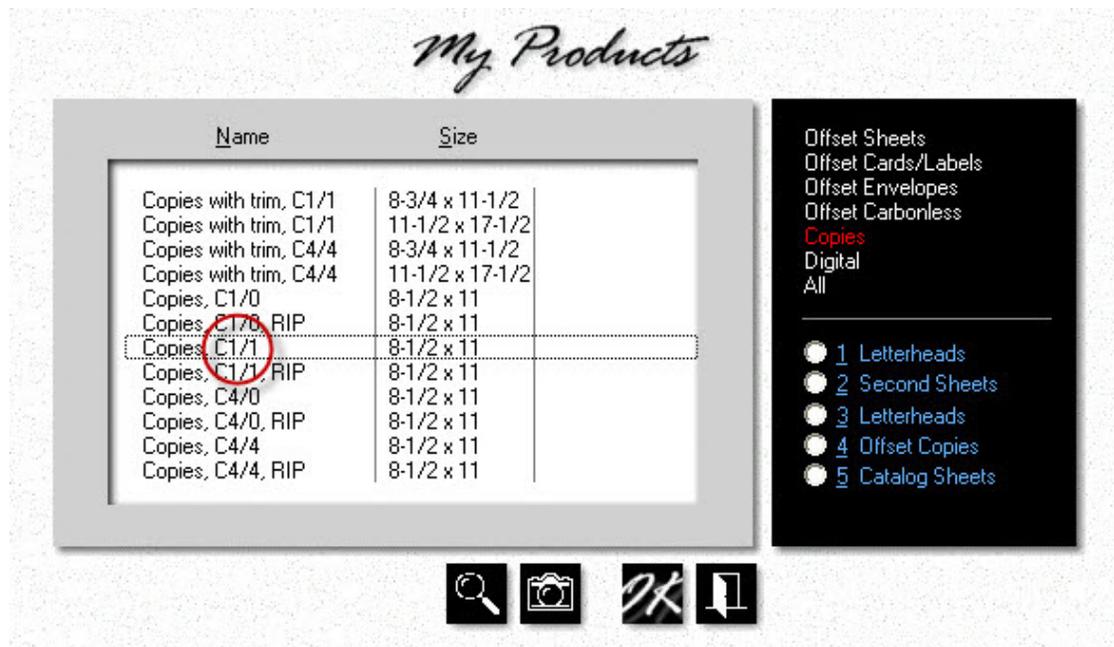
. **jerryjfm**

Keith, I think you, Craig, and Jerry have just narrowed down the subject for next month's video: "Copies vs. Digital." The reason the program won't allow black on the back of color copies is because it involves two separate machines. If one of them is taken off-line, it breaks the quote. Besides, I don't think many printers use their color copiers to run black impressions. That's the domain of digital. You were right in steering Jerry into that direction, Craig.

..... Hal Heindel

Jerry, you *can* make the changes from the copy window. To quote a two-sided copy, either select a C1/1 in the F2 browse box, or go to the Ctrl-F2 Custom Product window and click the little red button in the upper right hand corner. To quote 4/1 though, you will have to set it up in digital, as Craig suggested.

..... Hal Heindel





Well this Copies vs Digital brings up many questions. First what defines the digital press? To me it would seem to involve ink. If not, it would make it the same as a digital copier with larger format. So is it ink or toner? Does the word digital cover both?

Now with the pricing of copies. Our machines do not charge the same for color and black. I pay more for the color and much less for the black on the same machine. So I do not charge the color price for a black backer. While color on a color machine is very popular so is a black backer. A full color with a black map on the back is common here. So it does change the pricing a great deal. Yes most fliers are full color 1 side or 2 side. Yet there is enough 4/1 work for us too. I am thinking maybe this is where the digital comes in. I am not sure yet though. Because like I said I can run 4/1 from my computer and it will come out finished from the same color copier. Seems rather common around here.

So you guys need to educate me a bit more on this subject I guess.

..... jerryjfm

Jerry, Take a look at the digital press set-up. You have "Click" charges for both color and black. What I like best is that you also have an hourly rate that can be added as well. I use the digital press for 99% of my "Color Copy Work." I can't tell you the last time I have used the color copy

option. We do not have much "walk in" off the glass work ... as a matter of fact our DC8000AP doesn't have a glass, it only prints from the rip.

..... **Craig**

Given the current state of technology, copier versus digital has very little to do with toner versus solid or liquid ink, Jerry. In reality, it's mostly a pricing scheme. If you're looking for a clean and simple (overly simple!) dividing line, I'd say a copier produces work off the glass, a digital unit works from files and is connected to a computer. It may or may not have a scanner.

The way Morning Flight looks at it, the difference is mainly in how the work is priced: Copies per piece, with brackets for different quantities, digital based on hourly rates, click charges, and consumables. Any 4/1 job needs to be priced as digital, whereas 1/1 and 4/4 jobs can be priced either way.

..... **Hal Heindel**

Wow! This forum is abuzz with activity! I like it! Anyway Hal, when I select copies and then go into category to change from say, black sheet to color sheet (or vice-versa) all the prices turn into pound signs and gibberish. It kinda scared me at first, I thought I broke MF. Say, I select the product Copies 1/0 and instead of going back into products to change to 4/0, I go into Category and change it to Black Sheet. When I go back into the product window (I'm not at my shop so I don't have MF in front of me), the price breakdown turns into gibberish.

Jerry, as for Digital, it doesn't care if it's toner, ink, inkjet, or solid ink. Like Craig, I use Digital 99% of the time especially since I have no offset. But I even use that for the offset stuff I farm out. You'll find that digital has far more options and flexibility over copies. Like Craig, I have an hourly rate set. But I don't have a click charge in MF because my Xante is not on a service contract. Instead, I have a dollar amount based on coverage. My Xante only does envelopes now so I need to be able to adjust the coverage to get the price where I need it.

For example, my product for Flyers is set at 30% coverage but I leave it there no matter what the actual coverage is because my Xerox is on click charge. My envelope products are set at 10% coverage because a) They hardly use any toner, and b) if I left the coverage at 30% I'd be priced out of the market. But I'd imagine all that will change with the introduction of user defined presses.

..... **Keith**

After four days of five-hour nights (if that makes any sense) putting together FlyBy, the video, and the MyWay demo, I need to decompress, and chatting on the forum is just the ticket.

Keith, that bug you described was fixed some time ago. When you get a chance, download the demo from the link in the July newsletter and install it into a separate folder. If the problem goes away, I'd suggest to download the latest MF version from the link I e-mailed you a month ago. Let me know.

. **Hal Heindel**

Thanks guys. I have too much to think about now. Guess I need to rethink this. Our copiers are run from the computer as well. So this pricing is going to get a bit deeper I think. The info was a help though.

. **jerryjfm**

B&W Copies vs Color copies vs Digital, again. After 30 years in the offset business, I am finally installing my FIRST copier/digital printer/press(?). It's a used Xerox 252 Docutech with inline collating, rip and scanner. This one machine will do both b&w and color. I expect 99% of the copies will be ripped from digital files. Click charge for black is much lower than color. NO price changes for 11x17 or 12x18. NO consumable charges. Max sheet size of 13x19.

Since it's a new area for me, I've been trying to get used to MF Gold's copies vs digital set up. It's clear to me that I don't understand how it works. The b&w copier has options for multiple originals and in-line collating. The Digital Press setup does not but I envision scenarios where multiple originals could be needed. And what about in-line collating for a color job?

Should I be setting up the Canon 4-color copier as a virtual machine to handle color copying jobs that don't fit as Digital Printing? Any help from someone using only one copier for all their b&w and color work would be appreciated. Thanks.

. **Gary**

I have two machines and both are color. I treat them both as digital presses, since like you, 99% of my work is from a file. If someone gives me a hard copy that has to go through the scanner, then I treat it as a copier and use the copy pricing I have in MF. When dealing with multiple originals as a digital press, I just bump up the Make Ready slider unless I'm feeling nice and

they have the file as a single multi-page PDF.

I guess you can say I'm a Morning Flight power user. If it doesn't fit into the program easily, I make it fit and shove it in there. So please, feel free to ask me any questions, it would be my pleasure to help.

. **Keith**

Hi Keith, I'm taking you up on your offer.

- 1) Since your machines are color and you quote as Digital Presses, do you still use the 1 color Copies set up for black only?
- 2) Do your machines have in-line collating? If so, and you quote as Digital Presses, do you just ignore in-line collator (since Digital doesn't have a check box for that) and add collating to Post-Press or Bookbinding?
- 3) For Rip time, do you just add time to Pre-Press since Digital also doesn't have a check box for that?
- 4) As a guy who's going from offset to digital, I thought my new digital copier would simplify and streamline some of the small stuff I now put on the press -- no plates, no PMS mixing, no washup, automatic backup, faster makeready, etc.-- so why do you think quoting Digital Press is better or more flexible than quoting Color Copier?

Thanks for your insights.

. **Gary**

I'm at home now so I'll do my best to answer these off the top of my head. If I notice anything different from what I say after I get back to my shop, I'll let you know.

Yes, I still use 1-color copy pricing. It's a different animal with different margins so I don't want to have to compromise my digital press prices. I use it whether I am running it in-house on my color machine or brokering it out to a friend with a monochrome machine.

Yeah, it collates. In fact, I think I have the same machine as you - a Xerox Docucolor 252. Yes, I ignore anything about collating. My bookbinding has the collating box checked (meaning it's included in the price). The only time I add collating is in My Postpress for jobs with a separate card stock cover. I consider RIP time a part of Makeready in digital.

I have an offset background and digital is WAAAAYYYY easier than all that crap you mentioned about plates and stripping, etc. (I even did a darkroom!). Digital Press has a lot more options and flexibility, like VDP. You can do 4/1 with it but the Copy pricing cannot, it's either 4/4 or 1/1. Although it's digital, there is still "makeready" - mainly preflighting and imposition. Bleed. Digital will factor in bleed, I don't think Copy will. And then you have all those sliders to adjust the price - Makeready, Spoilage, Press Speed, Coverage, etc., that allows you to tweak the price of different products.

Remember, MF is product centric, that's the beauty of it. Some products can command a higher price. For us printers, they're all impressions. Doesn't matter what you call it - flyers, letterhead, etc. For instance, I do bumper stickers on my Xerox and people pay more for them whereas flyers are a commodity with razor thin margins but they are easier to print so the sliders (spoilage, makeready, etc.) get turned down.

I hope that helps you. Don't hesitate to ask more questions, you can even call me if you'd like.

. **Keith**

Thanks for the advice. Let me play around some more and I'll give you a call. Appreciate the kind offer.

. **Gary**

Just one thing to add, Gary. Digital does have a check box for RIP time, but you'll have to quote digital using "MyWay" for that. On all other points, what Keith said. He's without question a Morning Flight expert, one who's always ready to share his knowledge of the business and the inner workings of the program.

. **Hal Heindel**



Pricing Copies

Pricing Copies

Posted: 15 July 2010

I need to know the best way to do this. The copy pricing only goes to 1000 in the price breakdown. With my new copiers I can make 5000 runs cheaper and faster at times than on my press. Longer runs are no big deal now. What is an easy way to set this up for others to use also? If a customer comes in and wants say 3500 and we need to price it. I want my counter help to be able to price the easy jobs on the phone or walk in.

..... **jerryjfm**

Actually, the breakdown goes to a cool million, Jerry. You can either change the quantities of the

standard copy products, or create new ones. Both the quantity brackets and the copy prices are fully adjustable - you can set up any sliding scale you need:

1. Enter your quantity brackets on the left
2. Enter your highest copy price in the top box on the right
3. Enter your lowest price in the bottom box
4. Press the Sort button (third from the left) and let MF set the sliding scale.

Piece of cake!

. Hal Heindel

per 8-1/2 x 11 (30% coverage, 1 side)			
1 - 199		0.075	7.5 cents
200 - 499		0.066	6.6 cents
500 - 999		0.057	5.7 cents
1,000 - 4,999		0.048	4.8 cents
5,000 - 9,999		0.039	3.9 cents
10,000 >		0.030	3 cents

Well I may need to rethink my breaks. Seems like it needs more. You would charge the same from 1000 to 5000 at say 4.8 cents? Then 3.9 cents same for 5000 to 10000? That means that 2500 would be at 4.8 in this example right? Am I on the right track here? I would think there would be more price breaks. I guess I need to do some more work here.

. jerryjfm

I'm guessing you do, Jerry. The example was merely to show how it's done, not a suggestion of

actual prices. Those are defaults out of the box, when Morning Flight is first installed. I think the scale in the example would probably work for you, although if you can't bring your copy price for 5,000 down to the same level as offset, I would leave the top bracket at 5,000 >, not reduce it to 10,000.

The actual prices will depend on two factors: Your cost (click charges, lease payments, labor, rent and utility costs, paper) and the point where your customers are convinced you're offering more value (price, turnaround, delivery costs, easy access and parking, overall service).

The value factor determines how much you can charge, the cost factor how little. Without getting into the cost-plus debate all over again, I stand with Henry Ford on this one: Find the highest price your customers are willing to pay, then bring your costs below that. It can be done. Unless you're the only printer on an island, one or more of your competitors are already doing it.

Good luck, and happy pricing!

. **Hal Heindel**

Yeah, I got it. By the way, when will MF figure out my cost, click, labor, and all? It gives me a headache!

. **jerryjfm**

Digital Run Speeds

Digital Run Speeds

Posted: 2 March 2009

Hello Hal, I have just joined the forum, and this is my first post.

I have become fog bound with my Morning Flight. My problem relates to a characteristic of digital printers that was touched on in your correspondence with Clive Jaques, i.e. they handle different sizes and weights of paper at markedly different speeds. At least our Xerox Docucolor 250 does. This effects the hourly cost rate. In our case it would require five additional virtual presses to accomodate all the speed variables.

I have looked at building everything as special products but this does not seem to allow much control over run time or press speed. Is there something that I have missed or a work around that would help?

. **Robin**

Welcome to the forum, Robin. As you pointed out, digital press speeds have only recently become a topic. That doesn't surprise me, considering how technology-driven this field really is.

There is currently no work around, which means you'll have to fly in the muck for at least a little while longer. Variable run times, on the Digital Product side, do sound like a good idea and would be relatively easy to implement. I'm always mindful of keeping Morning Flight lean and free of unnecessary complexity, but I think in this case, complexity would actually be reduced because the upgrade would align digital more closely with offset. You've made your first post a good one!

You mentioned the lack of control special products have over press speed. That's where the adjustment would have to be made, on the product side, which puts you precisely on the right heading. What I don't know is, how much variation in digital run time is there? For offset, the run factors are

WRN:IPHVeryEasy = 1.4

WRN:IPHEasy = 1.2

WRN:IPHDifficult = 0.8

WRN:IPHVeryDifficult = 0.6

This translates to 11, 12, 15, 18, and 24 minutes for 1,000 black letterheads (with 15 minutes for "Medium" corresponding to an IPH factor of 1.0). I suspect the variations would be more subtle for digital. If we do implement digital IPH factors, what should those factors be? Or, if that's difficult to pin down, what are your press speeds relative to size and weight?

Thanks for bringing this up, Robin. Let's see if we can get a consensus.

. **Hal Heindel**

First thing Hal, the latest improvements are great! I love that MF calculates cutting, includes the price and shows it on the ticket and the tracker. I noticed a couple of other improvements, but can't remember them.

Anyway, digital presses/copiers will run slower if it is anything but plain 8.5"x11" paper. GENERALLY, if you run 11"x17" or any size card stock, the speed is usually cut in half. My digital press is rated at 32 ppm, so 11x17 is 16 ppm. So running a flyer 2-up doesn't save any time. In fact it probably adds cost because now you have to cut it in half. It will save cost if you

have the same click charge for all sizes (common on most Xerox machines). Now, if you have one of those big expensive production class machines (like a Canon ImagePress, or Xerox Igen etc.) they will run at rated speed on any size or weight stock. But those machines are like four color Heidelbergs, a lot of shops dream of having one.

I hope this helps,

. **Keith**

It sure does, Keith. I'll walk a mile for one less keystroke (sorry, Camel), and so my first thought was, great, another button to push. But after tossing it around for a while, I think I've found a way to accommodate varying press speeds without "complexing up" the program.

On the press side, MF would now factor in press speeds when pricing is based on IPH and consumables, but ignore them when the press is set up for click charges. On the product side, we would add variable run times for digital, same as what's now available for offset. Except that with digital, the five settings on the slider would all be reductions. No increases in IPH to lower the cost for extra-easy runs. I'm guessing maybe

- x 0.5
- x 0.75
- x 0.8
- x 0.9
- Normal

That's open for debate. With five settings, we'd have plenty of room to include increases. Not because there is such a thing, but to allow for downward price adjustments. It would also provide consistency, make everything work the same way. In that case, the range might be

- x 0.5
- x 0.75
- Normal
- x 1.2
- x 1.5

Glad you like the refinements, Keith. Many have come from users, either by email or here on the forum, but some are actually the result of making the new screen casts. Surprising what you stumble over on your way to creating a demo.

. **Hal Heindel**

Hal, all color printers and digital presses slow down to some extent or another. All devices are rated for 8-1/2 x 11 sheet. Mine happens to be 80 ppm Simplex. Cut it in half if you are Duplexing, or running 11 x 17 Simplex. Maybe this will be more understandable:

8-1/2 x 11 Simplex = 80 ppm

8-1/2 x 11 Duplex = 40 ppm

11 x 17 or 12 x 18 Simplex = 40 ppm

11 x 17 or 12 x 18 Duplex = 20 ppm

All digital boxes are like this. The next step back is what Robin pointed out and that is another drop in speed based on the gsm weight of the paper.

What about a combination of BHR and clicks? I know for a fact that my box cost me \$32.00 per hour sitting idle 8 hours a day (thank God it doesn't sit idle). Would it make sense to use a combination like a modified press? For digital presses labor may be less a factor because it can run a job unattended for longer periods of time unlike an offset press. Saying that you still need to account for setting up a job, calibrating, aligning paper, loading and unloading paper, oh and don't forget that little thing called a lease payment.

. **Craig**

The picture of how IPH should affect digital pricing has gotten more clear and more cloudy at the same time. What is coming into focus are the numbers, how weight and size relate to press speed. I appreciate everyone's input on this. Underneath, the answer is less straightforward. Your comment, Craig, that "for digital presses, labor may be less a factor because it can run a job unattended for longer periods of time" gets to the heart of it. I totally agree with that, but now we're back to Budgeted Hourly Rates, and if anyone doesn't know how I feel about BHRs, please read my post on PrintPlanet.

To recap, Morning Flight currently relies on a single, static press speed for pricing digital. The question came up whether we should allow for varying press speeds, factored by weight and size. The heavy iron, like Craig's press, doesn't slow down for weight, but does for size. Smaller machines, like Robin's Xerox DC250, slow down for both. The question is, do we want to account for IPH when pricing digital, as we do for offset, and if so, how?

If we go strictly by the numbers, the law of Cost-Plus and BHRs says we should. Of course, that same law also tells us to raise our prices when business is bad, and lower them when we have jobs coming out of our ears, but that's a story for another day. On the flip side, if you surf the

internet and find out that the big mail-order houses are charging the same for printing on cover as they do for printing on text (with the only difference being the cost of the paper), the answer is, we probably shouldn't. But that's a marketing decision, your marketing decision. And Morning Flight should support you in that, either way.

As I see it, unless my press is running eight hours a day, and I generally have jobs waiting for it in the pipeline (or worse, have to turn jobs away), the only real difference between text and cover is more kilowatt-hours and more stops for loading paper. Which is what Craig is alluding to when he says digital presses, unlike their offset counterparts, can run virtually unattended. If it were my shop, would I charge more for running 11x17? Absolutely, by increasing the click charge. For running cover weight? Probably, but by a small margin. In either case, the price increase would be based on what the market will bear, not on my BHR.

So, where do we go from here? More than likely, we'll need to come up with separate solutions for weight and size. That's because weight, on some machines, doesn't matter. The weight issue can easily be resolved by installing an IPH factor for digital products, as I suggested earlier. That factor would be applied regardless of whether pricing is based on consumables or click charges, contrary to what I proposed in the beginning. When set to "Normal," the adjustment would always be nil.

Not sure what to do about size. Since size affects all digital presses, and apparently by the same ratio, the obvious answer is to cut the run speed in half for 11x17. And in half again for duplexing. The size factor would apply only to the hourly rate. Click charges are already adjustable for size (the line in the Press Update window that says "Click > 8-1/2x11").

The obvious answer is not always the right answer. My thought would be to split the difference, the way we're currently pricing duplexing: charge half the hourly front rate. For the 1C default in the attachment below, that would make the hourly rate \$135 for 11x17, printed front only, and \$180 for 11x17, printed front and back. That solution would have the added benefit of making the rate user-adjustable.

Sound like a plan?

. **Hal Heindel**

Good morning! I'm making a quick reply before I jump in the shower...

Hal, I have been thinking a lot about this but got slammed with work at my shop (THANK GOD! Because February was brutal!) before I could reply. I read what Robin and Craig said and agree. Here is what my press (Xante Illumina) looks like:

8-1/2 x 11 Simplex = 32 ppm

8-1/2 x 11 Duplex = 16 ppm

11 x 17 or 12 x 18 Simplex = 16 ppm

11 x 17 or 12 x 18 Duplex = 8 ppm

I love the idea of maintaining the status quo but adding a user adjustment. That way it won't confuse someone with less experience (it's not like we'll lose our shirts if they forget the adjustment for 11x17). I also love the idea of making digital more offset-like. The copy prices I use just for that - copies (when someone walks in the door with a piece of paper to be copied). Although, sometimes when I use my copier (Canon Imagerunner 3220) as a digital press I still price it under digital in MF.

I did realize another issue concerning digital press pricing. I think Robin touched on this. It's concerning consumables. When you don't have a click rate like I do (I buy all my toner, drums, belts and fusers) your cost of consumables goes up when running heavy stock because it's harder on items like the drums. But I found the obvious solution by simply bumping-up the coverage (even though there is not an actual increase in toner).

. **Keith**

Hi Keith, I see we're both early risers! Glad to hear business is booming.

Thanks for submitting the page rates for your Xante. That part of it is falling into place. Seems the ratio between 8.5x11 and 11x17 is universal (50% for your Illumina, Robin's DC250, and Craig's big-ticket Xerox), so tying it to the hourly rate for duplexing looks like the way to go.

On the weight issue, I've decided to go ahead and add the run factor, same as we do for offset. The only question still open is whether to have "Normal" in the middle of the slider or at the bottom. Technically, having normal (aka medium) at mid-range, though consistent with offset, doesn't make a whole lot of sense for digital. Maybe the settings should be labeled by paper weight rather than by complexity. Such as

Heavy Cover

Medium Cover

Light Cover

Text/Coated

Bond

Adding the run factor would also let us account for different paper weights when calculating consumables. I had forgotten about that, thanks for bringing it up. I suspect there the cost

increase should be modest, and should disengage when pricing is based on click charges. Any suggestions? If the multiplier for consumables is 1 for Bond, how much should it be for Heavy Cover? 1.04, 1.06, 1.08, 1.12, or more?

. **Hal Heindel**

Since things got busy all of the sudden at the shop, I went in early. Normally, I like to get up early and exercise and enjoy some quiet time.

I'm glad to hear that the hourly rates are falling into place. If you look deep enough into some manufacturer's website, you can find the print speeds. As for the run factor, I think you should definitely have "normal" at the bottom. Most machines specifications are based on 8.5x11 at 5% coverage. For instance, the imaging drums on my Illumina are rated at 42,000 impressions at 5% coverage on plain 8.5x11 20lb. bond. So of course, everything else goes up from there. I like that your program uses a much more realistic 30% coverage.

I agree that the cost increase should be modest. It would be difficult to explain to the customer why you have to charge double when compared to another print shop. Usually its just the cost difference of the paper that increases the price but that is not enough to cover the longer press time and increased wear-and-tear. As for what the factors should be? I have no idea. But let me do some calculations at my shop and I'll see if I can figure something out. I also like the idea of all the rates being user adjustable (did I say that already?).

Oh and labeling the run factor? Maybe something similar to the digital presses?

Plain / Gloss / Heavy 1 / Heavy 2

I'll have to look at my machines tomorrow.

. **Keith**

Thanks, Keith. I like the labeling you suggested. We'd have to add "Heavy 3" to make that slider consistent with the others. But, yeah, sounds intuitive, especially if some digital presses use the same terminology.

. **Hal Heindel**

Hal, I never got a chance to look at my machines today to see exactly how they are labeled. And neither did I get a chance to crunch some numbers to figure out exactly how much more it

costs me to run card stocks. But after some thought, maybe something like this would be simple, universal and self-explanatory:

Normal / Heavy 1 / Heavy 2 / Heavy 3 / Heavy 4

..... **Keith**

Keith, does your Xante slow down for Gloss? Robin happened to mentioned it when writing about the Xerox DC250. Originally Posted by Robin "SRA3 is marginally slower and gloss finish, which we don't use, is half speed again."

Half-speed is quite a drop, more than the proposed new slider for Digital Products could handle. I noticed you removed "Gloss" from your original list. If there is a significant reduction in ppm for gloss-coated paper on even some presses, we should probably keep it in and move it to the top of the list:

Gloss (2x)

Heavy 3 (x1.6)

Heavy 2 (x1.3)

Heavy 1 (x1.1)

Normal (1x)

..... **Hal Heindel**

Hello Hal, I've been following this thread with much interest. There's been a lot happening and plenty of lateral thinking. As regards the gloss setting that I mentioned: It is just a gloss finish that this machine can apply (for clients who don't like the more matte toners used these days!). We don't use it as it doesn't seem to make much difference and halves the speed. Also it's possibly just a Xerox "thing" and not worth worrying about. It's not a setting for gloss coated paper (which this machine does not handle well anyway).

When selecting papers it's a choice of plain, heavy weight 1, 2, etc as you've already suggested. I hope this helps. Things are certainly looking good. Cheers,

..... **Robin**

Hello Robin, Thanks for clearing that up. I'll post the final ratios before putting the modifications into effect.

I can't help but wonder, is anyone in this industry not working Saturdays?

..... **Hal Heindel**

I normally don't work Saturdays, I spend the day with my daughter. But she spent the night at her Aunt's house and I had some catch-up to do at the shop. Which also meant that I got a chance to sneak out on my motorcyle (it was 70 today!).

Anyway, my press does have a gloss setting that runs incredibly slow but I rarely use it. Turning up the media weight a notch or two and leaving the media type on plain usually works fine and doesn't run as slow. There have been some jobs that I feel like I'm not charging enough for so I am excited and look forward to the changes!

Quick question: Is it possible to have the job name/keyword appear in the email when you send a customer an acknowledgment? Sometimes a customer will request several quotes, approve one and when I acknowledge it, they don't know what job I'm referring to. Or I'll get multiple jobs from a single customer with different due dates.

..... **Keith**

Not only possible, Keith, but an excellent idea. In version 2009.3, uploaded yesterday, the keyword is now integrated into the product description.

Harry Smith
Empire Builders
100 Main Street
Chicago, IL 35446

Acknowledgment

A-1001

April 21, 2009

Dear Harry:

Thank you for your order. We are pleased to confirm as follows:

Your Order: X-12345

Terms: Balance C.O.D

Quantity	Description	Job Number	Amou
1,000	Digital, D4/0, 8-1/2 x 11 May Newsletter. Digital 4-Color on front. Paper: 20 lb Copy Bond, White.	0409-00001	197.
1,000	Books, 48 Pages Wi-Fi User Manual. Saddlestitched, 5-1/2 x 8-1/2. Cover: 1/1 4P - 65 lb Uncoated Cover, White. Main Contents: 1/1 8P - 60 lb Commodity Offset, White.	0109-00003	1,408.0
Subtotal			\$1,605.4

On the digital upgrade, I decided to go with the actual run factors instead of labeling the slider settings Heavy 1, Heavy 2, and so on. The newly installed slider starts at "Normal" (fastest press speed, as entered in the Press Update window) and slows to 90, 75, 60, and 40% of that speed as the slider is moved up the scale. Those ratios are the best compromise I could come up with, based on the speed variations reported by you, Craig, and Robin. Thanks to all for your help on this latest upgrade.



As usual, the output view can be changed from minutes to IPH by simply waving the cursor over the display pointed to by the arrow. The preferred view can be locked in by clicking.

The second revision to digital pricing involves sheet size. Unlike the run factor that's individually adjusted for each product (and would be left at "Normal" for the heavy iron such as Craig's Xerox), IPH is now proportionally reduced for sheets larger than 8-1/2x11 / A4, regardless of the digital press used. That means prices will increase for larger sheet sizes, and you may want to take a fresh look at your hourly rates to make sure your 11x17 / A3 pricing is still competitive.

If the digital run factors don't work for your equipment, please let me know. The factors are dynamically retrieved by Morning Flight from the WRNFile.TPS, meaning they will at some point be user-adjustable.

The size factor is hard-wired, mathematically arrived at, and currently uses the standard hourly

rate as a base. I'm still debating whether to split the difference and use the duplexing rate for the extra charge instead. In other words, use the standard hourly rate for the base price, then add the oversize charge at the duplexing rate.

The polls won't close for another couple of months!

. **Hal Heindel**

WOO-HOOOOOO! I can't wait to get to work tomorrow and download the update! I don't care what needs to get done tomorrow, I'm putting those updates through the ringer first thing in the morning! Now I'm too excited to sleep. It's like Christmas.

. **Keith**

Case Histories

Cardboard Backer for Pads

Cardboard Backer for Pads

Posted: 2 March 2012

When ordering pads, most buyers naturally assume they come with a chipboard backer. In the many years of owning a print shop, the only pads I recall delivering without a backer were the scratch pads we made for ourselves - out of leftover paper we had sitting around in our odd lot room and were too lazy to slip backers into. We just padded a single block of paper a foot high and peeled off what we needed.

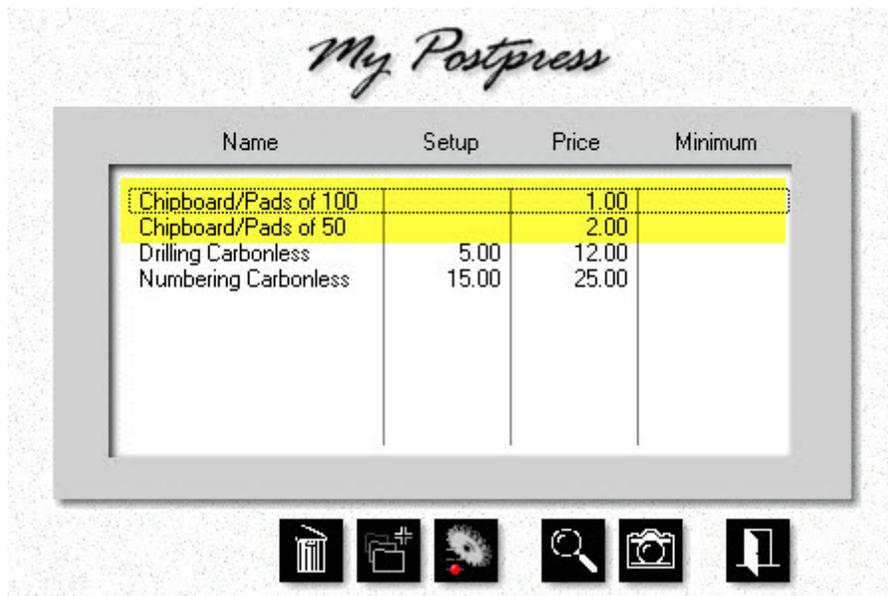
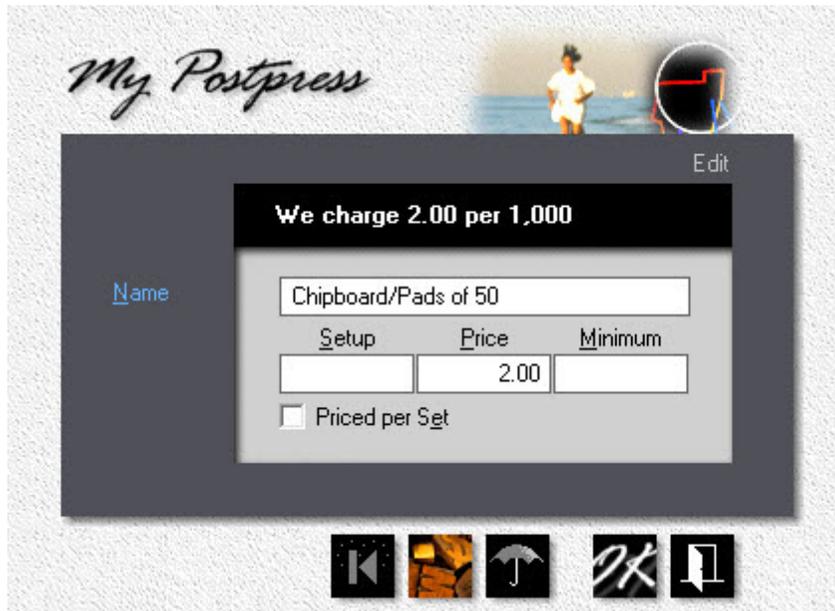
For pads going out the door, you'll want to add chipboard. And the easiest way to bill for that is to simply include the cost of the board in the padding charge under postpress. In other words, if you're charging 30 cents per pad, figure those 30 pennies include chipboard.

What if you want to show the chipboard cost separately on the quote? Just set up a few My Postpress items, then add that to the regular padding charges.

Note that the \$2.00 sample price at the 50 sheet/pad level applies to 1,000 sheets, getting you 10 cents per backer. Ditto for the \$1.00 price at the 100 sheet/pad level.

Ignore the total quantity of pads, the program will compensate for that (see the final window). The only quantity we need to worry about when setting up the My Postpress items is the number of

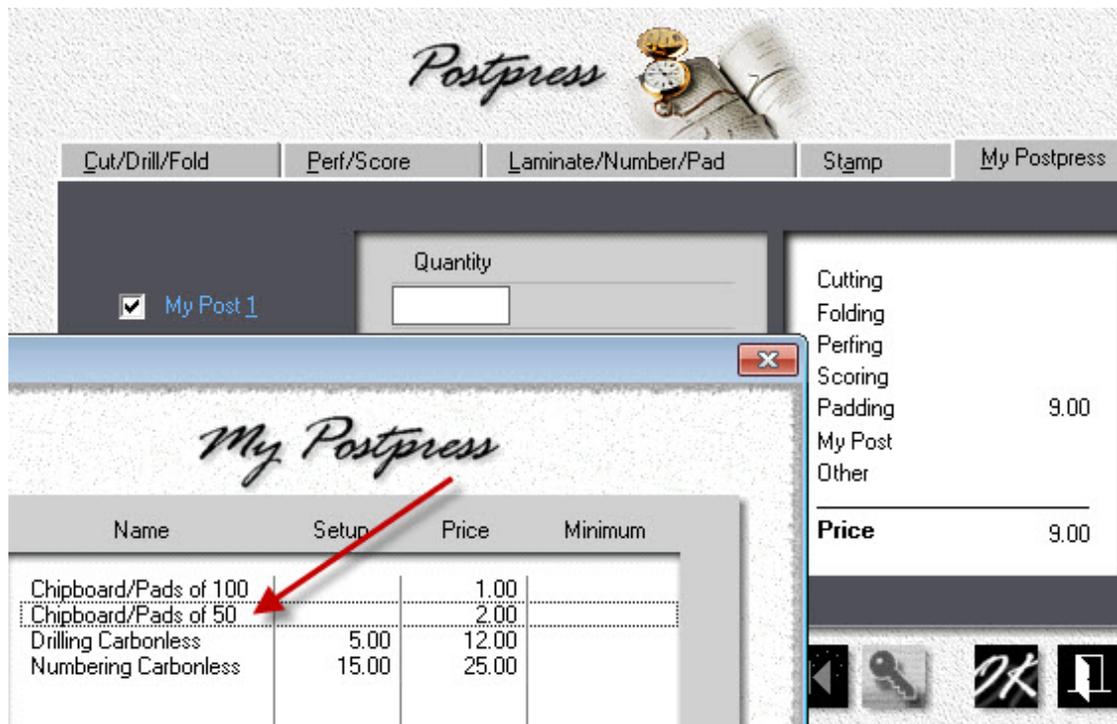
sheets per pad.

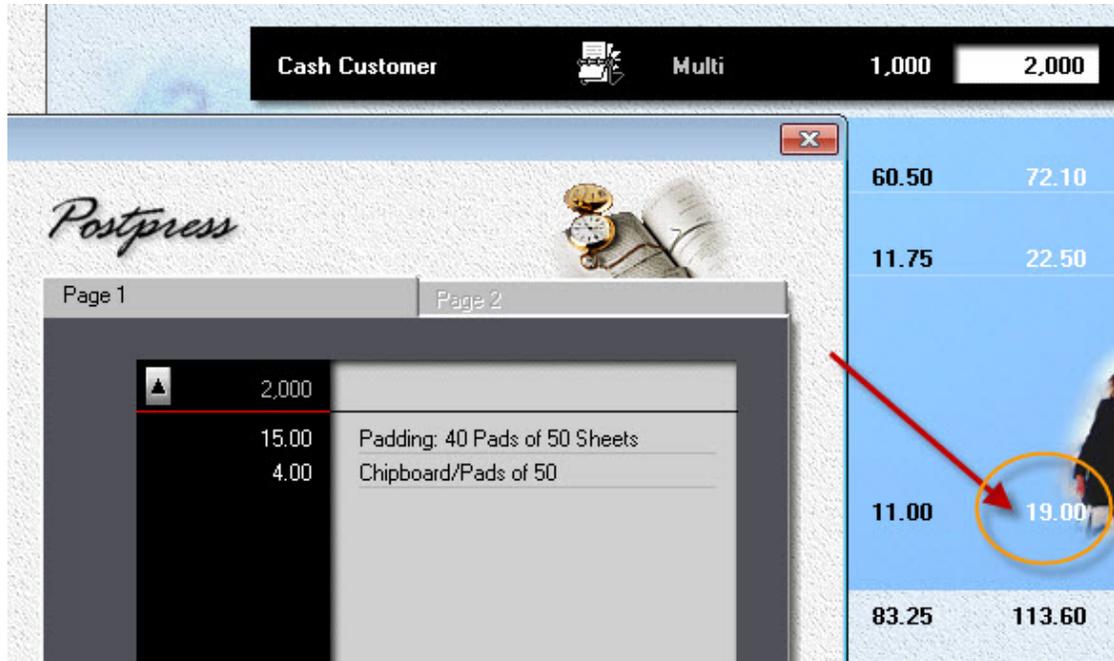


Here are the individual steps:

1. Go to **My Shop > Postpress** and click the **My Postpress** button.
2. Click the **Add** button next to the trashcan.
3. In the window that opens, enter the two chipboard items highlighted above.

4. Press F3, then F7.
5. In the Postpress window that opens, click the **Laminate/Number/Pad** tab.
6. Check the **Pad** box and accept the default of 50 sheets per pad.
7. Click the My **Postpress** tab, then check the **My Post 1** box.
8. In the selection window that opens, select "Chipboard/Pads of 50" and click Ok.





Using Templates for Booklets

Using Templates for Booklets

Posted: 15 January 2012

Needing a template for custom 2-part carbonless, 50 forms to a booklet. My cost to get NCR Lasersnap to my office for 1,000 sheets (or 500 copies) is \$34.95 plus shipping (do I add to price of paper?). Size is 3-1/2 x 6 and are booked with a wrap around cover I cut myself to fit any size of form required. We use two Konica colour lasers with click of .011 for black and .088 for colour and a lease of \$1178.36 every three months.

. **Linda**

Hi Linda, just a couple of questions to make sure I understand the job specs:

1. How many up are you printing the forms? (Answer: 3)
2. What's the size of the NCR Lasersnap sheets? I'm assuming 8.5x11. (Answer: 9x11 perforated)
3. Does the wraparound cover the entire front? (Answer: Yes, 3.5x6)

I'm also assuming you're buying the paper a carton at a time. What's the shipping cost for that? (Answer: \$20.00) And, yes, we would have to add it to the cost of the paper. Plugging in a realistic hourly press rate is difficult without knowing how many hours a day, on average, the Konicas are being used. That's because press utilization makes up the lion's share in calculating the BHR (budgeted hourly rate).

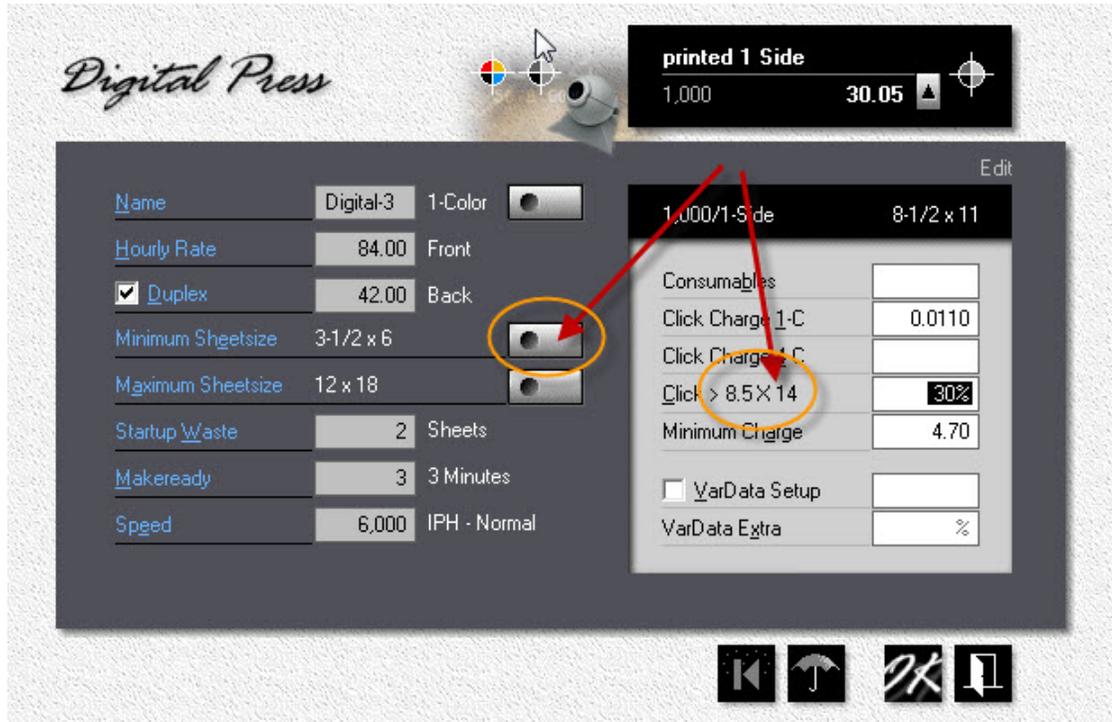
Below are a series of screen captures to show how I arrived at the quote. The only thing I had to fudge was the cover. Instead of a single wraparound, I've had to quote it as two 3.5x6" sheets. Unless you need to quote the NCR booklets in very large quantities (10,000+), this shouldn't materially affect the price. All runs are in black, printed 1 side.

. **Hal Heindel**

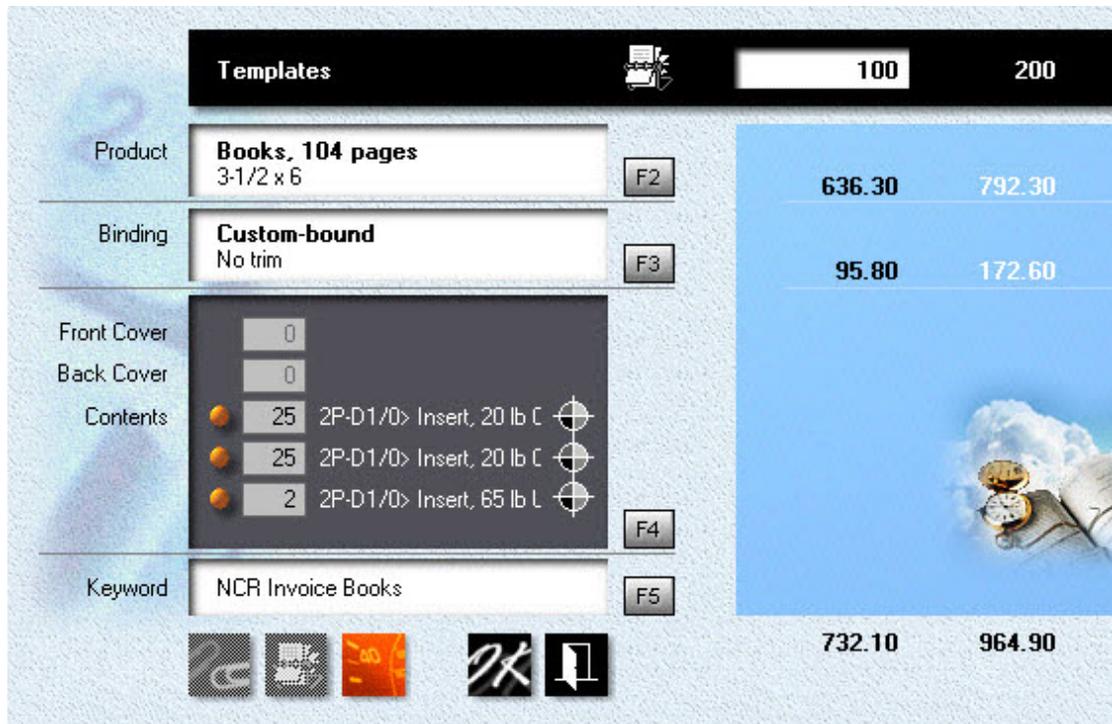
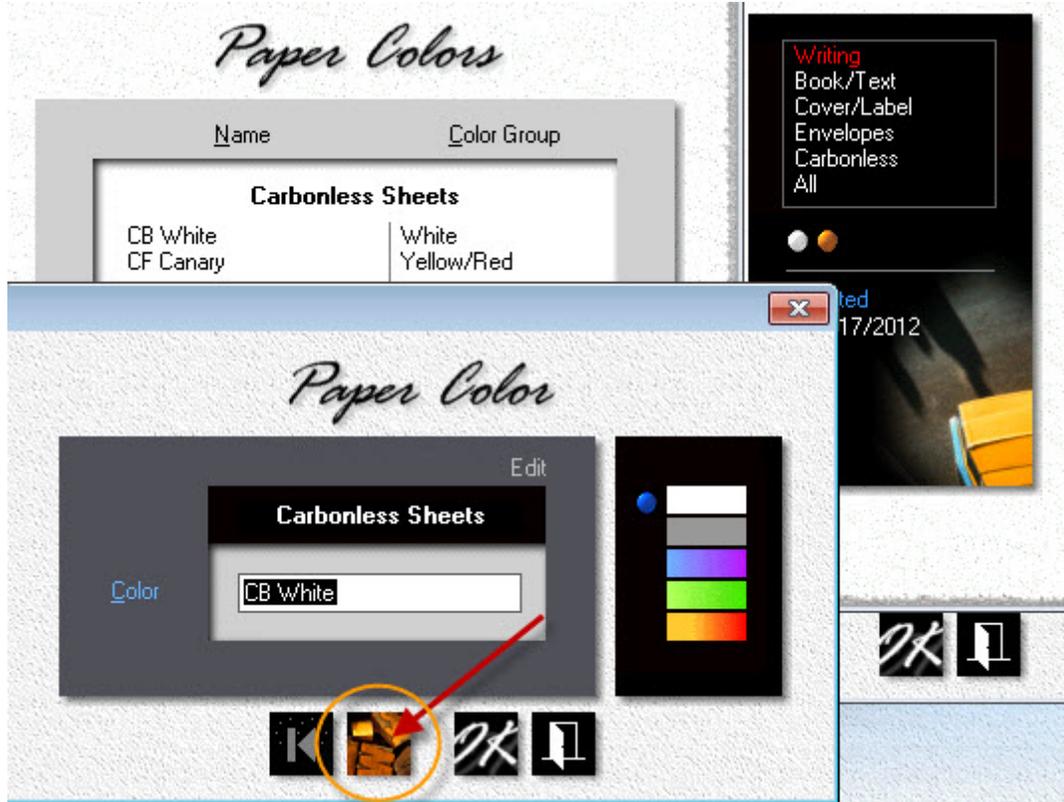
Here are the individual steps:

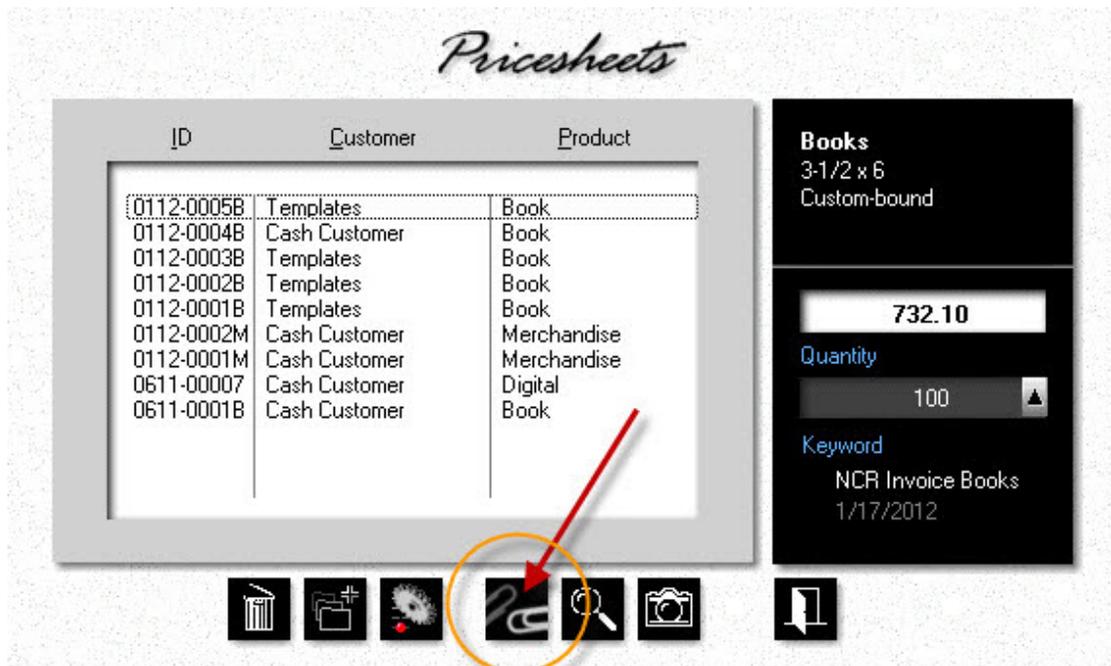
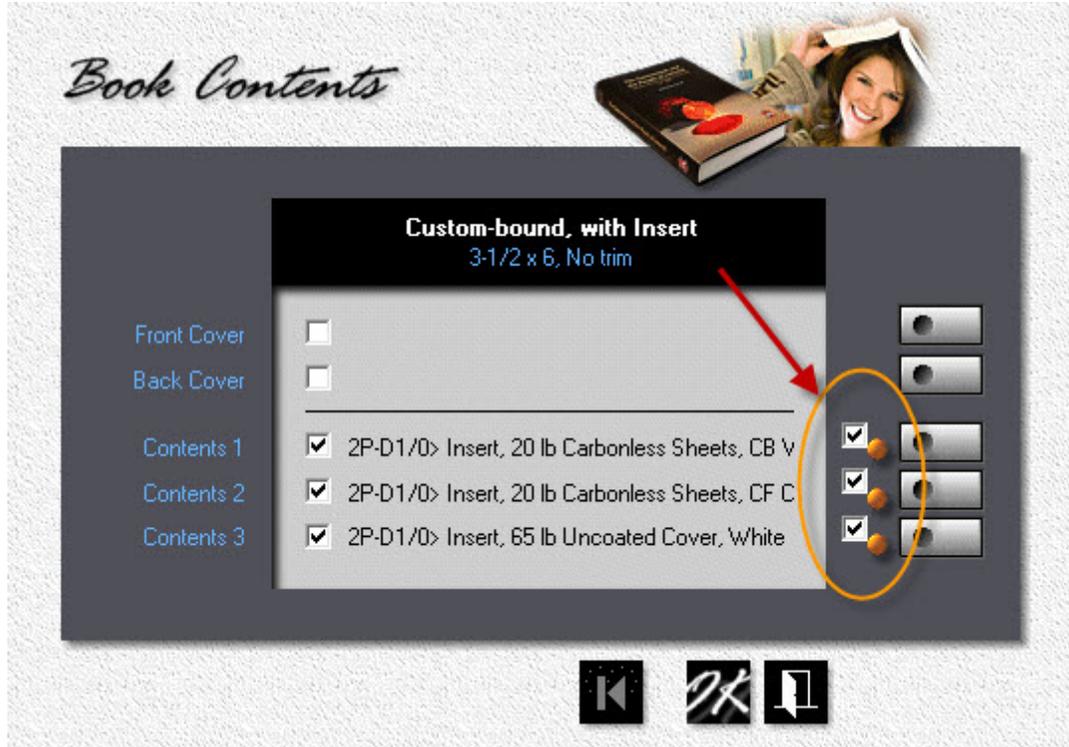
1. Enter your click charges and change the >8.5x11 pointed to by the arrow to >8.5x14 by simply clicking on it. That's to accommodate a 9x11 press sheet without increasing your click charges.
2. Activate Custom Binding (**My Shop > Bookbinding > My Bind**) and enter the costs per booklet.
3. Create 9x11 paper items for Carbonless sheets. Although you buy the paper in sets, you'll need to enter the costs for individual sheets. When adding the colors and coatings, make sure the Text Validation button is set to Off so you can enter CF, CB, and CFB in all Caps.
4. Create a phantom customer named "Templates".
5. Create a new Booklet Quote as shown in the screen captures. Make sure all pages are marked as inserts (the checkbox next to the yellow bullets), then click the Custom Product button in the Page Entry Screen (or press Ctrl-F2). Enter the product size as 3.5x6, run 3-up on a 9x11 press sheet.
6. Before entering the New Book Quote, select "Template" as the customer, and press F5 (or click the button) to enter a keyword that will identify the template in the browse box. Click Ok to enter the quote.
7. Open the Edit Quote window, highlight the template quote, then click the Paper Clips Button pointed to by the red arrow. This will save the template to the clipboard.
8. Open the New Bookprice window (**Quote Price > Quote Bookprice**). Click the Paper

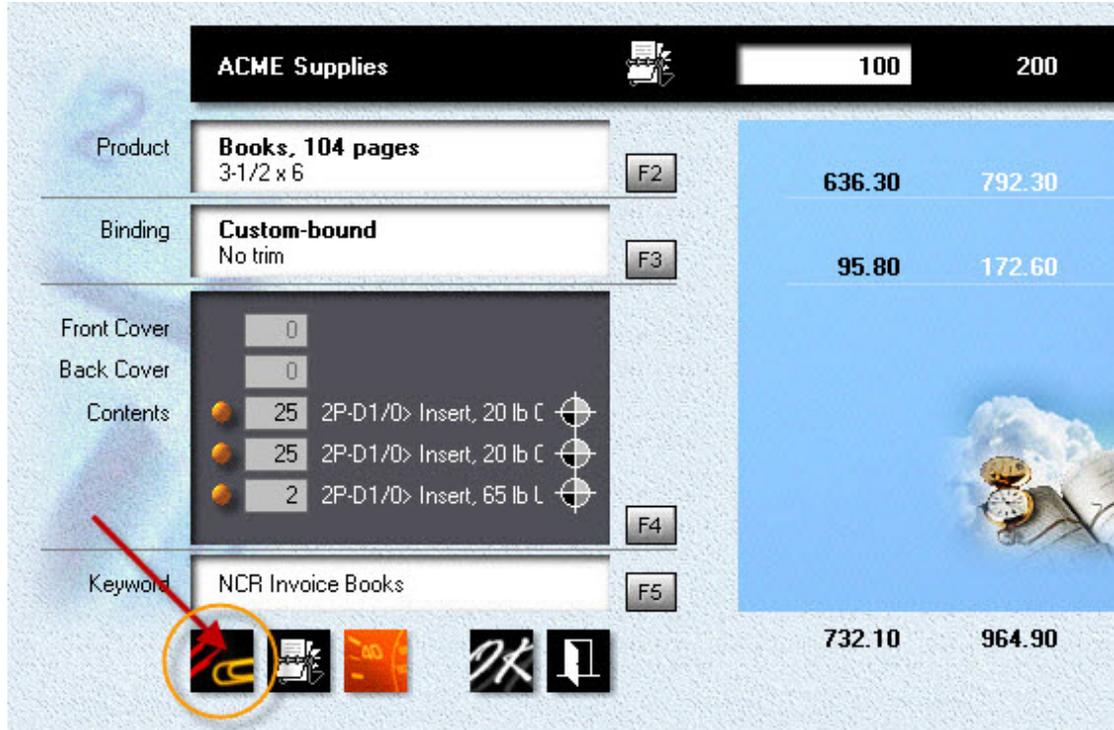
Clips Button at the bottom row. That will import the template from the clipboard. Make any adjustments, such as the quantity, page count or a new keyword, select the customer, then save the quote.











Feedback/Wishlist

My Prepress in Estimates

My Prepress in Estimates

Posted: 1 December 2010

Hal, is it possible to have My Prepress show up in emails, estimates, acknowledgments, invoices, etc.? By show up, I mean, the product or process that I am charging them for. For example, I do a lot of direct mail so there is a lot pre- and post- press stuff that needs to be done. For prepress, I have NCOA/CASS processing and Mail List Presort. For Postpress, I have tabbing and delivery to Local PO which shows up in an estimate (but not when it is a book quote). I think it would be nice that all prepress/composition/revisions would show up in an estimate so they know you have those requested services in the price.

Oh and another thing, is it possible to have the estimated delivery date wording match what is selected in the job ticket when sending acknowledgments? Just about everything I do is time sensitive and when I email the acknowledgment, they all say "Estimated time..." no matter if I

select Firm or Critical. Not a big deal, I usually just edit it in the email itself.

So far, everything is going great with 2010.3! I think I finally got my pricing in line. In fact, I think the added flexibility of the presses has enabled me to win more bids!

. **Keith**

Music to my ears, Keith! In the end, that's the whole point of estimating.

I'll take a look at your prepress suggestion and let you know whether it's feasible. As for the "estimated" delivery wording, that's more of a legal precaution than anything else. Stuff happens, and when it does and delivery was stipulated as firm (which, I agree, every printer has to do now and then), it increases the possibility of a law suit.

For that reason, and that reason alone, I'd be reluctant to not say "estimated."

. **Hal Heindel**

Once again, I never thought of that. My customers come to me because they know they'll get it when they need it so I should let my actions speak for me and not the email.

. **Keith**

Keith, Not only doable, but done. Before we upload revised setup files, does "Preparation" make sense for the heading? I think Prepress may be too limiting. As long as we're adding My Prepress, should we also include composition and scans? The only consideration is the space available on the form - I'd prefer not to end up with multiple pages.

. **Hal Heindel**

Your Inquiry 12/03/2010
Our Quotation HH-12/10-0003

Dear Joanne:

Thank you for your inquiry. We are pleased to offer as follows:

1210-00001	Bulletins	1,000	5,000	6,000
	8-1/2 x 11	\$234.65	\$506.85	\$577.65

Black ink on front. Paper: 20 lb Copy Bond, White. Preparation: Test of My
Prepress. Finishing: Test of My Postpress.

These prices do not include sales tax and are valid for 30 days. We appreciate your interest and hope we can be of service.

Sincerely yours,

Not only limiting but some people don't understand what it means. I think "preparation," despite having too many letters, is very descriptive, encompassing and easy to understand. I agree with the two page thing, when I print an order from my website, I have to remember to select "print first page." Kind of annoying. As for composition and scans, definitely! Especially composition. That is something a lot of print shops lose money on. It should be clear that they are paying for it. I just don't know about the word "composition." Maybe "design," "artwork" or "layout"?

To keep things on a single page, I don't think we need to spell everything out in detail. I definitely would NOT put the hours of composition. Scan can just say "scan," don't think it needs to say quantity or size. As long as the default has a minimum of one word for each service rendered, I think the estimator is safe. He can always elaborate if necessary.

..... **Keith**

I see we're on the same page, Keith. The only question left is what we should call composition. There isn't a good word for it in the graphic arts vocabulary, at least not one the customer wouldn't question. "Artwork," "Design," "Layout," and "Typesetting" are all too narrow. The most encompassing description is "Desktop Publishing." The problem with that is, only people in the industry would know what we're talking about.

Anyone have any suggestions?

..... **Hal Heindel**

Well this is a hard one here. I think the way it is now is fine. There seems to be no better word. If I come up with one I will let you know. Come to think of it, preparation might be better. That can

cover file prep to print a job that a customer does on their computer, then wants you to print it. You know how that goes sometimes ... I vote Preparation.

. **jerryjfm**

It is hard, Jerry, I've tossed it around throughout Morning Flight's development. "Preparation" will definitely stay as the main heading. If we're going to add sub-heads, the question is what do we call "Composition"?

Maybe we'll need a compound description, such as "Design/Type" when there are no scans, and "Design/Type/Scans" when there are. Design is usually understood to include layout and artwork, type and scans are self-explanatory. We're getting down to the little things, but as the saying goes, the devil is in the details.

. **Hal Heindel**

Ok, I have had some time to test and think on this. We have two different things here:

1. First is the word composition. That covers typeset/art/design. I would put changes there too.
2. Then we have preparation. Now that can include the above but it goes one step more. Here you include setup of file work such as Keith stated. Then customers come in with their art and you need to fix it in some way or set it up to run. Sometimes you call it setup. I think prepress goes under prep because that is what it is. Comp will deal with the art and prep will deal with the extras. I think I see this somewhat on your example, Hal.

. **jerryjfm**

Ok, so an acknowledgement or estimate could look like this:

"...Preparation: Design/Typeset, Scan, Presort. Finishing ..." (from My Prepress)

What about customer created files? We could use the word "Ibuprofen"!

. **Keith**

Good one, Keith. Although I'd probably stick with "Preparation" and just add an "H".

Here is what the final description would look like: "Preparation: Design/Type/Scans, Presort.

Finishing: Fold, Round-Corner." The term "Presort" is pulled in from My Prepress, "Round-Corner" from My Postpress.

. **Hal Heindel**

Some thought here. Just how much info do you want on an estimate to your customer? I like to see art and things like numbering for example. Does a customer need to know ALL that is done on the job? Seems 99% do not care. They just want a good price. It would be nice to have all the details on our in-shop forms such as a time sheet. Does it help to give so much info?

This brought a thought to mind. When we do a quote it is about numbers. It would be nice to be doing a quote and have a button to open up a time sheet that you can look at and print. Why, you say? Well you can run numbers and see just what all you have in the price and it would help you flex the numbers. A detail breakdown is what you have. I just know it helps me at times.

. **jeryjfm**

Agreed, Jerry. We don't need to tell the customer every footstep that is taken to get their job done and it would only invite questions- "Why does it say 3 hours? Can't you do it in 2?" So, no, so much info does not help. But I had noticed that there was nothing said about prepress (on the estimates) and I do think the customer should know what they are getting for their money.

Come to think of it, a little extra info would probably help. For instance, I have a File Correction charge in My Prepress for customer created files that required tweaking. If a customer sees that, they'll ask why and you can tell them how they can save some money and you can save on ibuprofen. Then again, file specifications should be worked out beforehand. Wait, here's a good example: I gave an estimate to a customer, they send me their PO with a price on it. I get the file and it needs some help. I call them and they approve the charges. So I update the ticket and email an acknowledgment which has the File Correction charge in it. And when I print the invoice, it will show-up on there too so if they wonder why the invoice does not match the PO ...

I am starting to wonder if we are all over-thinking this.

. **Keith**

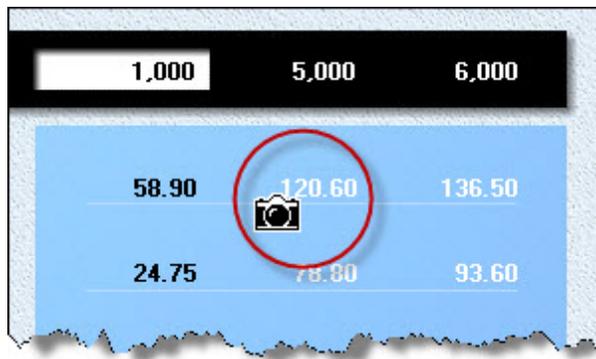
You're both right. Too much information is as counter-productive as not enough. I do think, however, that the descriptions were a little thin before. The revisions should put us at a happy medium.

Jerry, are you suggesting to have time sheets available dynamically, in the midst of preparing a quote? That's an interesting thought, and since it wouldn't get in the way or detract from the quoting process, I'll gladly consider it. In the meantime, cost breakdowns are of course already available when you click on the panels in the quote window, just not all in one place as is the case with time sheets.

One thing to keep in mind: Except for the sliders in the properties window, it wouldn't help you "flex" the numbers. In Morning Flight, all user-controlled price adjustments are done at the estimate, not the quote level. That's by design. When you look at prices in a price sheet, you always know those prices were generated by the program, not fudged by the sales rep or someone in the office.

..... Hal Heindel

Turns out that pop-up time sheets would come with too much baggage attached to be practical, too many dependencies. However, I was able to meet you halfway, Jerry. In V2011.1, to be uploaded in January, you can click on a product or paper price and get an instant breakdown for that quantity.



Keith, the expanded descriptions for pre and post press made it into V2011.1 as well. Thank you both for your suggestions.

..... Hal Heindel

Your Inquiry 12/03/2010
Our Quotation HH-12/10-0003

Dear Joanne:

Thank you for your inquiry. We are pleased to offer as follows:

1210-00001	Bulletins	1,000	5,000	6,000
	8-1/2 x 11	\$400.65	\$848.85	\$963.65

Black ink on front. Paper: 20 lb Copy Bond, White. Preparation:
Design/Type/Scans, My Prepress. Finishing: Foilstamping, Folding, Drilling,
My Postpress.

These prices do not include sales tax and are valid for 30 days. We appreciate your interest and hope we can be of service.

Sincerely yours,

That should work, Hal. I overcharged by \$255 on one job because I put straight perf in postpress. Then I added perf and number from My Postpress. Hey they paid it, too. Now I am doing a rerun and found it. Rats!

..... **Jerryjfm**

Decided what you're going to do, Jerry? Maybe this will help. A lawyer discovers he overcharged his client. Here is the ethics question: Should he, or should he not, tell his partner?

..... **Hal Heindel**

Just wanted to chime in ... although late. I agree with the outcome of this discussion. I, like Keith think the customer needs to see what they are paying for. I just had a customer yesterday send a job to me 3 times because they could not figure out how to include a bleed in a PDF from InDesign! Now I will bill them for the time it took me to "educate" them on how to properly prepare their file, after all I had time in opening all the files up and find that none of the 12 pages had bleeds, email her back, finally on the last email I had to give her specific instructions on what to do. All this I figured I have a half hour of my time.

..... **Craig**

I think if My Prepress is set up like My Postpress it will be great. Then you can add anything you want. Hal, it looks like your sample would work well. I like the new changes.

..... **jerryjfm**

Digital Volume Discounts

Digital Volume Discounts

Posted: 9 November 2010

Ok. I have a question for Hal and other digital printers on this forum. From what I understand, toner and inkjet based production costs are the same throughout a run. So unit cost is pretty much the same no matter what the volume. But, I was wondering if anyone offers quantity discounts. On certain products, like post cards, the price for a few thousand seems to be high and when I look at my costs, I think, "Hey, I have a lot of room there to offer a more competitive price." I mean, I know digital machines are slow but they run unattended. With a little scheduling acrobatics I don't mind letting the machine do it's job while I work on something else. So my questions are these:

1. Is it possible to have MF discount at certain quantities? (If it doesn't already do that)
2. Would I be aiding in cheapening the industry?

. **Keith**

Well I use a price break system. The price goes down the more you buy. So 1 to 100 may be \$1.00 each. Yet 1,000 would be .35 each. Really I guess you have to know who your competition is and what they do. You want to be in the ballpark when you price. Here I have Staples, Office Depot, and Kinkos, to name a few. Most of the time we are fine. I do keep my eyes on them though. Office Depot is a killer when it comes to b/w copies.

. **jerryjfm**

Thanks for the reply, Jerry! I love beating the pants off of Staples prices! But not by much, don't want to leave too much money on the table.

. **Keith**

Last question first, Keith: Absolutely not. As you know, I'm a big fan of value-based pricing and have no use for cost-plus. If you think about it, cost-plus is what cheapens the industry. If everybody has basically the same costs to contend with, the tendency is to lowball and try to

beat the competition on price.

In answer to your second question, the line between copiers and digital used to be that copies came off the glass, digital off a computer. That line is now so blurred that we can easily put both into the same pot. To discount a specific item based on quantity, simply take it out of MF's digital category and make it a copy product. To quote Staples, your favorite nemesis, "That was easy, wasn't it."

..... **Hal Heindel**

Numbering

Numbering

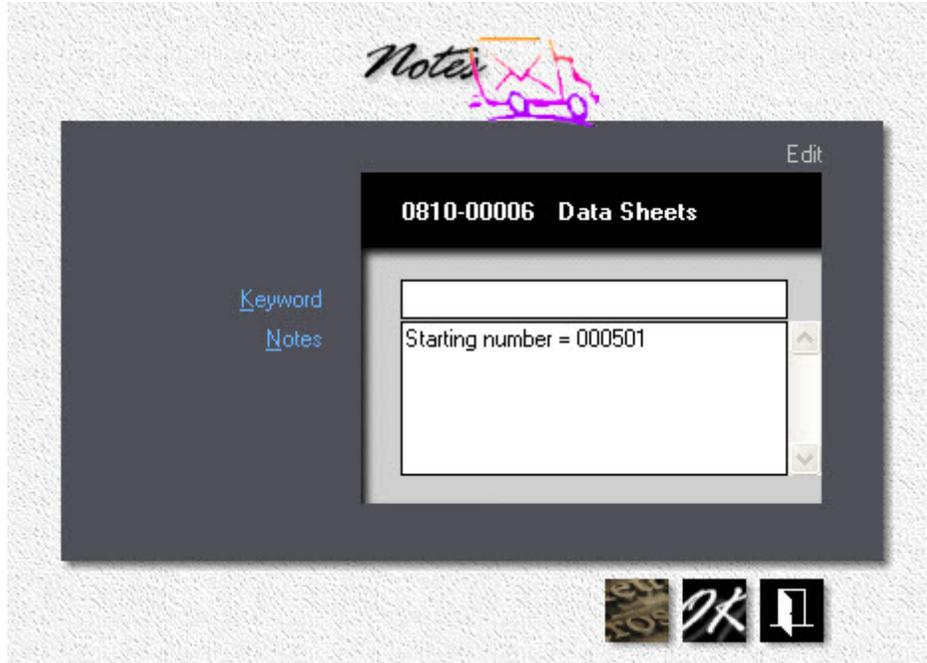
Posted: 19 August 2010

OK, so we can enter numbering in the post press, but what about entering the starting numbers needed for the job? "Starting Number = 000501"

..... **Craig**

Craig, use F8. Notes for orders will show up on job tickets.

..... **Hal Heindel**



1.000 Data Sheets. 8-1/2 x 11

Front:	Black ink	
Back:	///	
Press Sheets:	500	
Plates:	CTP	Multi /
Makeready:	Medium	17 Minutes /
Run Speed:	Medium	
Paper	60 lb Commodity Offset White (from our stock)	On hand: _____
We need:	575 11 x 17	Qty used: _____
Draw:	575 11 x 17	
Postpress	Cutting Numbering	
Packaging	Shrinkwrap	
Ok over/under	+ % - %	OK to print: _____
		Final Count: _____

Notes: Starting number = 000501.

That is how I do my numbering jobs. I use the notes and put the starting number and ending number. Has worked so far. I brought it up but I think Hal said it had something to do with the database. Maybe not too many people use it. What would be really cool is you check numbering and you see a box you would put in the starting number and MF would calculate the ending number.

. **jerryjfm**

I do that also ... just thought it would be a little smoother when you check numbering if a spot for starting number popped up and it printed next to the numbering under postpress vs in the notes.

. **Craig**

Good memory, Jerry. Saving the starting number in a new field outside of 'Notes' would be easy to implement for new installations, but would require the conversion of all existing ones. That's painless if the file doesn't grow over time (such as the press file, for instance), but for quotes and orders, every month of every year would have to be converted, and while that's doable, it comes with risks.

Craig, if there is ever a need to reconfigure those files for something other than starting numbers, we can then change in one fell swoop whatever requests have accumulated. Right now, it's tucked away in our suggestion box - too big a risk for not enough reward.

It would seem logical that the upcoming addition of MyWay pricing would, at a minimum, require new quote and order files. Fact is, it doesn't. User-defined presses and free-form pricing have been an integral part of Morning Flight since day one. The reason we kept it hidden for all those years is because, sooner or later, all estimating will have to be available 24/7 over the internet, via desktop or cell phone. And while print buyers will have an easy time selecting and configuring a product, they can never, ever be relied on to select a press and set makeready and run speed.

Had we introduced Morning Flight with user-defined presses and MyWay pricing first and then tried to convince everyone to switch to product centric pricing later, the resistance would have been enormous. Yes, I know we may have lost customers because some users just couldn't live without the ability to add presses (and, more significantly, tie pricing to a specific press). But, Rome wasn't built in a day, and we're in it for the long haul.

Long story short, save for some minor additions to the press file which will be done transparently during the update, no time related files will need to be changed for MyWay pricing. All existing data files already have all the necessary fields built in and will remain untouched.

. **Hal Heindel**

Ad Specialties in Merchandise

Ad Specialties in Merchandise

Posted: 19 August 2010

Good afternoon, Hal. I don't do much with ad specialties (pens, mugs, etc.) but I have an opportunity to quote a rather big job. I want to put the products into MF so I can email a nice estimate and record it should it become a job. Anyway, I understand the four methods for entering merchandise - piece, lot, /M, and hourly. Let me tell you what I'm trying to do and my issue will become evident. I have coozies (can holders) that are available in any quantity at a minimum of 210 with a \$100 set-up charge and price breaks at 525, 1050, and 2625.

1. When I enter it by the piece, I have no way to indicate the minimum quantity or the set-up charge.
2. When I enter it per lot, there is no way to select an odd quantity or set-up charges.
3. By the 1000 has the set-up charge but I can't indicate the minimum quantity or the price break at 525.
4. Obviously, per hour does not apply here.

Is there a work-around or am I missing something? As you know, I primarily use Merchandise for my wide format so minimums are normally not an issue and of course I'm more flexible than these ad specialty companies.

..... **Keith**

Neither, Keith. The closest you could come is per 1,000. You'd have to roll the setup charge into your minimum. At 50 cents a coozie, your minimum price would be \$105.00 plus the \$100.00 setup charge. You could then accommodate two of the quantity price breaks with a percentage value, but not the third. See the attachment. The main problem I see is with the capped minimum which would prevent you from charging much more than the 50 cents per coozie.

Maybe it's time (after the Gold has been released) to add a "U-Define" merchandise pricing scheme. We can't change the monthly data file structure for merchandise without a major ripple effect. But, I think all the elements are there, in different combinations, to pick and choose and then reassemble into the pricing structure you're looking for.

Who knows, might even find a way to add the art charges for merchandise you put on the wish

list a few months back!

..... Hal Heindel

The screenshot shows a software interface for editing product details. On the left, there are several sections with labels and toggle buttons: Description, Size, Vendor, Packaging (set to 'No Charge'), and Pricing (with radio buttons for 'per piece', 'per lot', 'per 1,000', and 'per hour'). The 'per 1,000' option is selected. On the right, a window titled 'Edit' shows the product name 'Coozies' and a table for pricing details:

Setup	1,000	Minimum
100.00	500.00	205.00

Below the table, there is a checked checkbox for 'Quantity Discount' with a sub-table:

5.0%	525
10.0%	1,050

At the bottom of the 'Edit' window, there are two unchecked checkboxes: 'No Customer Discount' and 'No Customer Surcharge'.

Wow, you remembered! And this is what makes MF better than all the other programs out there!

I ended up settling on the per piece pricing. I worded the minimum quantity in the product description and I'll just have to remind Cousin Mel about it. I do 90% of the estimating anyway and my Cousin Mel (Andy) is actually pretty damn smart. Also, I found it easier to input the price breaks. The 5% and 10% discounts under per 1,000 seemed a little difficult to match-up with price breaks at 525, 1050, and 2625. I put the set-up charge under packaging, where I have all my other pre-press and post-press charges for wide-format.

A user-defined section for merchandise would be the ticket! The level of flexibility it would add! MF may not be able to make sandwiches, but it'll be able to price 'em!

..... Keith

Thanks, Keith! That could be our mission statement.

..... Hal Heindel

I had a thought here. It would be nice to have a user-defined addition to the merchandise section.

Like an out sourced BC with a base price, then you can add typesetting for example. Now we set our pricing up with art and without art and it works. Just would make it a bit nicer.

Now for what I wanted to say: We have talked a lot about Cousin Mel. Why couldn't we have an admin mode that is passed worded? In admin mode you can tweak and fine tune if you need. It find that it works really well out of the box.

MF has really come a long ways. We have now dropped our other computer estimating program and gone all MF Gold. The girls are starting to really like it! Everyone was a bit scared at first but that has changed.

. **jerryjfm**

Happy to hear that, Jerry. In the Silver, Pixelblitz, and Gold Editions you do have an admin mode and the ability to assign user accounts with password protection. It's under Log-In > Set User Accounts. In the screen captures below, only the admin has access to My World and My Shop.

. **Hal Heindel**





Well Hal, to be honest I do not use the admin a lot. Just a few times so far. I use MF right out of the box and just change the numbers and products. It is a matter of learning to us MF. We had the same estimating program for 16 years and it was DOS. Yours has much more to offer.

. **jerryjfm**

Paper Orders

Paper Orders

Posted: 14 May 2010

I have been using the paper order on MF. Getting it down pretty well. It would be nice if when you enter an order there was a button for paper order. When an order is placed, you select paper order and the calendar comes up. Now when the order comes in, go to edit order hit the paper order in-button. The calendar comes up and you enter the date.

Next you print a stock sheet that can be put with each job. It has customer, amount needed, date due, size, and kind of stock. I guess it could be done in the Flight Engineer. Need a stock window that lists the jobs so you can select each job and update the stock for each job.

A print out to put with the stock would be sweet. I get the stock coming in and have no idea at times what job it is for until we need to put it on the press. Just a few things, Hal ...

..... jerryjfm

Sounds like you custom order most of your paper. As you mentioned, all of your suggestions relate to the Flight Engineer. That plug-in is very much a work in progress and will get more powerful and feature-rich in time. The paper order button is definitely worth looking into when we enhance the link to vendors.

At the moment, most of our efforts are focused on reworking the pricing engine to accommodate user-defined presses and the new MyWay pricing model. Never enough hours in the day.

..... Hal Heindel

Paper Shopping List

2/ 1/2010 - 5/17/2010

Description	Category	Ordered	Received
5,000 20 lb Copy Bond 8-1/2 x 11, White First Customer, Job 0310-00001 We Need: 1,100	(Writing)	3/24/2010	
20 lb Copy Bond 8-1/2 x 11, White First Customer, Job 0410-00001 We Need: 1,048	(Writing) Draw from Inventory		
Ordered by: Jim Henderson Phone: 555-3426 Fax: 555-3775	Received: 5/17/2010 By Phone	Ship via:	Notify when ready

1,000 Letterheads, 8-1/2 x 11

Front: Black ink
Back: ///
1-up on 8-1/2 x 11
Press Sheets: 1,000

Plates: CTP
Makeready: Medium
Run Speed: Medium

Paper 24 lb Strathmore Writing
Bright White Wove (must be ordered)
We need: 1,500 8-1/2 x 11
Order: 1,500 8-1/2 x 11

Multi	/
24 Minutes	/
Qty ordered:	_____
Size ordered:	_____
Date ordered:	_____

Packaging Letterbox

Ok over/under % %

OK to print:
Final Count:

Ok, I see the info on my job ticket. I have started to use the new paper order boxes on the Job Ticket and it is working great, Hal. Now it will be easy to know if the stock is ordered and how much.

. **jerryjfm**

Wide Format

Wide Format

Posted: 5 May 2010

With the Morning Flight pricing engine still apart to install user-defined presses, this would be a good time to start looking at how we can integrate Wide Format Inkjet, Flatbed, and Screen Printing.

Screen printing can likely be accommodated along the lines of merchandise, where we don't actually have to set up a press for it. Just a way to quote it.

How much has changed in the wide format arena since Automan's post in the old forum?

Wide Format is clearly the big gorilla that many of you have been asking for, but what about Flatbed Digital? Is anyone using it? And, if so, what kind, and do you have specific requirements? Any suggestions would be much appreciated.

. **Hal Heindel**

WOO-HOO! I've been waiting for wide format!

A couple things have changed since that post from Automan. I don't think it needs to be treated any differently then the current way MF handles it (product based). What I think would be the tricky part is inventory. If you decide to print a job portrait instead of landscape (for whatever reason) you will use up more paper. As for flatbeds - I think those are still in the arena of the big boys who are probably using a \$30,000 MIS system with a full time staff to support it. Might as well include it though, the prices will come down eventually. I imagine they would be square foot based but would be "cut sheet" instead of "web". Here are some updates and inputs based on Automan's post (I assume, naturally, that MF could easily switch between U.S. and metric):

A large format inkjet press needs:

1. Large maximum print size - up to 2500 x 6000 in mm (my printer can print up to 53 FEET in length).
2. At least 3 liquid ink cost options - Dye (and Pigment), UV & Solvent (and eco-solv) in ml per sq/m.
3. Run time as usual in minutes. I think this could get tricky as image quality will affect speed - blue prints print way faster than a high quality photo.
4. Startup waste - typically 0.5 sq metres (may want to add "drop-off" or "cut-off".
Sometimes you have to print a 3' banner on a 3.5' roll!
5. Makeready image RIP time.
6. Speed in sq metres per hour.

Full colour or monochrome costs the same (yes, black ink cost the same as cyan), so no need to separate (but a lot of the Canons and Epsoms have 6, 8 and even 12 colors!). Virtually all prints are single sided, no second side considerations (banners are sometimes two sided, but it's normal just to print two single sided). Media paper (paper rolls) can be entered by the user. Typical widths: 610, 914, 1067, 1270, 1367, 1525 mm or US 24, 36, 42, 54, 60" (64" is another common machine width. Some of them are as wide as 13 FEET!). Roll lengths vary from 10 through to 70m. Ink usage for each media: low, medium and high. (there are standard sizes like Arch D 24"x36", etc.)

When we price a print, we look at

1. Media type and cost.
2. The ink type.
3. The print density.
4. The sq metre size of the job.

Then there are Finishing Options: i.e lamination - Matt or gloss at the print size, eyelets (brass grommets or plastic tabs), stitching (a lot of shops are now using double sided adhesive a.k.a "welding" or a special reinforcement tape), board mounting etc. Media (paper) is not an issue, providing users can enter the width and length of rolls, and ink usage per sq/m - low/med/high. (There are other finishing options like easels and banner rails.)

(Wow, this is probably going to be my longest post ever!)

You'll probably also have to consider cutting. Some of these printers (like Roland) have the ability to "die-cut" what it prints, like a plotter. Most machines (Mimaki and Mutoh) have a separate plotter that reads registration marks. A lot of printers use them for short run labels. Oh, and some machines even use white ink so they can print on clear window film!

I'll think about it some more and if I come up with anything else ...

..... **Keith**

I'd love to punch a monster hole in that \$30,000 MIS price tag, Keith! Thank you for your input.

A have a friend whose son owns a local sign shop. His three main pieces of equipment are a wide-format inkjet, a plotter (1-C printing and cutting), and a laminator. One-man shop, total capital investment under \$100K. With the diminishing market for conventional printing, if I still ran the Unitac print shop, that's a market I would probably diversify into. The idea of doing vehicle wraps alone would have piqued my interest.

..... **Hal Heindel**

Multi Users, QuickBooks ...

Multi Users, QuickBooks, etc.

Posted: 13 December 2009

Hal, We currently (as you may already know) have MF installed on a server with multiple workstations accessing it. I know that MF was not designed to be used in this manner, and we are limited to everyone logged in as the admin. I have been looking at some W2P software and one that's in beta right now has a function that allows for job tracking with multiple users.

It seems like a natural progression for MF to have the ability to allow for this with job tracking already built in. I like the thought of having my guys in the pressroom be able to update the status of the job as it is moving along, but I don't want them tinkering with anything else (multi users are already built into MF).

Here is another option I though might be a "cool" add on. The ability to e-mail the customer as the job is moving threw the system via the Job Control window. For example, if the job gets stalled in pre-press for whatever reason you could simply click on the order in the Order Tracker, pull up Job Control and fire off an e-mail to the customer or when the job is complete do the

same.

I don't know about other users but I have two programs running on my desktop at all times, my email software and Morning Flight! My access to Morning Flight is now a vital part of the operation of my business! (I am actually at home running MF from my server online with a DNS connection, I'm like a junkie!)

. **Craig**

I thought I was the only one! I feared I was turning into some kind of obsessive-compulsive workaholic! Thunderbird (email) and Morning Flight are my two main tools to run my shop. I used to use Outlook and had it and MF open all the time. Then I decided to put my email on my network so I can check it anywhere in my shop. Outlook was not cooperative. So, I switched to Mozilla's Thunderbird and it was a breeze to install on the network. Problem is, you can't have it open on more than one computer and expect to be able to download new messages. I discovered something similar with MF last week - created two invoices with the same number because MF was being used on two computers. The solution? I only open Thunderbird and Morning Flight when I need them and close 'em when I'm done.

Craig, I'm working on doing the same thing with MF's tracker - update it when each part of the job is done. As soon as I get a new workstation in my pressroom, the old one is going in the postpress room so the tracker can be updated from there. That's why I switched to invoicing with MF! When the job is done and you're boxing it up, you can open MF, check that postpress is done AND print the invoice! Before, the job sheet would simply move to the accounting department and would have to wait for QuickBooks to generate an invoice. Takes a little longer to get paid.

I know this is getting long, but I have one more thing I would like to mention. Besides - My name is Keith and I'm a Morning Flight Junkie. I saw Craig had posted on this forum and Print Planet early this SUNDAY morning and now I don't feel so bad for doing the same!

Oh. That one more thing I forgot to mention ... I discovered a really cool feature in MF this past Friday. I had five job tickets fresh from the postpress room. I went to MF to print the invoices. I went to "Print" and then "Invoices" and something called "My Work Session." Curiously, I selected that and a window opened that had all the invoices listed by date. The five job tickets in my hand were there with a checkmark next to 'em! I thought, "Awesome!" I clicked print and all five original invoices printed. THEN it asked me if I wanted to print remittance copies! I said, "Hell yeah!" FINALLY, it asked if I wanted to print accountant's copies!

I was speechless with this new found efficiency and simplicity. Thank you, Hal. And now the job can be put into QB just like any other bill, check or transaction. Which is usually at the end of the day when there is not enough time to start the next job but not late enough to go home.

While I'm here, I might as well concur with Craig - multiple users at once would be cool. The email, notification would be as well but I remember Hal talking about it before. Do it once, they'll expect it all the time; miss an update and they'll be on the phone, "Why's my job still in prepress?!"

Sooo, how about an on/off switch? Just like selecting if the customer is taxable or gets a discount.

I'm done.

. **Keith**

What is your system for getting the MF Invoice number to match that of QB? I haven't invoiced with MF yet due to the synchronization between the two. I'm afraid I'll open another can of worms that should be left closed. I would think the two numbers should match, that way if the customer pays by invoice 12345 you can easily reconcile that in QuickBooks.

. **Craig**

Matching the invoice numbers was the biggest issue we faced after thinking of all the problems we may encounter. We tried changing the invoice numbers in MF but I don't think that is possible. I'm sure we probably could have changed the numbers in QB but I didn't want to mess with that. Then I realized how we usually look up customer payments when we receive the check - by the amount, not the invoice number. At any given point in time, the most invoices a single customer will have open is four or five. I'm sure I'm a much smaller operation than you so I don't know how it would work with a bigger operation than sends out more than a few invoices a day.

But that's no way to do bookkeeping. Since QB invoices are easy to customize, I created a row that says "MF" and we put the Morning Flight invoice number on the Quickbooks invoice when we enter all the data and transaction details. We print out hard copies of all the invoices (naturally, for any printer) and file them in an easy access folder labeled "Customer Receivables." Let me break it down in steps:

1. Open customer payment envelope with joy! Wow! A \$255 check! I can eat this week! We'll call it ABC, Inc.

2. We flip through the receivables folder till we see ABC, Inc invoices.
3. Instead of looking at QB invoice number, we'll look for the MF number. That also happens to be on the check.
4. Then we go to QB and reference the QB invoice number because you can't see the MF number in the Receive Payments window.
5. Go to the liquor store and buy more Scotch. To hell with eating.

We just started doing this, Craig, so I have no idea if it's going to work. I can think about it till I die but will never know for sure till I try. (Oh, that's a good quote!) If you want, ask me again in a couple of weeks before you try it and I'll let you know how it's going! No need for both of us to mess up our books! LOL!

OR, If you do go ahead and try it, I would love to hear your experience as well as any improvements you can think of!

. **Keith**

Keith/Craig, You've both given me some good ideas for future development, which I'll comment on later. For now, let me just deal with the QB issue.

First, you're right, Keith. You can't change invoice numbers in the Gold beta, but the release version will have a choice of starting numbers under "Invoice Preferences." QuickBooks, on the other hand, is very flexible that way. The program will auto-increment the invoice number when left to its own devices, but there's nothing sacred about it. You can type in any number you want. Including the invoice number generated by Morning Flight. See the screen capture below.

For small shops, the first QB invoice sample may be overkill. Back a few years when Unitac still offered printing, we mailed the MF invoice with the product details to the customer, then transferred a single amount, the subtotal, into QB.

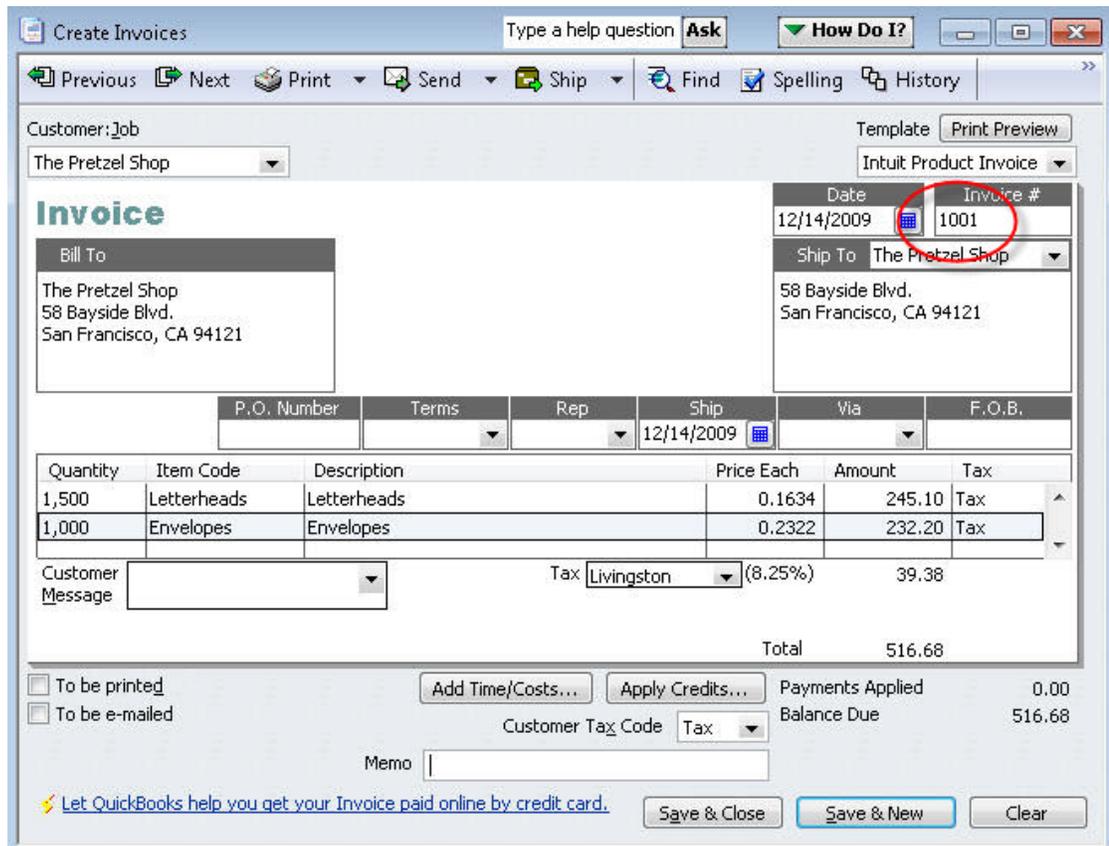
. **Hal Heindel**

The Pretzel Shop
 58 Bayside Blvd.
 San Francisco, CA 94121

Invoice
 1001
 October 10, 2009

Your Order: BA-54668 Shipped: 10/10/2009 Terms: Net 30 Days

Quantity	Description	Job Number	Amount
1,500	Letterheads, 8-1/2 x 11 Black + 1 Color on front. Ink Colors: PMS 109. Paper: 24 lb Classic Laid, Natural White.	1009-00001	245.10
1,000	Envelopes, Size 10, 4-1/8 x 9-1/2 Black + 1 Color on front. Ink Colors: PMS 109. Paper: 24 lb Classic Laid, Natural White.	1009-00002	262.20
	Credit for duplicate ink colors		30.00-
			Subtotal \$477.30
			Shipping 0.00
			Tax 39.38
			Total \$516.68



Customer: Job
The Pretzel Shop

Template: Intuit Product Invoice

Date: 12/14/2009 Invoice #: 1001

Ship To: The Pretzel Shop
58 Bayside Blvd.
San Francisco, CA 94121

Bill To:
The Pretzel Shop
58 Bayside Blvd.
San Francisco, CA 94121

Quantity	Item Code	Description	Price Each	Amount	Tax
1	Printing	Miscellaneous Printing	477.30	477.30	
			0.00	0.00	
Customer Message			Tax: Livingston (8.25%)	39.38	
				Total	516.68

To be printed
 To be e-mailed

Add Time/Costs... Apply Credits... Payments Applied: 0.00
 Customer Tax Code: Tax Balance Due: 516.68

Memo: _____

[Let QuickBooks help you get your Invoice paid online by credit card.](#)
 Save & Close Save & New Clear

I knew QB was flexible with invoice numbers, but I didn't know I could just type in any number. That would be a perfect solution, but MF is on #1076 and QB is on 1800-something.

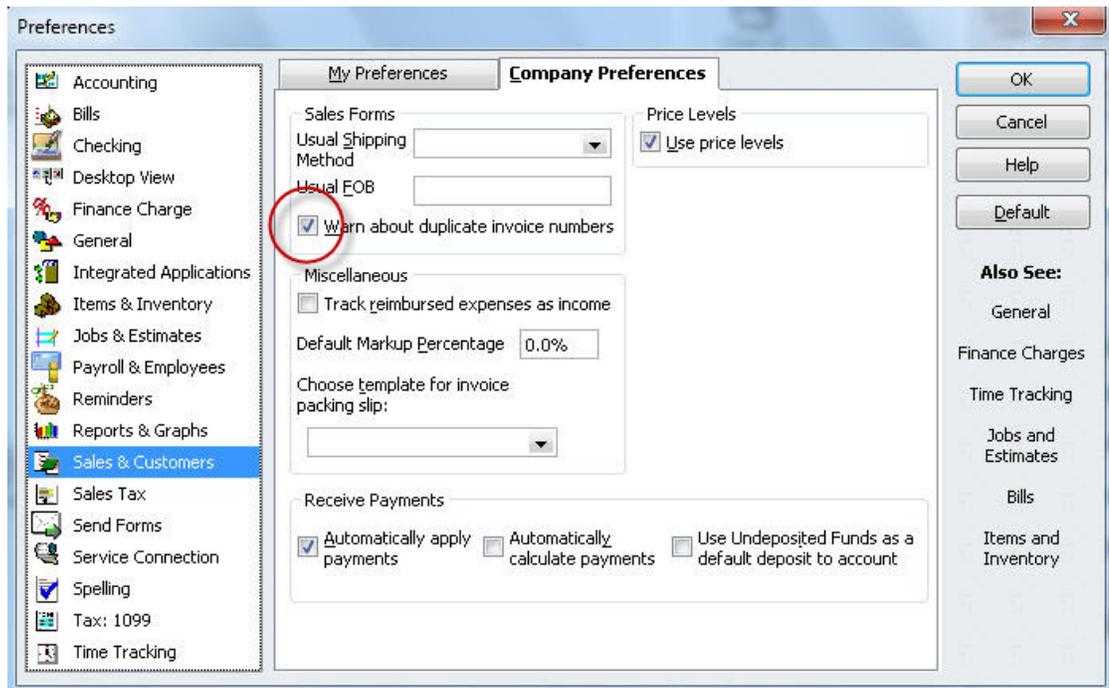
..... Keith

It would be better the other way around, Keith, but unless your accountant has misgivings, I don't see a problem setting QB back to 1077 for your next invoice.

Here is what will happen. When you enter 1077 into QB, the program will warn you about the duplicate invoice number until your numbering exceeds 1800 (-something). That would be a real pain if you couldn't suppress the warnings. Turns out, you can: Edit > Preferences > Sales and Customers > Company Preferences tab.

Still, it's a good idea to check with your accountant. The way I've described it is how we use QB internally, and I've never gotten flak about it. Now for the fine print: I know far too little about accounting in general, and QB in particular, to be handing out expert advice. On this leg, you're flying solo.

..... Hal Heindel



I think I'll start out trying Keith's idea first, sounds a lot less likely to make my wife kill me!

..... **Craig**

I take it your wife is keeping the books. Word of advice, Craig: When you follow Keith's formula, play it safe and don't go past step four.

..... **Hal Heindel**

LOL! That's too funny! One of the locations I considered when I was opening my shop was awfully close to a liquor store. I decided against it when I saw where all my profits would go!

I love the idea about entering in MF's invoice number and I'm sure it's not a problem. My concern is when people pay in advance (yes, it's as good as it sounds!) I just jump right to QB for an invoice because I think if I used MF it would lock out all the job tracking features.

..... **Keith**

Craig, I've been going through posts from earlier this month and discovered that we got so entangled with the QuickBooks sync issue, your job tracking suggestion about the ability to e-

mail the customer as the job is moving through the system via the Job Control window got short-changed.

Generating a ready-to-send e-mail when the job is ready to be shipped or, better still, ready to be picked up, is a great idea. After all, that's what Amazon and other on-line merchants do.

Definitely going on my to do list.

E-mailing a customer when the job is stalled is also good business practice, especially when the hold-up is caused by the customer. After that, things get murky. For instance, at Unitac, we had a production meeting every morning before the presses started rolling. Often, we ended up rescheduling jobs that didn't have a firm delivery promise in order to minimize press setups and washups. It saved both time and money for us, but in the long run, the customer also benefited - more competitive pricing, shorter turn-around times.

To optimize that, we rarely promised jobs that didn't require it. But we also didn't tell a customer that his job just got bounced into next week because it messed up our workflow. I think you can see where I'm going with this: There is a fine but well-defined line between keeping the customer in the loop, and too much information.

Now, is it up to MF to define that line? Probably not, so if a feature is technically possible and doesn't make the program more diffuse, why not include it? For the same reason we have "Goofy" for data validation, and automatic text formatting to keep the customer list from looking like alphabet soup, and a host of other functions mandated by Morning Flight's bent for automation.

. **Hal Heindel**

Wow. That would be awesome for MF to send an email to the customer with just a couple of clicks when you update the tracker. I'm terrible at calling or email when the job is finished!

. **Keith**

Hal, you and I are on the same page with regards to keeping the customer in the loop. We operate much the same as you did, I will shuffle jobs around based on what inks are on the press or even if the folder has the 8-page on or not. My thoughts are simply the option to shoot out an email when a job has stopped for something major like the customers art sucks and I refuse to print it because it sucks so bad, or a nice happy email to let them know the order is complete and I want the rest of my money!

Keith, I think you may be able to do something like that already or at least I do it this way (doesn't mean it's right). Under presses I have my digital press set up with a minimum charge to cover the "file prep" time, and under my offset presses I have included that into the plate price by "fudging" the numbers on the CTP pricing. I'm sure there is a better way, but this will at least compensate for some of the lost time working with customers' "print ready" art.

. **Craig**

I have to disagree with the "zero makeready" claim made by some digital press manufacturers. Maybe I have an inefficient workflow but it can take 5-10 minutes sometimes to make sure the image is landing where it should on the sheet. I always make sure the toner is sticking by doing a tape test. And of course, color matching - or at least making sure your reds are red and not orange. And when you don't have a production machine like Craig, duplexing can be an art (correct me if I'm wrong).

Now, about preflighting, I think offset has more of it than digital. They have to worry about things like color separation and trapping. Those are not problems in digital machines. And if someone gives you a file that truly is "press-ready," I guess it would be as simple as lowering the slider.

I'll try that today - go through all my products and adjust the "makeready." Those pain-in-the-butt brochures are getting the maximum and things like envelopes get the minimum. I like that. And Craig, thanks for the suggestion.

. **Keith**

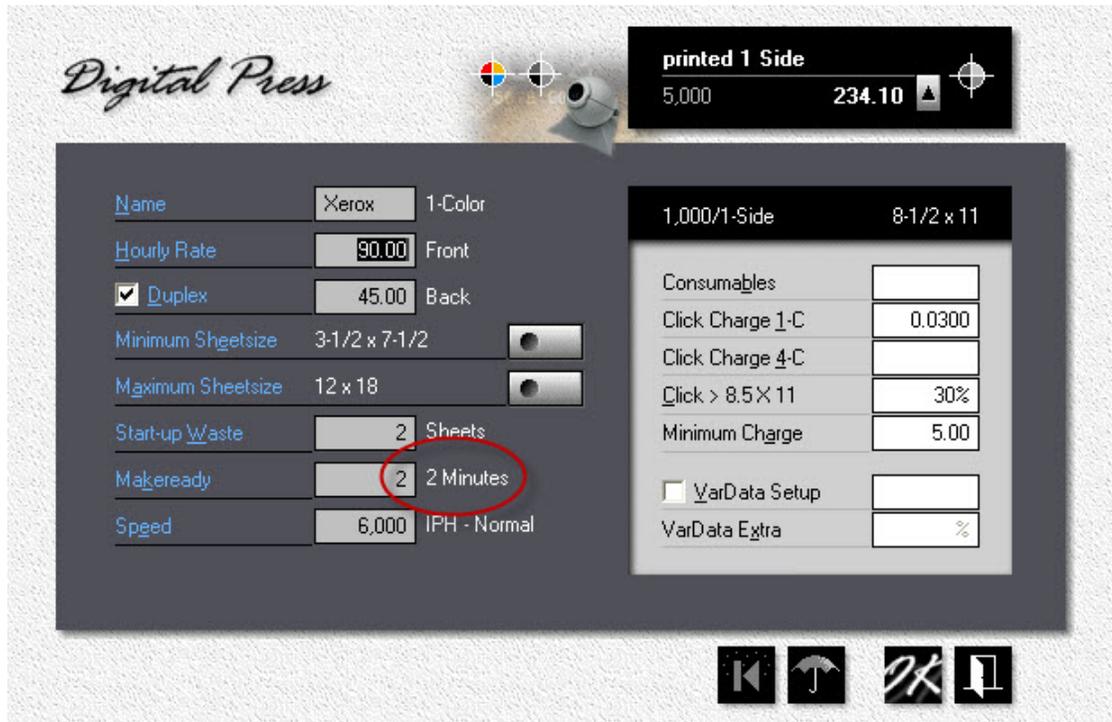
Here is some insight into digital makeready that's a step above what's covered in the manuals.

In Morning Flight, the total makeready time is decided by both the product and the press, and is in effect a two-stage process. In the press update window, the minutes set for makeready also sets the baseline for the product properties. In the screen captures below, I've reduced 1-C press makeready to two minutes (the default is three). As a result, the VLow setting for the product now becomes two minutes as well, with the VHigh setting showing eight minutes, all for 1-C digital. Sheet size doesn't matter.

At the 3-minute default, the VHigh setting is twelve minutes. The point to remember is that these are total minutes, including the three minutes from the press makeready. So in effect, at the VLow setting, the three minutes are considered pure press makeready with no product makeready minutes added. At the VHigh setting, you get three minutes of press makeready and nine minutes of product makeready.

To sum up, press makeready is where the two-stage process begins: It first sets the time for setting up the press, then acts as a range factor for setting up the product. It stands to reason that if setting up a particular press is time-consuming, setting up a product to run on that press is likely to be time-consuming as well.

..... Hal Heindel



Idle Chat

Quote Sheet vs Estimate

Quote Sheet vs Estimate

Posted: 4 August 2011

I am trying to understand the difference between Quote Price and Write Estimate in MF. We have been using an application, up until last week, for the last 10+ years that has only Estimates and Job Tickets. The two are easy to understand. One is in a sense a sales order and the later is a work order.

So what is the difference between Quote Price and Write Estimate? Can we jump right in and Write an Estimate without Quoting a Price?

. **Rob Smith**

I think I can help on this one. An estimate is a form letter with a bit more info. The estimate is more formal and is nicer to give the customer. You can e-Mail an estimate. It is really a cool way to send it to the customer. You have to do a quote first and then turn it into an estimate. You can do more than one quote for the same customer and then combine them on the estimate. You can customize the wording on an estimate. Hope this was some help to you.

. **jerryjfm**

Thanks jerryjfm, that does help.

. **Rob Smith**

Welcome. You will really like it when you start to use it. Makes you look so professional. Well, makes me look like I know what I am doing anyway.

. **jerryjfm**

Thanks for helping out, Jerry, and for giving Morning Flight a big thumbs up! It appears the only thing left for me to explain is, why do we need quote sheets? Let's start with some definitions:

Price Sheet. The basic building block for creating estimates. Prices in Price Sheets are non-adjustable and always show pricing generated by the program. Not allowing price adjustments is essential when more than one person does the estimating. That way you always have a baseline. Price Sheets are for internal use only. They may contain notes not meant to be seen by customers.

Quote Sheet. Similar to Price Sheet but without internal notes. Quote Sheets will, however, reflect discounts or surcharges specific to a particular customer. Used primarily in editions lacking the Estimator. Of little use elsewhere.

Estimate. The primary estimating tool in the Silver, Gold, and Pixelblitz editions. Generates a written estimate that can be mailed, faxed, or emailed to the customer. Estimates offer the following additional advantages over Quote Sheets:

1. Several quotes can be combined into one estimate.
2. The price of each individual quote is adjustable on an item by item basis.
3. The Estimator automatically consolidates paper discounts and ink charges (if more than one offset job is run with the same ink color, the ink is charged only once).
4. When a quote is updated and that quote is used in an existing Estimate, the update automatically filters down to the Estimate.
5. Estimates are written in the buyer's language. In other words, when a printer in Toronto needs to quote a customer in Quebec, the estimate is translated into French.

Price Sheets do offer one advantage over Estimates: They allow you to work up a price on the fly without first having to fill in customer data. Only if you want to save the quote do you need to tell Morning Flight who the customer is.

One final point, Rob: In Morning Flight, estimates are not sales orders, they merely give the customer an estimate of the cost and time required to complete the job. The closest we come to a sales order is an Order Acknowledgment that lets you consolidate job tickets into a single order, the same way the Estimator lets you consolidate individual quotes into a single estimate.

. **Hal Heindel**

Thanks Hal! I've already posted more questions through out the forum. And I'll keep them coming as I read and tread through this process of setting up MF.

. **Rob Smith**

Confirming Orders

Confirming Orders

Posted: 23 September 2010

Just wanted to bring up something here. MF gold is so awesome. I had a big meeting last week. Wanted to let you in on some cool selling points. The orders come in e-mail and we respond right away. Next it goes to MF and we send an acknowledgment from MF. They were really impressed! The big company doing it last year never did it. They never knew if the printer even got the e-Mail. Guess who almost has it locked up!

There is a lesson here. Use the acknowledgment. I find my customers love it. Very few competitors offer it. Just wanted to share with some of you guys.

. **jerryjfm**

Thank you for that, Jerry. Unfortunately you're right, few printers seem to bother sending out acknowledgments. Yet most customers have come to expect it, I think mainly because they've gotten used to it with orders placed on-line. Not acknowledging orders just isn't professional anymore. We can learn a lot from Amazon.

. **Hal Heindel**

I use the acknowledgment religiously! If you don't get an acknowledgment from me, then I didn't get the email. It's great because it also eliminates any surprises in the price and some of my customers will pay me from that. I have a policy here that no job starts until the customer has and accepted the price and the job isn't over until they get an invoice and I get paid.

. **Keith**

The getting paid part should probably have been the seventh step in our latest video, Keith.

. **Hal Heindel**

I'm learning that the hard way. I give the customer an invoice and then I forget about it ... and so do they. Then all of the sudden I'm wondering why I have no money. "Oh look! There it is! It's in

the 61-90 days column!" Soooo, that's when I started to do statements and making sure the invoice gets to the right person.

. **Keith**

Scheduling

Scheduling

Posted: 7 July 2010

I thought I would post this topic under idle chat, as I am more interested in knowing what other MF users are doing for scheduling. Didn't want to put this under wish lists because I don't want to interrupt the wide format module development. I did a search on PrintPlanet and it seems most shops either have a billion dollar system or use a manual board. There were several posts by Hal, so I know how he feels about it, plus I believe we discussed it before on this forum.

So, I didn't want to post this on PrintPlanet because I figured I would get those two extremes. I want to know specifically what MF users are doing to integrate their workflow and scheduling. It seems my days are spent walking job jackets around and erasing/rewriting on my dry erase board. I end up with no time for production. As some of you may know, I am a one man shop that is all digital. Naturally, orders are out the door as fast as they come in.

Sorry for the long post. I am getting frustrated with the lack of timeliness and inefficiency here at my shop and I don't know what to do. Even if one person responds with a " Stop being a cry-baby!" that will probably help.

. **Keith**

"Stop being a cry-baby!"

Keith, I am in much the same boat as you are, small shop (although more than just a one man show), resources are limited, and frustrated by the lack of automation. I could almost use a full time person to enter orders and invoice, sometimes it takes as long to enter the information into MF as it does to run the job. Tracking the orders in MF just doesn't make sense for me, at least at this time. I am interested in some feedback as well.

. **Craig**

That's exactly how it is at my shop! I was starting to think I was the only one. I think I spend at least four hours a day taking orders, doing estimates, etc. And then all of a sudden it's 4 pm and you're like, "Holy crap! I still have to print three jobs and finish them by tomorrow! And I haven't eaten lunch!" Yeah, I'm very much stuck working IN the business and have no time left to work ON the business. Yesterday, it finally dawned on me EXACTLY how I could use some automation in my current workflow ... and then I saw the price tag. My resources are limited too. I share your frustration.

As for tracking, sometimes it feels like it slows me down because after I do a bunch of work, I'll finally remember to sit down and update it. On the other hand, I'm glad I do it though because when I go in to work the next day, I remember what jobs need to be done and where they're at. This is going to sound blasphemous, but I thought of going paperless (AAARRRGGGHHH! It hurts just to say it!) because I feel that getting up to get the job jacket and then grabbing the tickets out of the printer so I can then walk over to the schedule and hang the jacket takes sooooo much time. Like you, Craig, sometimes I get the job done faster than I can put it into MF. Anybody else have any thoughts, opinions, advice, rant, or a \$200 automation program ...

. **Keith**

Ah yes, I remember those one man shop days! Glad to be past that. I had slanted file boxes on the wall. I would put them at each station. First the in box, art and type box. Dark room, press, and bindery. There was a box for out sourced work also. We us the system now with a few added such as a proof box. All job info is in a clear job jacket that moves though the shop.

There is a pull plates and burn plates box as well. There are boxes for each press. Envelopes go to that press job box. If it is a copy job it goes to the copy box when ready to run. I run a job log from MF to remind me what is in house. I have people who really do all the work. I just make sure the pricing is right and pay them.

. **jerryjfm**

For those who are entering orders into MF, I have a question. Do you have a dedicated person(s) entering orders as they come in? How are you handling it? We may get 10 to 30 orders/re-orders a day, it seems awful time consuming, but we may be doing something wrong, too.

. **Craig**

We are going to put a computer at the front counter where the girls can enter the jobs as they come in. Right now it is put on a paper order sheet at first. We have some customers who may order 10 jobs at once. One girl will take all the orders from the phone or fax. She will then go to a computer and go to reorder and start to put them in MF as orders. It is really fast if it is reorder.

We run MF on one computer but we access it from two others. We have had no problems doing it this way. So it can be entered from any of the three. I oversee the control of MF and make sure it has all the right info. It takes three of use to do the job. More of a team thing. As they get trained they do more and more of the work. As you know there are some things you have to set up yourself. So it is nice to have help.

The good thing is once it is used, if someone makes a mistake it is easy to fix. If the wrong paper is used it is easy to change. That is why I really like the reorders. They have all the info already. I look at ALL jobs to make sure they are right though. So the bottom line is help is good and MF makes it fast and easy for all to use. Hal did make it like this for a good reason. A fine job too!

By the way Craig, 12 reorders can be done in about 15 min. Remember to put a name in the product line or key word line to tell you what it is when you scroll through job. We do medical forms and I enter the name. Such as DPT Vaccine Spanish. That tells me what form and that it is the Spanish version. Then when you scroll it is easy to find.

Oops, sorry this got so long. Well hope it was some help. Good luck!

..... **jerryjfm**

Thanks, Jerry! We desperately need to get a system together now, it's enough to drive me crazy!

..... **Craig**

Welcome. Let me know if we can be of help.

..... **jerryjfm**

Well, I don't know if this will help, but I had MF installed on my network and my Mac is right next to the PC. So, I would stop doing my work every five minutes so I could reach across my desk and check the email and do an estimate with MF. I think that made it feel like an all day job.

Well, that PC just got wiped clean and reformatted. MF got moved to the laptop in the press

room. Now, my arm is too short to reach for the laptop that is over 40 feet away. Every hour and a half, I get up and go to MF and check my email and enter orders into MF and do estimates. Don't know if that is more efficient as it's only been two days but it feels like it's working so far.

Again, it's me and a part-timer who is getting trained to use MF so I can focus on other things at the shop. Jerry is right, reorders are easy. So are jobs that you have a product for in MF. It's when they ask for a product that is not already in your system or a paper you don't stock. No matter what estimating program you're using, that is going to take some time. ("What in the world is Meadow Green Felt?! And they want MATCHING ENVELOPES? Who the hell is going to carry that! AAARRRGGGGHHH!")

. **Keith**

You had to bring up the estimate and the product or paper is not in it yet. Yeah, I hate that too, Keith! Sure can be a pain. You think you got it and in comes a curve. I say it is all Hal's fault. Now just think if we didn't have MF!

. **jerryjfm**

Thinking about Offset

Thinking about Offset

Posted: 7 July 2010

I thought I'd take advantage of the Idle Chat Board and express some of my thoughts. Plus, I keep checking the forum for new posts and there aren't any, so I figured I'd make my own new post. And I can check it tomorrow. I know, I'm such a dork.

I miss offset printing. For five years I ran a Ryobi 3200 and before that I ran a one-color Plextor (for printing keycards for hotels). Currently, I am all digital and as far as I'm concerned - IT'S STILL PRINTING! But, I admit, it's not the same.

Yesterday, I took my daughter and niece to Chik-fil-A and while they were playing in the play area, I was looking through a Mohawk paper book. I was drooling over the samples in there with the effects that you just can't do digitally. Again, I am such a dork. LOL! Sooooo, I've been

browsing eBay and spied a few Heidelberg Quickmaster QM-2s for less than \$10,000. My wheels have been turning! Hell, I wouldn't mind getting one as a toy! Now, not only am I a dork, a crazy one at that. But at least it's a toy that can offset (pun intended) its cost, unlike my motorcycle or my drums (I'm not that good).

In all seriousness, I have been getting quite a bit of work that can be printed on a press. I know what you're thinking, "But Keith, you'll need a plate system and an operator!" Yes, and neither one comes cheap! And you'll remind me of all the idle presses out there. Well, they may be idle, not because of any lack of demand, but perhaps a lack of selling, value, or customer service!

I hear a lot of people talk about the death of lithography. I don't buy it. I think it's a matter of owners and press operators dying. And by dying, I mean they don't keep up with the changing business models and technology. Customers don't care what thingamajig their stationary is printed on. They want smaller quantities faster. And new presses are designed to do that with automatic features and CTP etc.

Wait a minute. I think I got off my topic. Where was I? Oh! Heidelberg presses on eBay. I never operated one but I would like to learn. Has anyone had experience with one? Am I crazy for even considering this? Well, I'm tired of typing. And would like to hear other people's thoughts.

. **Keith**

Not crazy, Keith, just a glutton for punishment. A Heidelberg as a toy? You wouldn't be the first printer to lust after one. Let's admit it, we're all hardware junkies. But as you said yourself, with offset, the press is just the beginning. At a minimum, even if you run it yourself, you'll need CTP to produce plates. Want to really wrap yourself up in nostalgia? I happen to have a Brown 2000 process camera in excellent condition that I can let you have for, oh, I don't know, maybe a beer or two. I'll even throw in a very nice darkroom sink.

Now, if you're serious about going ahead with this without benefit of counseling, forget the Heidelberg. You'll get tired of fighting with that common blanket. Go for a Ryobi 3302 with Crestline dampeners that can probably be bought for about the same price. Keep in mind that anything for \$10,000 or less is sure to have a lot of miles. You might want to retreat into a hidden corner of your shop with a handful of \$100 bills, start a small fire, then throw those bills into that fire, one by one, to get a feel for the thrill of owning a clapped-out inkenspritzer.

Why do I recommend the Ryobi when I grew up not 50 miles from where they build Heidelbergs? It's the best press I ever ran, and I've run a few. Sold my 3302 in 2006 when I closed the print shop, and I really hated to see that last vestige of my life as a printer get carted away on a truck.

She had been a faithful companion through many late-night hours. By then I had some practice - I had watched old "Jezebel," my Shelby Cobra, leave through the same door six months earlier.



You're right about the future of lithography, though. There's a sweet spot for midsize two-color offset presses that won't disappear any time soon: Two-color jobs in the 2,000 to 50,000 range. Digital is either one-color or full-color, and toner (or click charges) are not likely to ever go as low, or run as far, as a five pound can of ink.

One final thought. Being the junkies that we are, our first impulse when we want to grow our business is to step up to a bigger press. Which promptly takes us out of our niche and equipment synergy and comfort zone. By contrast, when a cab company feels the need to expand, they get more cabs, not a Mack truck.

Yeah, well, what do I know!

. **Hal Heindel**

Mack truck! I like that analogy. That's the reason why I got a docucolor 252 and not their 700 - that would have been too much machine, and that bigger lease payment would have eaten me alive.

I forgot about your 3302 that you used to run. I should have mentioned, parked right next to my 3200 was a 3302 with Crestline. In fact, I ran it a couple of times. And if I were to get a new press (not likely, I have a better chance of getting a sailboat), I would go with Ryobi. Mainly because of my familiarity and Xpedx selling them. Like you pointed out about expanding, it would distract me from my niche.

I did consider a duplicator. But to get a top of the line model (which still doesn't print as good as a toner machine, let alone a press) it can set you back almost \$20,000. And then there is the cost of the drums. And you need one for each different color you have!

Sooooo, I've been thinking of adding a foil fuser. It's a machine that sticks foil on top of toner. Now that would be a nice value-added service to go with my current product line. I do a good bit of invitations and business cards.

Thanks for taking the time to "chat," Hal. Like you said, we're all hardware junkies. I just need to stick with "toys" that will fit with my current business. Although, I do have an old hand operated press in my basement. It can only do 6x9, but hell, it's ink on paper that I can play with!

. **Keith**

113 Countries and counting

113 Countries and counting

Posted: 4 March 2010

Last I checked, there were 195 countries on our planet. Today, you can find Morning Flight hard at work in 113 of them. As you would expect, most of the international downloads have come from English-speaking nations, with the UK (333), Canada (315), Australia (202), and South Africa (108) topping the list.

Surprisingly, the Philippines, with 46 users, beat out New Zealand, with 37. Regardless of the numbers, and no matter the distance, we appreciate each download and happily support every one.

Mabuhi

Morning Flight at work here

March 2010

Afghanistan	Denmark	Ireland	Netherlands Antilles	Spain
Albania	Dominican Republic	Israel	New Caledonia	Sri Lanka
Algeria	Ecuador	Italy	New Zealand	St. Kitts
Antigua	Egypt	Ivory Coast	Nigeria	Taiwan
Argentina	El Salvador	Jamaica	Norway	Tanzania
Australia	Estonia	Japan	Oman	Thailand
Austria	Ethiopia	Jordan	Pakistan	Tobago
Bahamas	Finland	Kenya	Papua New Guinea	Trinidad
Bahrain	France	Kuwait	Peru	Tunisia
Bangladesh	Germany	Latvia	Philippines	Turkey
Barbados	Ghana	Lebanon	Poland	U.S. Virgin Islands
Belgium	Gibraltar	Libya	Portugal	Uganda
Bolivia	Grand Caymans	Macedonia	Puerto Rico	United Arab Emirates
Brazil	Greece	Malawi	Qatar	United Kingdom
Bulgaria	Grenada	Malaysia	Romania	Ukraine
Canada	Guadeloupe	Maldives	Russia	USA
Cayman Islands	Guatemala	Malta	Saint Lucia	Venezuela
Chile	Holland	Mauritius	Saudi Arabia	Vietnam
China	Hong Kong	Mexico	Scotland	Yugoslavia
Costa Rica	Hungary	Morocco	Serbia	Zambia
Croatia	Iceland	Mozambique	Singapore	Zimbabwe
Cyprus	India	Namibia	Slovenia	
Czech Republic	Indonesia	Nepal	South Africa	

The Forum gets some Press

The Forum gets some Press

Posted: 22 December 2009

While it's not unusual for Morning Flight to make the news, it's uncommon for the Morning Flight Forum to do so. Here is an excerpt from a recent article published in Redmond Magazine. Read the full version, including the offending parts edited out by the magazine. Suspect the editor didn't want to ruffle Microsoft's feathers.

Flocking to Windows 7

01/01/2010

Microsoft offered a "Fix It" patch for the 62 percent installation problem in November; more information about it is available on the Microsoft Fix It Blog at blogs.technet.com. Microsoft has been and is still working on fixes to known issues in migrating from Vista, and will very likely have issued more patches by press time.

Migrating at Work

Not all readers shared strictly personal experiences. Charles Wilde, CTO of Aton International Inc. in Mountain View, Calif., says his whole company has already moved to Windows 7. "We're a small shop," says Wilde, whose shop has fewer than 10 desktops. Nevertheless, Wilde is on the leading edge in terms of having a workplace migration experience.

Microsoft provides an automatic upgrade from Vista to Windows 7, but XP users -- who still represent the vast majority of Windows users -- will have to do a clean install of Windows 7 on their XP machines. That means paying attention to data retention.

"We had one machine that did have Vista running on it, and we did the Vista-to-Windows 7 migration," Wilde says. "That worked and saved us some time. For the rest of the machines, we had to back up the data files, wipe the machine and reload it."

Hal Heindel, president of Unitac International Inc. in Webster, N.Y., is familiar with the process. He gives his company's user base a tongue-in-cheek -- but useful -- step-by-step process for moving from XP to Windows 7. First, he says, run the Microsoft Upgrade Advisor tool to see whether the XP machine can handle Windows 7. If it can, here's what Heindel recommends: "Save all your files and settings to an external drive using Windows Easy Transfer, a free Microsoft migration tool," he says. "If you don't have an external drive big enough, you won't be able to use Easy Transfer. Deactivate all programs that require activation, such as Microsoft Office and Adobe suites. Gather up all the installation disks for your programs and any associated license keys. Manually reinstall and activate all your programs after you install Windows 7. Make a big pot of coffee and pray!"

For Wilde, the coffee likely served as a pick-me-up on a few late nights during the XP-to-Windows 7 transition. Which part of the process kept Wilde awake at all hours? Hunting for drivers. And it's not just device drivers that cause a headache, he says. Chipset drivers can also cause problems.

Budgeted Hourly Rates

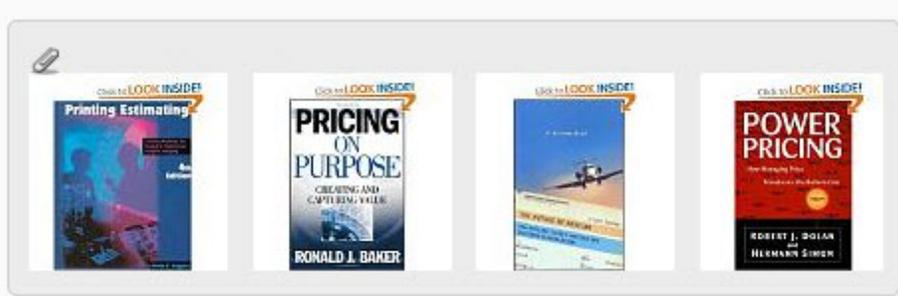
Budgeted Hourly Rates

Posted: 20 January 2009

Morning Flight comes up for discussion on the wildly popular PrintPlanet Forum now and then, and one of the current threads deals with Budgeted Hourly Rates. Give it a read.

..... Hal Heindel

Recommended Reading:



Printing Estimating - *Philip K. Ruggles*

Pricing on Purpose - *Ronald J. Baker*

The Future of Pricing - *E. Andrew Boyd*

Power Pricing - *Robert J. Dolan / Hermann Simon*

How do I do this?

Calculate Hourly Press Rate

Calculating Hourly Press Rates

Posted: 18 July 2013

Call me stupid, but what is the best way to figure the Budgeted Hourly Rate for a press? Are most printers figuring expenses for the press and dividing it by 2080 (number of single shift hours in a year)? Do you actually break down the expenses on each piece of equipment if you have multiple presses? It's a little late in the game to ask this, but I didn't see it on the forum when I searched.

. **Craig**

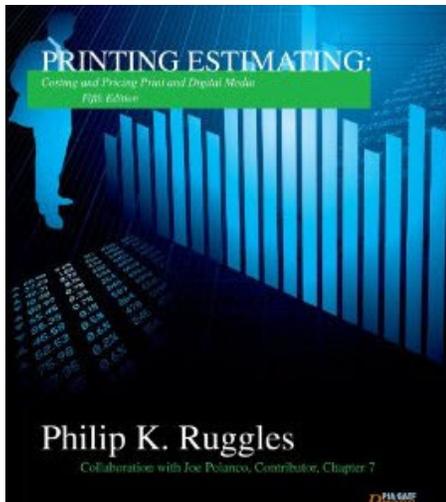
Craig, A few years ago I discussed BHR's on PrintPlanet. There's also a chapter on it in our online help system. My personal opinion is that Budgeted Hourly Rates should have been RIP'ed years ago. But to answer your question, yes, you do have to break down the expenses for each piece of equipment, from platemakers in prepress to cutters and folders in postpress. A little paper drill? You could probably wing that.

The biggest fly in the ointment of BHR's is the "Utilization of Equipment" that's at the heart of it (see the 80%, 70% and 60% utilization rates at the bottom of the illustration). Not accounting for utilization makes budgeted rates useless. And that's my main objection to this ancient pricing method. Raising hourly rates when presses sit idle, and lowering them when they're running at full capacity, what's the survival rate for that? I can see why it's loved by accountants, but it's a horrible marketing strategy.

The illustration is a page from Philip K Ruggles' book "Estimating Printing," fourth edition, published in 1989. You would need a newer edition for up-to-date pricing. The page will, however, show you the itemized cost structure, when to charge for what. Not much has changed there.

Good book to have on your shelf, by the way. The latest edition (5) will set you back \$125.00, but a used edition four can be had from Amazon for 80 cents. No, really!

. Hal Heindel



Printing Estimating, 5th Edition: Costing and Pricing Print and Digital Media [Spiral-Bound]

[Philip K Ruggles](#) (Author)

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Production Standards and Budgeted Hour Cost Rates in the Printing Industry

BUDGETED HOUR COST RATE

SPECIFICATIONS:		Title of center	Heidelberg SORM 1/C Press (20½x29 max. pss)
Cost of equipment (incl.install) . . .	\$ 95,800.00	Wage scale	\$ 15.50 per hr.
No. employees in center	1		per hr.
Sq. ft. working area(incl aisles) . .	275	Paid vacation	15 days
Total motor horsepower	5.6	Holidays,etc	10 days
Arc lamp wattage	0	Weekly hours	40
=====			
FIXED COSTS			ONE SHIFT
1. Fixed overhead (rent/heat/general utilities, based on \$3.25/sq. ft)			\$ 893.75
2. Insurance on equipment (\$5.00 per each \$1,000 valuation)			479.00
3. Property taxes applicable to center (\$1.25 per \$100 valuation).			1,197.50
4. Depreciation (10% straight line)			9,580.00
Total fixed costs (lines 1-4)			12,150.25
VARIABLE COSTS			
5. Wages - direct labor at straight time hours			32,240.00
6. Wages - indirect labor (24.5% direct labor payroll)			7,898.80
Total: direct and indirect labor (lines 5-6)			40,138.80
7. Light/power (10¢/KWH): Light \$171.60 Power \$868.94 Arcs 0			1,040.54
Total: fixed costs+labor cost+light/power/arc (lines 1-7)			53,329.59
8. Departmental direct supplies & expenses (10.3% lines 1-7)			5,492.95
9. Payroll taxes: SocSec, Unemploy & Workman Comp.(10.5% total payroll)			4,214.57
10. Employee benefits: Group insurance & pension (9.2% total payroll).			3,692.77
11. Repairs to equipment (2% gross investment)			1,916.00
Total: lines 8 - 11.			15,316.29
DIRECT FACTORY COST (total lines 1-11)			68,645.88
12. General factory expense (17.1% of Direct Factory Cost).			11,738.45
TOTAL FACTORY COST			80,364.33
13. Administrative and selling overhead (48% of Total Factory Cost)			38,584.48
TOTAL ANNUAL CENTER COST.			\$118,968.81
Manufacturing cost per chargeable hr. (Total factory cost + chargeable hrs)			
80%: 1504 annual hours		\$ 53.45	per hour
70%: 1316 annual hours		\$ 61.08	per hour
60%: 1128 annual hours		\$ 71.26	per hour
Budgeted Hour Cost per chargeable hr. (Total center cost + chargeable hrs)			
80%: 1504 annual hours		\$ 79.10	per hour
70%: 1316 annual hours		\$ 90.40	per hour
60%: 1128 annual hours		\$ 105.47	per hour

Figure 3.5

© P.K. Ruggles, 1989

BHR for a Heidelberg SORM single-color press

OK, I do agree that BHR is next to worthless. That is why I can't seem to wrap my tiny head

around the method. So, how do I come up with a magic number to plug into the hourly press rate in MF to make sure I am pricing correctly for ME? Is the number somewhat arbitrary, just a number that makes the pricing feel right?

How do I determine "value based?" Seems to me that looking at what others are pricing their stuff at and adjusting my price to "fit the market" is just as convoluted.

. **Craig**

"Magic" is the keyword here, Craig. If I had the answer, I would grab that number and plug it into Morning Flight and tell every user to just install the program and price away. I don't recommend doing that, and in fact say so in our on-line help system.

In any event, the hourly press rate shouldn't be arbitrary. Budgeted Hourly Rates are useful for one thing: They can serve as an indicator of what you should have charged *last* year.

How do you determine "value based?" The essence of value-based pricing isn't so much what the market will bear but the price at which your customers perceive value, each individual customer's tipping point. And by that I mean "your" customers, not Vistaprint's. If a company is perfectly content to wait two weeks to get their letterheads printed, they won't pay you ten dollars extra for turning the job around in two days. Show how your quality is better and the scales may tip in your favor.

Personally, I think Henry Ford had it right all along (and history bore him out): "We have never considered any costs as fixed. We first reduce the price to the point where we believe more sales will result. Then we go ahead and try to make the prices. We do not bother about the costs. The new price forces the costs down."

Of course you have to bother about costs. Even Ford had to figure out how to price that first Model T. But where did the \$850 price tag come from back in 1908? I'll bet it wasn't from any kind of formula. My money is on a magic number straight out of old Henry's head. A number that, as you said, "just felt right."

. **Hal Heindel**

Craig, I thought I'd chime in so you can hear what other MF users are doing.

The number I use for my hourly press rate is basically a number that I plug in to generate prices that feel right, like you said. It may not be arbitrary or magical but it is at least a very educated guess. To me, MF is there to tell me who ordered what, for how much and when. When it comes

to actual costs, that's when QuickBooks comes in as all my costs are right there and I can figure out margins and profitability.

Like Hal, I prefer value-based pricing. I don't have time for BHR. In fact, I've probably gotten a bit out of control with value-based pricing as doing quotes now takes so much time simply because I try too hard to guess how much they are willing to pay. It's going to be hard to train a new employee now.

. **Keith**

Generate Product Report

Report Question

Posted: 26 April 2013

Is there a way to generate reports based on a product? I would like to be able to see for instance how many business card orders we generated last year. I see a way to generate all orders in a given time period, (which is 50 pages long for last year), but no way to drill down by a specific product.

. **Craig**

There is, Craig, but probably not as detailed as you would like. When you print a list of products sorted by popularity, the report shows the number of hits. Each product gets credited with a hit whenever that product is included in a quote or order (as does in-Stock paper). We're planning to expand that when the Gold and Pixelblitz are used in conjunction with the SkyMall.

. **Hal Heindel**

I may have found a bug. The hits don't show up on Digital or Merchandise items.

. **Craig**

Digital products do show hits in the upcoming version 13.1. They were added to the code base a while ago, along with a host of other minor changes overshadowed by the paper makeover.

Merchandise and copy products do not. There isn't much point to tracking copies that way, but a case could be made for merchandise. Both accumulate hits (all products do, regardless of category), they just don't show up on the report.

Let me know, Craig. It's too late for V13, but we can easily add merchandise and copy hits to the code base for the next release.

..... Hal Heindel

My Products

Sorted by Popularity

Digital, D1/1, 8-1/2 x 11

Category: Digital
 Hits: 2
 Packaging: Shrinkwrap

Coverage: 30%
 Makeready: Medium
 Run: Normal

	Makeready	IPH	Quantity	Price
1-C Front, 1-C Back	6 Minutes	6,000	1,000	93.40

My Digital, D1/1, 8-1/2 x 14

Category: Digital
 Hits: 2
 Packaging: Shrinkwrap

Coverage: 30%
 Makeready: Medium
 Run: Normal

	Makeready	IPH	Quantity	Price
1-C Front, 1-C Back	6 Minutes	4,700	1,000	117.80

Digital with trim, D1/1, 8-3/4 x 11-1/2

Category: Digital
 Hits: 1
 Packaging: Shrinkwrap

Coverage: 30%
 Makeready: Medium
 Run: Normal

I think hit counts on merchandise would be welcomed. For us, we have business cards set as quantity-based merchandise items because MF will estimate them beyond the practical selling price. I was trying to get a grasp on how many sets of business cards we sold last year for giggles. I guess I will print the list of orders and start counting.

It's funny how well the software is performing as we are growing! The last count I did we were averaging 11.5 orders a day, 7 days a week, going through MF.

..... Craig

Convert Quote to Order

Converting Quotes to Orders

Posted: 12 March 2013

When converting Quotes to Orders I am finding the process a bit cumbersome at times. When I send an Estimate to a customer via eMail, there is an Estimate Number attached but no Quote Numbers. When I search through "Make Order From Quote" there is a Quote ID Number but no Estimate Number. The two don't jive and it is difficult to search when you have multiple Quotes/Estimates that may be several weeks old to search through.

My customer may reply to an eMail and approve Estimate Number CH-03/13-2201 for 5,000 pieces from an Estimate I emailed them. For some reason the line item Quote Number is not included in the eMail template like it is on the printed form. Is there a way to include the Quote Number in the eMail template?

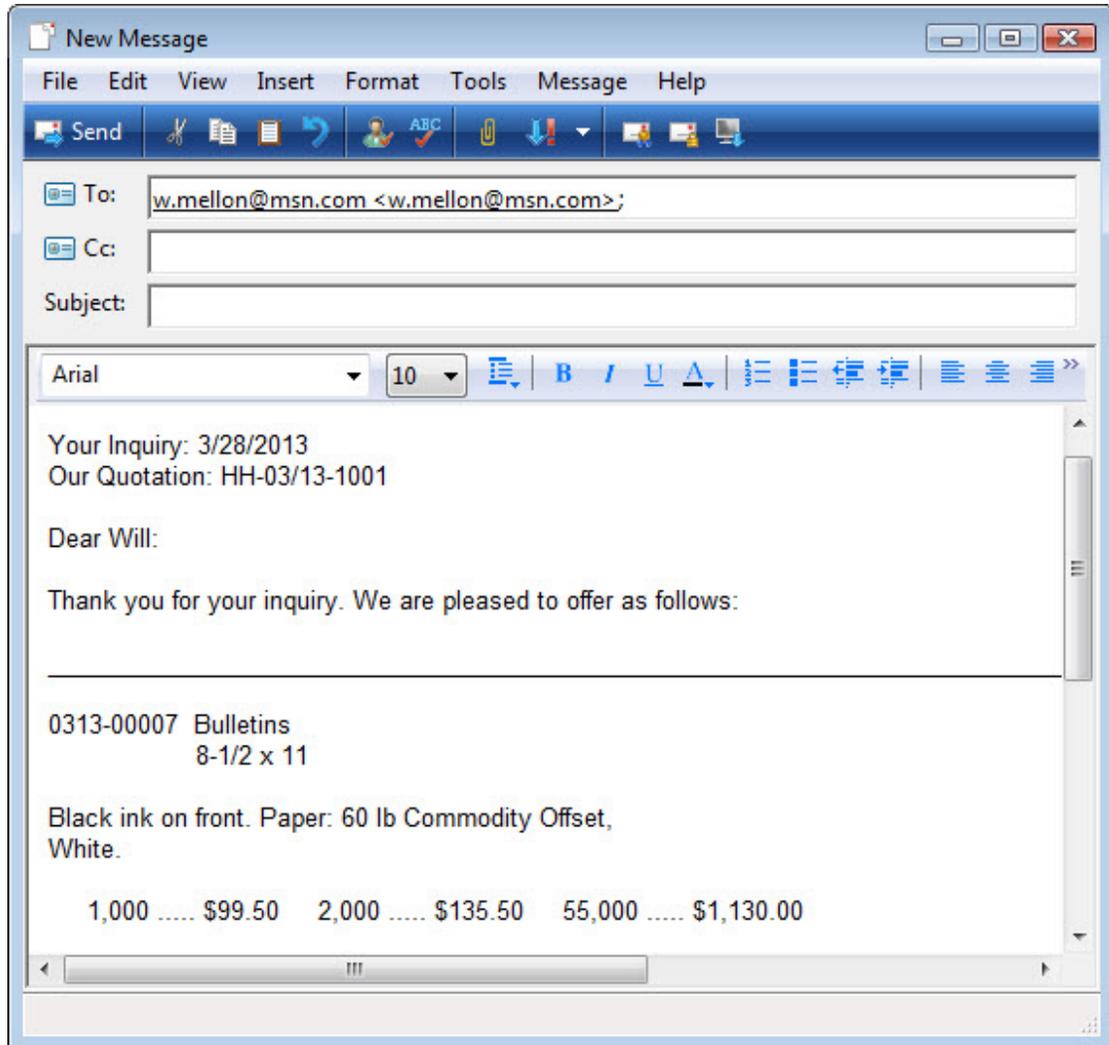
..... **Craig**

That happens to me sometimes. Customer will reference the estimate so I have to look up the estimate first, memorize or jot down the quote number, and then go to Make Order From Quote.

..... **Keith**

There is, Craig. See the attached from the upcoming V13.1 that will be released in April. Thanks for the suggestion.

..... **Hal Heindel**



FYI my birthday is April 20th and I couldn't think of a better gift!

..... **Craig**

Nice touch. Looks far more informative, as you are doing amends and tweaks, is there a way we can add a line on the job ticket to tell the printer to keep x number of copies for the file? Seems no matter how many times you tell them they always forget and it doesn't tell me on the job ticket to save any. If its possible that would be great!

..... **Clive Jaques**

Clive, are you sure you want to do that? Asking press operators to save samples "when asked to" is like telling them to obey the speed limit "when asked to." The burden has now shifted to

you. If you forget and there's no sample, "eh, not my fault - nobody told me to."

A policy to ALWAYS save a sample may not get you better compliance but at least you don't have to fill in yet another entry field. Maybe a quid deducted from their paycheck for every job ticket missing a sample? Or posting a picture of the "Violator of the Month" on the shop wall? Oh well, just a thought ...

..... Hal Heindel

Deducting money sounds good, but can we add a permanent line saying six file copies required? We could also add "under pain of death!"

..... Clive Jaques

Hard wiring the count wouldn't work for everybody, Clive, so I've compromised and left it open. Even when you don't fill in a number, the line "Save ... File Samples" should serve as a reminder. As I said earlier, don't get your hopes up. I've been in this business too long to shed my doubts now.

..... Hal Heindel

Ordered by:	Received: 4/17/2010	Ship via:	Notify when ready
Phone:	By Phone		
Fax:			

1.000 Digital. D4/0. 8-1/2 x 11			
Front:	Digital 4-Color		
Back:	///		
	1-up on 8-1/2 x 11		
Press Sheets:	1,000		
Variable Data:	///		
Makeready:	Medium		
Run Speed:	Normal		
	Xerox	/	
	35 Minutes	/	
Paper	20 lb Copy Bond White (from our stock)		On hand: 65,347
	We need:	1,040 8-1/2 x 11	Qty used: _____
	Draw:	1,040 8-1/2 x 11	
Packaging	Shrinkwrap		
Ok over/under	+ %	- %	OK to print: _____
Save	File Samples		Final Count: _____

That's kind of nice. My standard is to keep two for me and give two samples to the customer, but I have one customer that likes to get five samples.

..... **Keith**

Manage Paper Inventory

Paper Inventory

Posted: 28 February 2012

I need to get a grip on paper inventory, it's killing me trying to keep up with it! I see it in the Engineer side of MF but I can't seem to get a handle on how it works. It looks like I should be able to print a "shopping list" and somehow replenish inventory? I am a bit confused by it though. Is anyone else attempting to use paper inventory?

..... **Craig**

I hear ya! I hate ordering paper sometimes because I'm not actually sure what I need and how much. It seems like whenever I order the minimum and get it delivered, that's when a big order comes in and I don't have enough on my shelf to do it. Oh, and it's a rush order too.

I want to get to the point where everyday I can print out the shopping list, or when I need to order paper, so it can tell me what I need to order, what I need to pull off the shelf and how much is left. I have gone in to the Engineer now and then to make inventory adjustments but to do all my paper would be daunting. The only way to get it current would be to make it a step in the order entry process - when I select the paper I should get a physical count and then update the Engineer. It appears whenever you enter a new paper, it gets put into the Engineer at a carton quantity.

Ultimately, I think the Engineer is a powerful tool especially when you consider how important paper is to what we do ... and how easily it can suck away at your cash when it's not managed well. If I have some time over the next couple of days, Craig, I'll give you a call. In the meantime, maybe Hal can shed a little more light on this mysterious new power; not to take away any time from the MF update.

. **Keith**

Thanks Keith, I'm glad to see I am not the only one with this problem. I seem to have paper trucks here three or four days a week. My desk is starting to wear out from my forehead banging on it! So Hal, get working! No time for vacations.

. **Craig**

Vacations, Craig? What are those like? At the moment, my time off is spent cleaning up my driveway after some drunk took out two of my cars at 2:30 Saturday morning. And we have a driveway long enough to park eight cars!

I've owned the Pacifica for a few years, but the '56 Chevy only arrived earlier this month, just in time to get wrecked. The only car to survive the demolition derby with minor damage was a lowly Malibu. Hard to believe the '56 Chevy withstood more than half a decade of New Mexico and Illinois traffic! When its time came, it was no match for the miserable boozier who had to have just one more for the road.

Now that you mention it, Craig, maybe I ought to take a short a vacation. I hear Florida is nice this time of year.

. **Hal Heindel**



Wow. That sucks. My old van was vandalized twice, so I know how you feel! As for vacations, don't know what they are either but I may be visiting my uncle in New York sometime this year so maybe I can stop by and say "Hi"!

. **Keith**

So for now in the current state, Morning Flight doesn't have an efficient method of paper inventory. Looks like there will be more to come I'm sure. Hal, it appears you need a longer driveway, clearly you did not give that person the proper amount of room to stop!

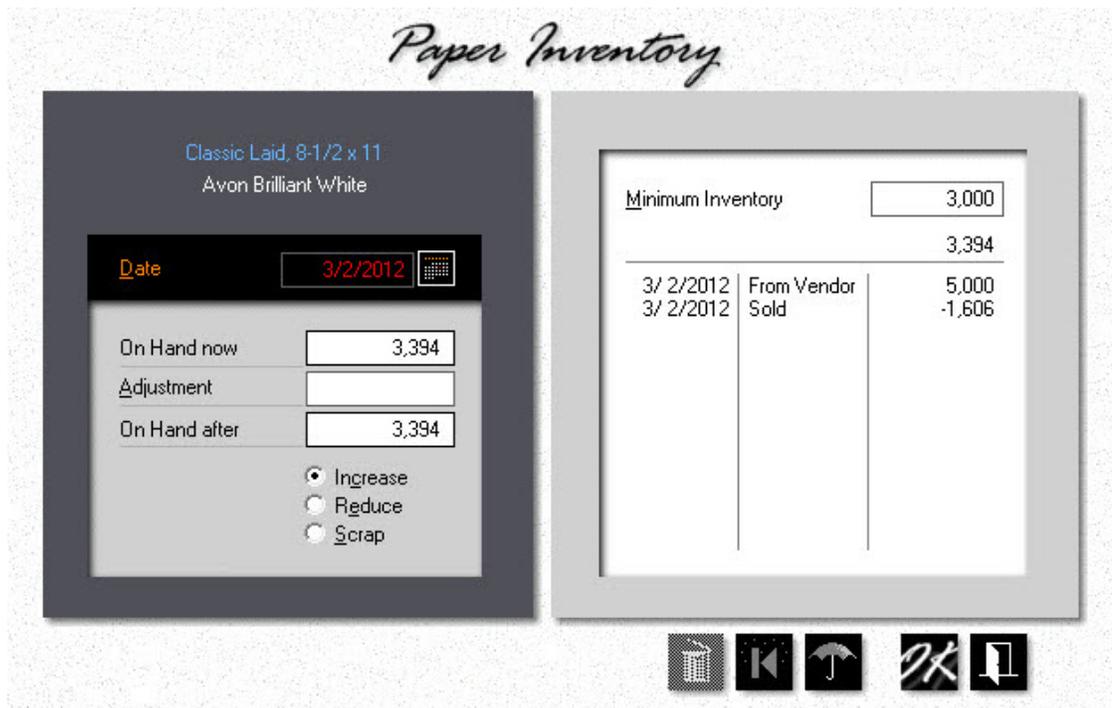
..... Craig

I'd love to meet you, Keith. Hope you can make it.

Craig, when you put it that way ... My first thought was to call the town to see whether they'd let me protect the cars with an old Sherman tank, gun pointed toward the cul-de-sac. Wouldn't even have to be loaded necessarily. Wonder if my old tank drivers license from the Second Armored Division at Ft. Hood would be recognized by the state of New York.

About the state of the current inventory module in the Flight Engineer, it's fairly complete and mainly lacks instructions for use. That's the part I hope to get to in the next couple of weeks. As you can see from the attachments, when you enter an order, any inventoried paper is subtracted automatically, and you do get a shopping list. Once the online help system is updated, let's discuss what else needs to go in there.

..... Hal Heindel



Paper Shopping List

2/26/2012 - 3/2/2012

Description	Category	Ordered	Received
24 lb Classic Laid 8-1/2 x 11, Avon Brilliant White Cash Customer, Job 0312-00001 We Need: 1,606	(Writing) Draw from Inventory		
5,000 24 lb Cousin Mel's Bond 8-1/2 x 11, White	(Writing)		3/2/2012

Inventory Activity

2/26/2012 - 3/2/2012

	In	Out	Customer
24 lb Classic Laid 8-1/2 x 11, Avon Brilliant White	(Writing)		
3/2/2012 From Vendor	5,000		
3/2/2012 Sold		1,606	Cash Customer
			Sold: 1,606
			On Hand: 3,394



Impose odd Numbers up

Imposing odd Numbers up

Posted: 21 February 2012

If I want to run an odd number of cards up on a sheet, how do I get MF to accept my planned layout? For instance, I want to run a 5x7 postcard on a 13x19 press sheet, five-up. MF only will show me four-up no matter how many "Press Sheet" sizes I plug in.

What is the basic strategy, the magic formula, to having MF accept my odd number layouts? This aspect is not very intuitive to me and seems to stump me all the time. Interestingly, the Paper Cutter routine automatically shows me five-out as an option. Thanks for your help.

..... **Gary**

Hi Gary, Your planned layout would require switchcutting, currently not an option for imposition. It is, however, available for cutting press sheets out of folio, as you pointed out.

The reason it's not an option for imposition goes back to lessons learned during my 30-plus years of owning a print shop. Those lessons having to do mostly with the folder choking on any portion of the job that was printed cross grain, which inevitably caused a shortfall that meant having to put the job back on the press. Throw in an unwarranted wash up, and the extra expense paled in comparison to the poor reception this got from the press operator.

..... **Hal Heindel**

Thanks for the clarification, Hal. You've helped my self esteem to know that it wasn't something I was failing to understand. This issue seems to come up more now that I'm trying to impose as many postcards as possible on a cover to run thru the digital printer. Got to save clicks.

..... **Gary**

Order without prior Estimate

Orders without prior Estimate

Posted: 5 October 2011

I have entered an Order without first entering an Estimate or Quoting a Price. Is there any reason that I have to enter an Estimate or Quote?

..... **Rob Smith**

Nope ... I can't see why you HAVE to. We enter orders without estimates all day.

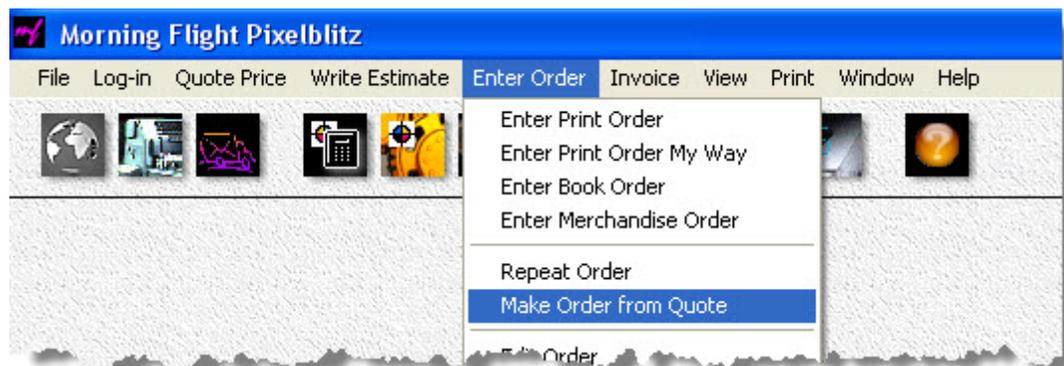
..... **Craig**

Craig is right, Rob. All Morning Flight modules use the same pricing engine.

The only time you first need to do a quote or estimate is when a customer asks for it. Then, when the order does materialize, you'll want to *convert the quote* to an order rather than create a new order from scratch, to assure the order gets entered at the price you quoted. You may have changed some cost data in the interim.

FYI, orders converted from quotes only maintain the quoted price as long as what's ordered still matches what was quoted. Once you edit even a converted order, Morning Flight automatically reprices the order at current prices, i.e., prices in effect when the order is edited. If necessary, you can maintain the quoted price by manually entering that price on page four of the order entry window.

..... **Hal Heindel**



Quote Copies

Quoting Copies

Posted: 29 August 2011

I'm new to the world of copiers and am confused about how MF prices simple copies. How does MF recognize sets of originals that print both sides and one side only?

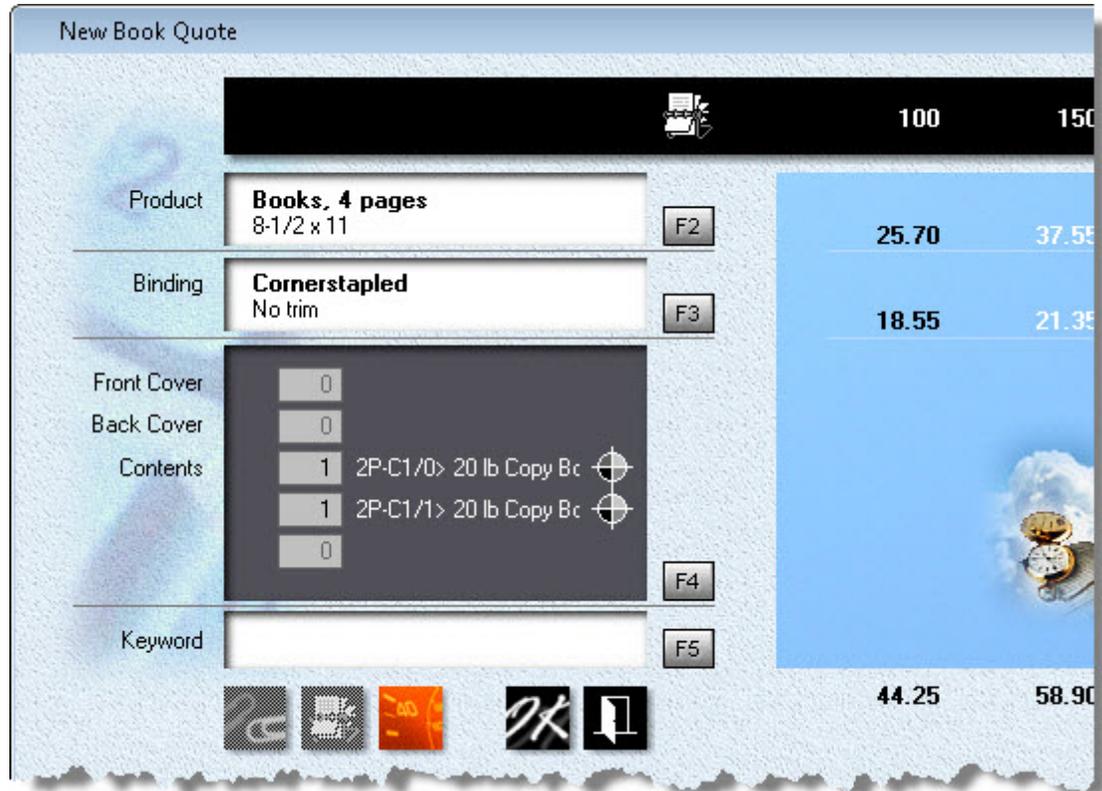
For instance, three originals, print 8.5x11, black only, 100 sets of 1/1 and 1/0 (will be collated and stapled). When I use the Product "Copies C1/1" and plug in 300 for the quantity and three for originals, it doesn't figure the price correctly or the amount of paper. MF says Paper = 300 sheets and copying price is same as 1/1.

What am I missing? Can MF handle odd number of originals?

. **Gary**

Yes, Gary, as a stapled booklet. See the attached. Note that booklets can also be priced "unbound," as just a set of sheets. To price such a set for insertion into a 3-ring binder, you would have to add collating. Or, create a Custom Book item and check the "includes collating" box.

. **Hal Heindel**



Hal, I was moving in that direction. But let me make sure I get this. Products in the Copies category can only be all one side, 1/0 or all two sided, 1/1, correct? MF will not correctly quote Copies with mixed originals/sides, unless you quote it as a book, correct?

One other related item: I have a stand-alone booklet maker used for collating and stitching my offset jobs. I use a different cost for this machine than collating in line on the Xerox. If I turn on collating and stapling, it uses the prices for my stand-alone booklet maker.

I'm guessing that the workaround for that is to set up different prices in MY Postpress for Xerox collating and stapling. Does that sound like the right idea?

..... Gary

If I may chime in ... that's how I do it, with My Postpress. You are correct with the mixed originals/sides - you have to do it as a book. I just did a copy job today where the first original was one-sided, the second and third were two-sided and the last original was one-sided, and then I used My Postpress for the three-hole drilling. But instead of calling it a "book" I changed the Product name to "Forms".

..... Keith

Gary, what Keith said - there isn't much I can add. You were on the right track with this from the start.

..... **Hal Heindel**

Thanks Hal and Keith. This works fine now that I know to treat mixed originals as a "Book." But as a relative newbie to MF, I don't think it is readily apparent that two sheets (with or without stapling) coming out of a xerox need to be quoted as a "Book". I think it would be helpful to new MF users to specifically point out in the users manual that mixed originals require quoting as a book. As always, thanks for your help.

..... **Gary**

Good Point, Gary. We did illustrate how to price custom carbonless as a booklet, and will do the same for custom copies in the next printing of the manuals. Thanks for the suggestion.

..... **Hal Heindel**

Follow up question: While estimating copies with mixed originals as a "book" certainly works, I seem to keep coming up with a flaw when I estimate two sided copies. Using "Copies, C1/1", the amount of paper needed is never correct.

Customer has two originals. Wants only 50 copies printed front and back. I choose Copies, C1/1 and plug in 100 for the quantity (the total quantity=50x2). The amount of paper needed for the job is just 50 sheets + overs. But MF says 100 + .

This seems to happen no matter the number of even originals and does the same thing in Quote book. Also, two originals printed front and back causes MF to add collating. But with a single sheet, there is no collating, finishing. What am I missing?

..... **Gary**

Hi Gary, The question of what quantity to enter comes up often enough that we covered it in our May FlyBy. The key principle bears repeating here:

With the sole exception of pads (where you enter the total number of sheets, not the number of pads) the value you enter into the quantity box is always the number of finished pieces. Always. It's the same quantity the customer sees on your invoice.

Even with pads, it's never the number of press sheets. If a customer orders 500 memo sheets, whether you ship them loose or convert them to pads in postpress, the quantity stays at 500 regardless of how many up and on what size press sheet those memo sheets are run.

If I understand your job description correctly, the quantity you want to enter is 50, not 100. True, you're running 100 impressions, but the quantity of copies you deliver to the customer is 50. Printed two sides, yes, but still 50. Your invoice will read 50 copies printed 2 sides.

If a customer walks in with two originals and wants one original printed on the front and the other on the back of the same sheet, the program automatically adds the cost of a second original, but does not add collating (see the attachment). On the other hand, if there are multiple originals in a single run (say an order for 100 copies, ten each from ten originals), the job would have to be collated and MF will charge for it.

. Hal Heindel



Recapture Quote for Estimate

Recapture Quote for Estimate

Posted: 20 October 2010

Stupid things I should know how to do ...

... but I don't! Sometimes I think I'm a first time MF user, I swear I might be losing it.

I made a quote, then converted it into an estimate. Customer wanted to add several things to see how it effected the price. I made a NEW quote and instead of adding that quote to the existing estimate I clicked on a new estimate and said "crap" and erased that estimate ... and said "CRAP" (I actually used big boy words) because now I can't access that quote to add it into the existing estimate.

The quote is still in the system, I can open it and edit it, but when I try to make an estimate from it, it no longer is available to select. I think I need a vacation

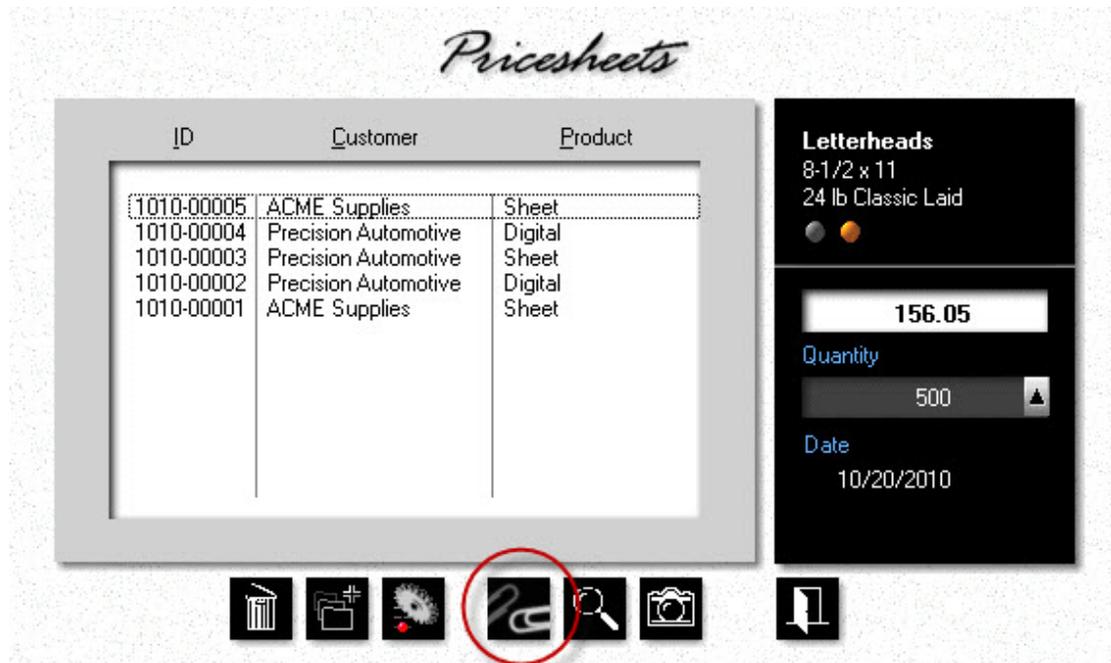
..... Craig

Sorry, Craig, can't help you with that vacation. On the other hand, recapturing a previously used quote into a new estimate, that's a snap: Open the quote edit window and highlight the quote, then click the paperclip button at the bottom and close the window. Create a new quote and click the paperclip button there. That will import a copy from the clipboard. Save the quote, which will now be available for use in another estimate.

FYI, the reason captured quotes become unavailable for another estimate is because edits performed in captured quotes automatically cascade down into the estimate. If the same quote were to be included in two different estimates, one of the two estimates would get changed surreptitiously, "behind the scenes", without you knowing about it.

As a resident Morning Flight expert, Craig, you rarely find yourself in pickles like this and that's a shame. I always get a chuckle out of how you describe your predicament. Coming from someone who, until watching an episode or two of "Everybody loves Raymond", thought "CRAP" was a big boy word.

..... Hal Heindel





I love the paperclip button.

..... Keith

Thanks. Sorry for the delay, caught up in political hell week. Thanks for the tip on the paperclip!

..... Craig

Add Varnish

Varnish

Posted: 18 October 2010

The ink selection menu contains a check box for "Varnish". How do I enable it or turn it on?

..... Gary

If Varnish is disabled, it means your paper selection is uncoated. The program allows varnish to only be applied to coated paper.

. **Hal Heindel**

Hal, In this instance, I'm using an uncoated cover. So I'll just treat the varnish as another color ink. The majority of business cards I am getting these days from Designers is calling for heavy solid ink coverage on the back. And the designers are asking for a protective varnish to minimize rub off. Thanks for the help.

. **Gary**

Hi Gary, Why doesn't that surprise me! One of the last orders I refused to accept when I still had the print shop was for letterheads that the designer felt needed full bleed Warm Red ink coverage *on the back!* They had the letterheads printed anyway, by someone else. Last I heard they were still picking sheets off the drum of their Xerox Copier.

. **Hal Heindel**

Hi Hal, I am sure I have seen this somewhere so excuse me for asking if it's obvious. How do I set up varnish. ie: Pricing 8pp A4 brochure 4c 300gm Silk and need to varnish each side (what the Customer wants). It's just that MF has added four printing plates on to the price, so is there an option to turn off the plate option for varnishing? Usually use an old plate anyway.

. **Pop**

I see what you mean by using an old plate if you're not spot varnishing. Because MF will always add a plate either way, you would have to delete the plate cost by making a manual price adjustment either in the estimate or on the order.

. **Hal Heindel**

Show Cost and Price

Show Cost and Price

Posted: 1 October 2010

How do I show the Estimated Cost and/or Time (in addition to the price)? I like to see my estimated margin before I quote a price. Thanks.

. **Ron**

You brought up a good point, Ron. While it's easy (and reliable) to show the margin for paper, doing the same for hourly rates is an exercise in wishful thinking. Being merely "budgeted," those rates have little in common with reality. Their contribution to profit varies not only from day to day, but from job to job. I'm sure I'm not telling you anything new here.

In Morning Flight, paper margins can readily be displayed by clicking on the white F3 panel in the quote window when the cursor turns into a camera icon. Projected run charges can similarly be shown in the F2 panel. See the attachments.

Makeready and run charges include contribution to profit. Realistically, that contribution would have to be extracted based on equipment utilization on the day the job is actually being run. Which is where the wishful thinking part comes in.

At the print shop I owned in upstate New York, we performed a profit analysis at the end of each month for the high value jobs produced that month. The variations were such that the description quickly changed from "profit analysis" to "autopsy report." It wasn't that we didn't make money at the end of the year, just not where and when we expected to.

Printing is what printing is. Welcome to the Forum!

. **Hal Heindel**

Paper Costs

1,000 ▲

20 lb Copy Bond
8-1/2 x 11, White

Base Price	1,000	15.75
Spoilage	100	1.58
Cutting		
Markup	30%	5.17
We pay	to 5,000	15.75/M
Full Carton	5,000 - 14,999	10.50/M
3 Cartons	15,000 - 49,999	7.23/M
10 Cartons	50,000 >	6.68/M

Spoilage Medium

Type Bond

22.50

Run Costs today

1,000 ▲

Bulletins
8-1/2 x 11

Film Units	1.0	14.00
Imposition	10 Minutes	7.50
Plates	1 (Metal)	10.00
Ink	1.8 ozs	0.60
Makeready	10 Minutes	20.50
Runtime	13 Minutes	22.60
Finishing		
Packaging	Shrinkwrap	0.60

Press Ryobi

Makeready Medium

Run Speed Medium

75.80

Print Delivery Slip

Print Delivery Slip

Posted: 27 August 2010

Hi Hal, is there any way we can print a delivery slip without creating an invoice, and also on the printed slip can we have a "goods received by: (print name)" as well as a signature? Just had an issue of proof of delivery. Just as a point of interest we call it a Delivery Note this side of the pond.

. **Clive Jaques**

That would be nice as sometimes I need to skip the MF invoice and go straight to QuickBooks for the invoice. And I always called them "receiving slips" but I think I like "delivery note" better.

. **Keith**

I have to use them, too. Have delivered a job and they could not find it. I do not use the invoice part of MF too much. I invoice in MF when I need it fast. I do not use the delivery slip because I do not invoice from MF on all jobs. It would be great to have it work without invoicing. I sure could use it more. Maybe you could tie the slip to the job or invoice. I wonder if maybe it is a good idea to use them all the time?

Now, it would be nice if I finish the job and make a delivery slip. Then later I could go back and add the name to a computer slip. Then when asked, you could just look it up. Now I have to look it up in the file. I hate the time it takes to find it.

. **jerryjfm**

Sounds like a good idea, guys. Let me think about it over the weekend. This is Friday, right? God, I hope so. It's been one of those weeks!

. **Hal Heindel**

Have a good weekend, Hal. Don't you just love us!

. **jerryjfm**

Oh, I do, Jerry! You know I do. About that delivery slip, Clive, turns out that creating one without first creating an invoice comes with a lot of baggage. However, I was able to meet you halfway.

See the screen capture.

The problem with creating a delivery slip from something other than an invoice is twofold: Short of creating it free-form (MS Word style), the only document to generate it from outside of an invoice would be the job order. Job orders are one per item. To pull several job orders into one delivery slip would require a whole new file mechanism, similar to what you're now doing with the Invoice Manager. I doubt you'd want to have the customer sign separate delivery slips for each item on the order.

This is one of those innocent looking projects that can get away from you in a hurry. You start with a mouse and end up with an elephant. I checked QuickBooks, and while they do let you create packing slips from sales orders in their higher priced editions, you have to jump through hoops (such as pulling each item from inventory) to accomplish it.

BTW, 'Delivery Note' sounds pretty good on this side of the pond, too. No point having two versions. Now, if you could kindly arrange for traffic to flow on our side of the road so I will have an easier time of it when I next rent a car in London, that would be swell.

Cheers!

..... Hal Heindel

ACME
50 Main Street
Brooklyn, NY 62334

Delivery Note

1001

August 29, 2010

Your Order: BR-45300

Quantity	Description	Job Number
1,000	Letterheads Black ink on front. Paper: 20 lb Copy Bond, White.	1209-00020

Goods received by _____
(please print)

Signature _____

Hal, I love it when you explain stuff. Every now and then I wonder why something is, or why something can't be, and then you make sense of it all. With the packing slip, if I need it but don't need the invoice (because they already paid or something), I just make the invoice with MF and ignore it. Then I get my packing slip. It's only four extra clicks of the mouse! (I think. I didn't

really count.)

..... Keith

Change Contact on Reorder

Change Contact on Reorder

Posted: 26 August 2010

I am making a reorder. I need to change the contact person. Looks like I have to make it an order then go back and edit that order. Why can't we just do it at the time we make the reorder? Is there another way? This is the city and there is more than one contact person who orders.

..... jerryjfm

Changing the Contact Person is as easy as pressing PgDn or clicking the second radio button when you repeat the order, Jerry. See below.

..... Hal Heindel



Oh man, I must be overworked on MF. Yes, now I see it. Thanks Hal.

..... **jerryjfm**

Change Memo Clip

Change Memo Clip

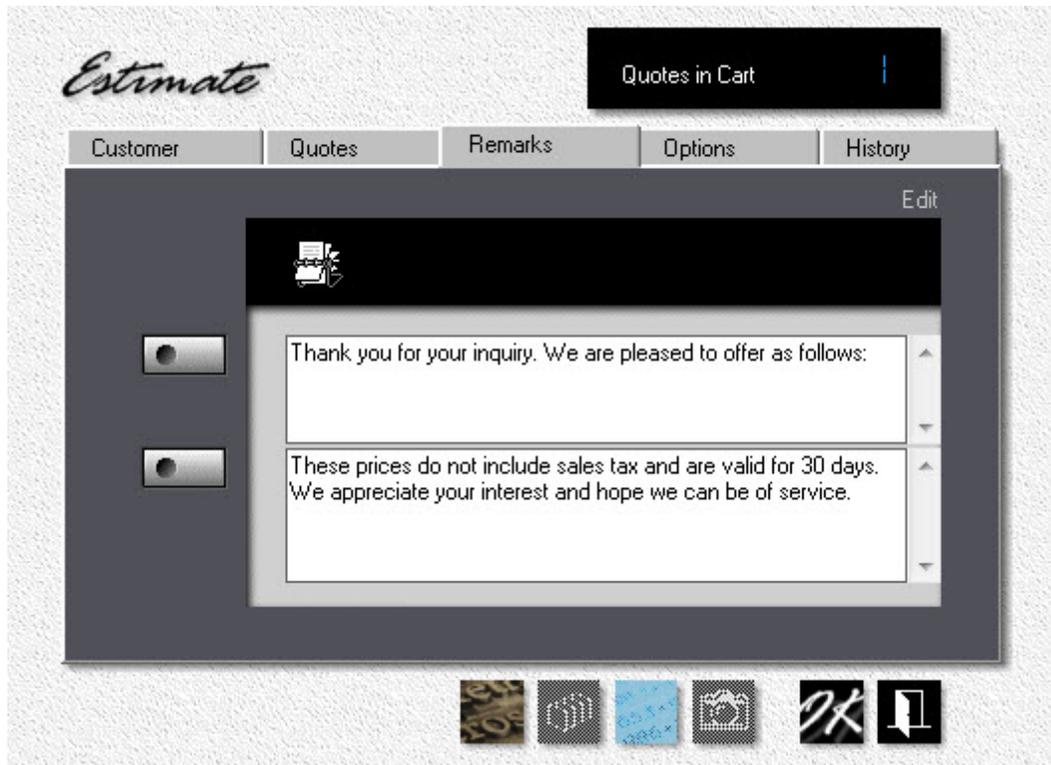
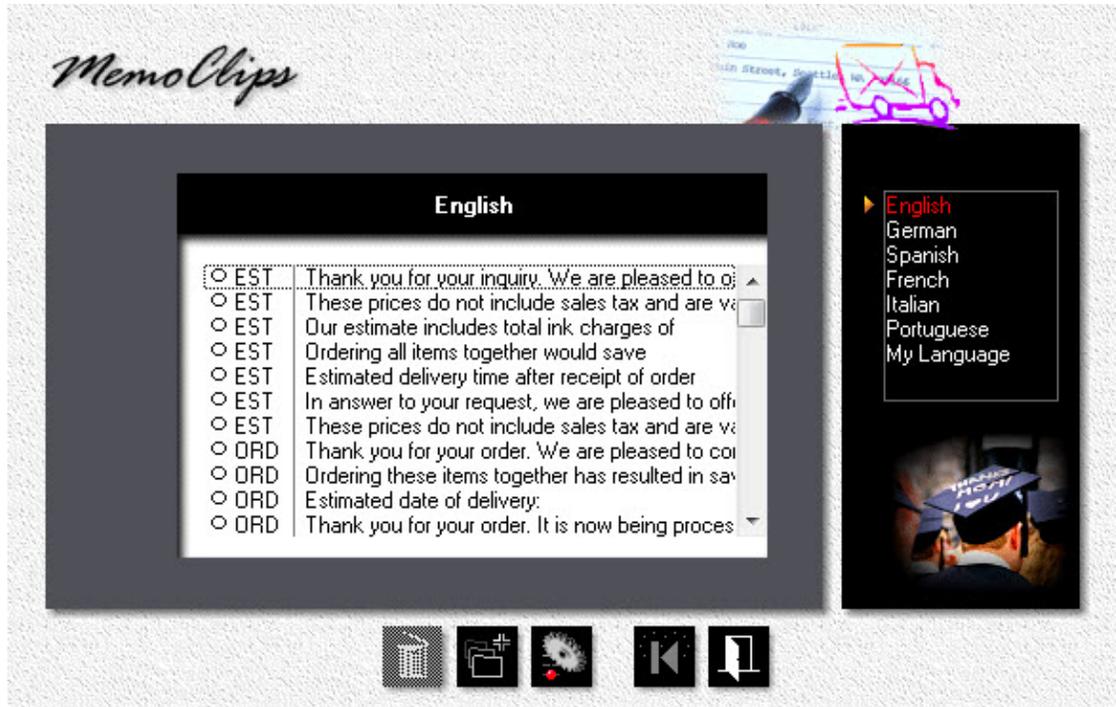
Posted: 20 August 2010

Hal, How can I make a "global" change to a memo clip for my estimates? When I do it from within the estimate it doesn't save it for other estimates/customers.

..... **Craig**

The clips used for estimates, orders, and invoices are marked with a circle in the screen capture below, Craig. Any change you make to those clips will show up by default. You can, of course, create your own clips, then select the appropriate clip for special situations from within the "Remarks" tab of the Estimate Manager.

..... **Hal Heindel**



What's up with that?

Page Count for Perfect Binding

Page Count for Perfect Binding

Posted: 19 August 2013

Here is the job:

Finished size - 8.5 x 11; Cover = 4/4; Insides = B/W; Page count = 86 + Cover.

I build the cover in MF - no problem. Insides are run 8.5 x 11 1/1 (set as insert). I set the page count to 43 signatures and MF shows the book at 176 pages.

It looks like it's using saddle stitch page counts. If I don't set them as inserts, it wants to print the signatures 11 x 17.25? So how is MF figuring this book?

..... **Craig**

It's figuring it as a true perfect-bound book, with enough trim to grind away the spine. You could bind such a book using two-page 8.5x11 signatures and forget about side and face trim, but it's unlikely anyone would do that. These are essentially softcover books, printed on multi-page signatures and trimmed all around. Odd pages (such as the two pages in the 92-page example) are simply left blank, though you could work around that with a two-page 8.5x11 insert added to 21 four-pagers if you had to.

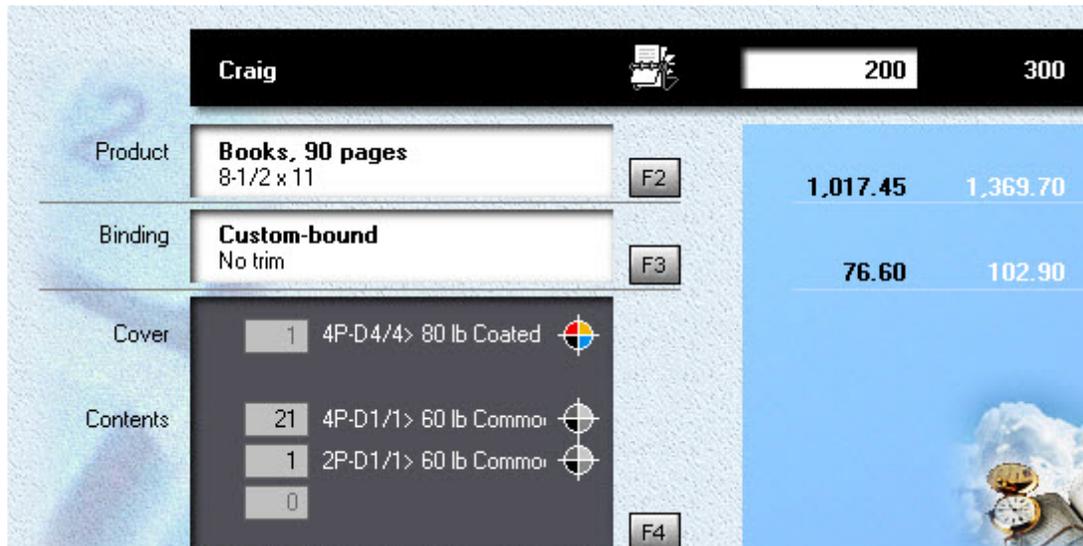
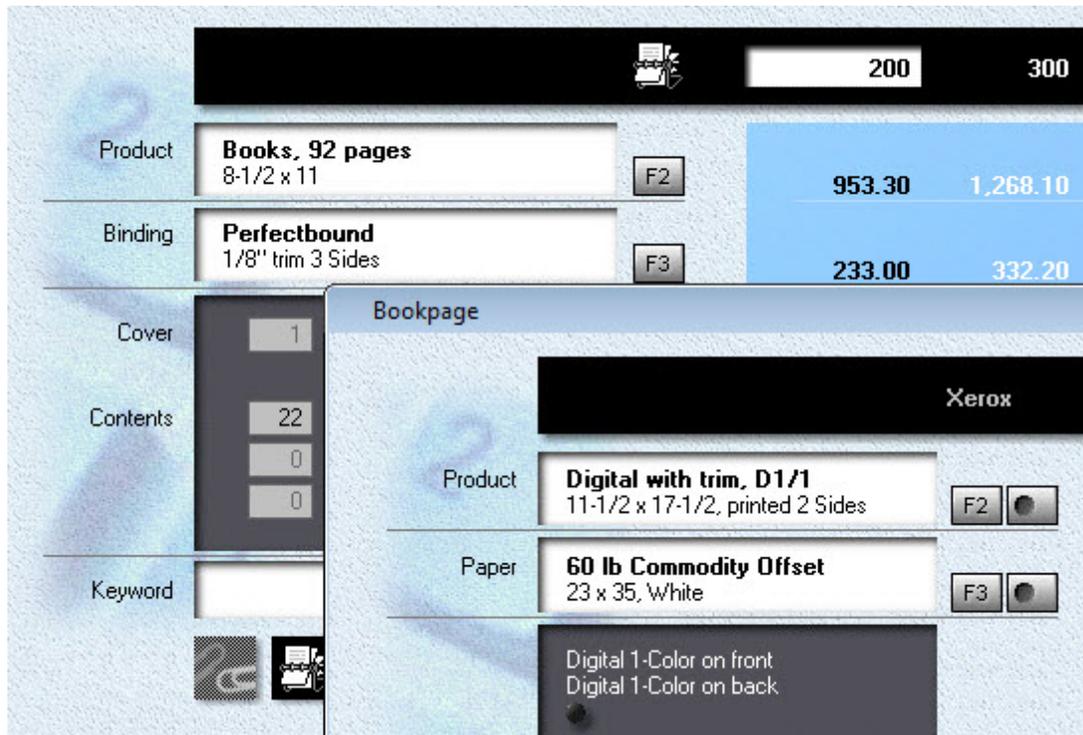
FYI, Morning Flight automatically calculates and adds to the cover the extra sheet size needed for the spine, based on the total page count and paper thickness.

You're probably not trying to quote a true perfect-bound book, but something glued together without trimming. That's more easily done with Morning Flight's custom binding option, illustrated in the second screen capture.

I'm running the cover and most of the inside pages 2-up on 11x17, then adding a single 8.5x11 sheet to get you the exact page count. You could print everything 1-up if you wanted to, but even if you were to bind it that way, following the example would give you a more realistically priced quote. Incidentally, no need to check the "Insert" box for the 8.5x11.

Glad you asked, Craig. I love to jazz up the forum with examples.

..... **Hal Heindel**



Got it. Now, us digital guys can run the book as collated blocks and bind them on a single clamp perfect binder like a Sterling Digibinder and have a completed book that only needs a face trim. MF doesn't quite understand the digital world, so much. Hmm.

..... **Craig**

Oh, I don't know, Craig. I'd say MF understands the digital world enough to have added custom binding a few years ago, partly in response to products like the Sterling Digibinder. Maybe we should have called it digi binding instead to make us look more hip?

One question, though. Most users I've talked to pay the same click charges for 11x17 as they do for 8.5x11. How do you compensate for the higher click costs incurred by running more than a few hundred books 1-up? At some point, wouldn't it still be more economical to switch to true perfect binding using a larger press sheet such as 12x18, especially for books sized 5.5x8.5 and smaller?

. **Hal Heindel**

Some manufactures do single click 11x17 and some do not. For instance, I pay \$.003 per 8-1/2 x 11 and get double clicked on 11x17 for monochrome. So for me it does not "pay" to run it 2-up. If I did run it 2-up, I would run two complete books per set, cut the sets in half, then bind. Running collated book blocks saves a ton of labor. With run lengths on books getting smaller, you are seeing more digitally printed books.

Offset owners need to get past the click charge and understand there is a lot of money to be made in the digital world! You just have to understand how to make it work.

. **Craig**

Getting double clicked for 11x17 explains a lot. I'm sure you've discovered that the custom binding option will let you configure the run either way. You can print the cover as an oversized (for the spine) 4-page wraparound by adjusting the press sheet for perfect binding, or two 2-page singles for wire or coil. Note that when the front cover is set up as a wraparound, the entry field for the back cover goes away.

Can money be made in the digital world? I sure hope so, Craig, anticipating that nearly all printing will eventually be done that way. I frankly don't see how any small offset-only shop can survive, even today, without offering at least *some* digital capabilities.

Life would have been so much easier back when I owned the print shop if we had the digital equipment on which we now produce the Morning Flight manuals. In color and black and white, on demand! Still own a Rosback stitcher and O&M folder, unused in a decade, hogging space from the cars in my garage.



I will make Custom Binding my "go to" digital binding method from now on!

..... **Craig**

Problem with Paper Grain

Problem with Paper Grain

Posted: 5 June 2013

Either I found an issue with Morning Flight or it's calling me an idiot. I am doing a quote *My Way* and enter in a crazy paper using the F3 Special Paper button. All is fine and dandy till I try to click on the Grain button and it freezes. I have to quit MF and re-open it.

It's a 9x16 brochure and the paper is 25x38. If I don't touch the Grain button and just hit Save and then go back in, it switched from mixed grain 6-out to long grain 4-out. Which is what I want anyway. So, I guess there really isn't a problem but it could be if someone wanted to change the grain or number out. Maybe MF knows that my cutter isn't big enough?

..... **Keith**

Let's go with the first option, Keith, the one about having an issue with Morning Flight. The program isn't talented enough to execute the second.

The thing is, I can't duplicate the glitch. On our machines, the grain selection window pops up just fine. Even when the program does detect that your cutter isn't big enough, it should never freeze. Ignore your input and beep at you, maybe, but not lock up. For what it's worth, we didn't touch any part of that code during the V13.1 upgrade, so if there's a bug hiding somewhere, it's an old one.

Can you try clicking on the grain display instead of on the button? To take your cutter size out of it, set cutting to "Vendor." Actually, the program should have made in-house cutting unavailable and switched to vendor cutting automatically if your cutter is too small for the parent sheet.

..... Hal Heindel



Yes, cutting In-House is greyed out. When I click on the grain display, nothing happens other than the Grain button twitches.

..... Keith

That's normal, Keith, seeing the waste is 39% for either long or short. It only drops to 9% when the cut size is grain mixed.

We've now tried to duplicate the bug on every OS from XP to Win 8, using regular and My Way pricing, with the same result: no freeze. The grain window pops up consistently. Any chance you could email me screen captures of the custom product and paper windows to make sure we're both using the same specs?

Also, can you temporarily set your maximum cutter size to 40 x 60? Shouldn't make a difference, but we're grabbing at straws. Thanks.

. **Hal Heindel**

Sorry for taking so long with this. Got busy and forgot about it. I will email the screen shots after I post this. I did try changing the cutter settings but that did nothing as you suspected.

One thing you may not be aware of - I have MF installed in Dropbox and run it from there. So, I don't know if that could have anything to do with this issue. There are a few files that say "Conflicted Copy" but I think that was from having MF open at the same time on different computers as the computer name is next to the file name. Here's one for example: JBHFile (CONN's conflicted copy 2013-03-08).TPS.

As always, it's great when you get to talk to the architect of the program, makes for the best tech support!

. **Keith**

Ok, running .exe files from Dropbox, that's new, also unsupported even by Dropbox - no .exe files in sight anywhere! Ingenious, but *verboden*. Amazing that Morning Flight will even run out of there. That's really pushing the envelope, and you know what they say about pioneers: They're the guys with the arrows in their backs.

Appreciate the kudos about our tech support, Keith. For what it's worth, I'm writing this at 5:33 AM on a rainy Sunday morning.

. **Hal Heindel**

Yeah, I can't remember how I got the idea but I figured that if MF can be installed on a thumb drive and Dropbox is like another drive on your computer, then why not? I simply dragged the file into my Dropbox folder and disabled the file update notification and haven't had any problems for a few months now. When you released the new version I simply selected Dropbox when my computer asked where I would like to install MF.

If you like that, you'll love this - sometimes I run MF on my server. which is Ubuntu 12.04, using WINE (WINDows Emulator).

. **Keith**

You're a brave soul, Keith, living on the edge and probably having fun doing it!

. **Hal Heindel**

Booklet Paper Calculation

Booklet Paper Calculation

Posted: 23 August 2012

Booklet Paper Calculation wrong? This has to do with A5 booklet printing, 8pp on using SRA3 size (or A3) and a quantity of 500 to print. Morning Flight divides the paper required x 4 from SRA2 = 125 sheets when it should be 250. Just the same if SRA3 is selected from cut paper menu, MF then prices it at 250 sheets when it should be 500.

. **pop**

The first questions I should probably ask is, at what stage in the quote did you extract the sheet count, and what kind of booklet is it? Assuming there's no trim (or trim + spine), the second question is irrelevant.

You are of course correct when you say 500 A5 8-page booklets require 500 sheets of A3 (or oversize SRA3) paper. But that's also how Morning Flight prices it, as shown in the second screen capture.

What may be confusing is the sheet count of 125 + spoilage and a paper price of \$7.65 shown in the first screen. Those values are representative of the individual book sheets. They have to be, because at that stage, Morning Flight has no way of knowing how many of those booksheets will end up in the book all told.

The program does know the page count once the booksheets have been added to the book. In our example, that count is four sheets (8 pages), so the program now multiplies the individual

sheet count and paper price by four. Let me know if that answers it.

..... Hal Heindel

Bookpage

Cash Customer	Multi	500	2,000
Product	Bookpage A5 148 x 210	F2 <input type="checkbox"/>	98.40 159.50
Paper	89 g/m² Commodity Offset A3 297 x 420, White	F3 <input type="checkbox"/>	7.65 26.70

Print

Postpre

Keywo

Paper Costs

89 g/m² Commodity Offset A3 297 x 420, White		500
Base Price	125	4.50
Spoilage	38	1.37
Cutting	No Charge	
Markup	30%	1.78
Spoilage	Medium	
Type	Offset	

7.65

Bookprinting Costs

Books, 8 pages A5 148 x 210, Spiralbound		500
		168.30
	Separate	Consolidated
Run		135.21
Paper	30.60	30.40
Ink		
Prepress		
Design		
Proofs		
Scans		

Hi Hal, yes, my query has been answered. When tallying up the paper costs under "Bookprinting Costs," all is well with the world. The job priced was 28pp, saddlestitch with foredge trim.

..... pop

Carbonless Sets on Copiers

Carbonless Sets on Copiers

Posted: 9 February 2012

Hi Hal, Just testing the Pixelblitz version as we've scaled down to just copiers/printers. I am trying to price carbonless (we order in digital specially for copiers). When I choose copies 1/0, I cannot choose carbonless paper - it's not there. I have tried to add carbonless as just a 20 lb sheet and calculate it that way but things get screwed up when I need to add padding and numbering as it takes the sheets into consideration and not sets. Help!

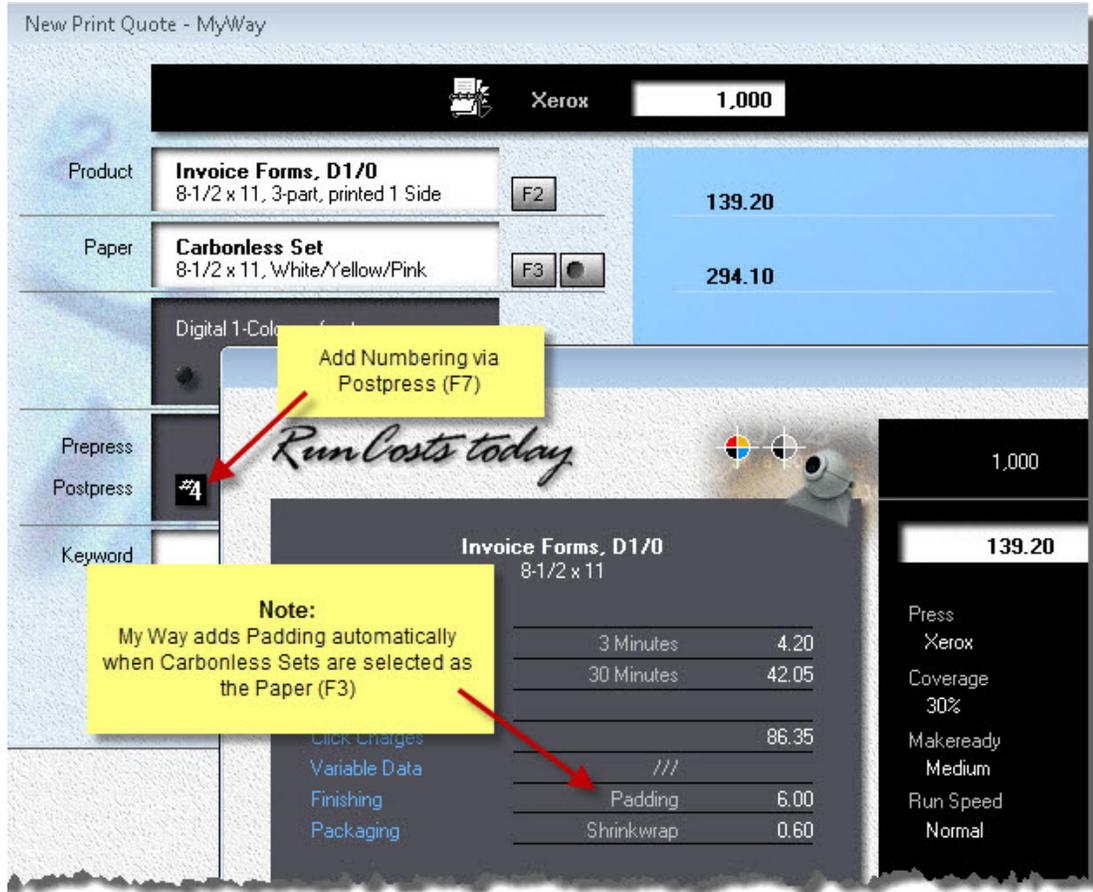
..... Sue

Hi Sue, The easiest method is to quote Carbonless Sets not as Copies but as Digital, using My Way pricing. See the screen captures. Nothing prevents you from setting your copier up twice, once real (as a copier, with per copy pricing) and then virtual (as a digital printer with hourly rates, with or without click charges).

Alternately, you can stay with your regular copy pricing and quote Carbonless Sets as a booklet. For that, you would need to enable Custom Padding in My Shop > Bookbinding, then set up a My Postpress item for Carbonless Numbering. Quoting Carbonless Sets as a booklet is also the only option for custom sets where one or more of the individual sheets is unique, such as prices blocked out when one of the sheets serves as a packing list.

..... Hal Heindel





Wow! I thought I knew everything about MF! I didn't know I can do digital carbonless with My Way pricing! That'll make things easier. I hate quoting carbonless with Book.

..... Keith

Yeah, I'm with ya on that one, Keith.

..... jerryjfm

Booklet too thick

Booklet too thick

Posted: 7 January 2011

Hal, try this: Set a booklet, corner staple, 38 sheets (76 page book) 8.5 x 11 on 20 lb. I get the message about the booklet being too thick. I know for a fact that I can staple 100 sheets of 20 lb, so 38 sheets is a snap. Is there a way to override this?

..... **Craig**

Have you tried making changes in My Shop? It should be under Bookbinding. Now that I think about it, there may be a 72 page limit when data validation is turned off.

..... **Keith**

Craig, that's some stapler you got there. One-fifth of a ream of 20 lb bond is 3/8" thick, which means the staples would have to measure 1/2" deep. I'm not questioning your ability to do that, just never encountered it in 35+ years of printing. I'm assuming you're using the wire stitcher on your DocuTech.

As it stands, MF allows a maximum of 200 pages to be saddlestitched, and a maximum of 40 pages to be cornerstapled with data validation ON. That's in V2010.3. Guess we'll have to increase that. In the meantime, set up custom binding in MyShop and use that. I'll let you know when the new setup file has been uploaded.

..... **Hal Heindel**



Sometimes I wonder about that stapling too, but the finisher does it! Pretty impressive when you think about it.

..... **Craig**

Setup for Copiers

Setup for Copiers

Posted: 26 September 2010

I've been a long time getting round to using Morning Flight and I can't believe that I'm asking this question - it seems so basic but here we go anyway. I see from earlier posts that the copiers have run rates (as expected), but where are they? How do you set them up? I think I have pressed every button but I've obviously missed the ones that matter!

If it helps any, it does seem that the 'Copy Rates' sub-screen is in US\$ and I'm here in sunny Scotland and generally using Metric / Sterling. That, of course, might help you and hopefully me as it still surprises me to have to ask?

. **PeterL**

OK, first we need to take care of the country and money. See the icons at the top? Second from the right, that is the Flight Engineer. You open that. Next go to File in upper right. Click My World. The top button says My Country. Now at the bottom, see the button next to the trash can. It is the add new country button. Has a+ sign on it. Open that. Here you add money, metric, and all else you need.

Next, copies. Go to File and select MY STORE. Click PRODUCTS. In the black panel on the right, click Copies. That will bring up all the copy products that are in MF so far. To set the price, double-click the one you want to change. Now you'll see a Prices button. Click that and you can set your pricing.

I use the Gold Edition so I hope it is the same.

. **jerryjfm**

Jerry - thanks for the reply. Seems that both systems are much the same in this respect. My system has the right Country and uses Metrics rather than Imperial or at least it does in all but the copies. I drilled down as you suggested and get the Copier Pricing screen but I don't see any way that I can actually change / alter the prices which remain in US\$. I'm obviously missing something fairly basic here.

Clearly too early in the day for me - found the Prices Button and that takes me to the pricing screen where I can change prices but as yet they remain in US\$, so will revisit that path and see where it leads. Also, the job is for DS A3 yet the pricing shows single-sided A4, again in US\$.

. **PeterL**

When you change your country, money, and metrics, make sure you hit save. Sounds like it didn't save the new info. Have you checked other jobs to see if they show the money and metrics correctly?

You can always copy and send your MF files so I can load them and see what it does here. You just copy your .TPS files and eMail them. I can view your setup and fix it if it's not a bug. If it is a

bug we have to work with Hal to fix it. He is very good about getting it fixed ... With MF you get really good support! I will wait till you double check your settings.

..... **jerryjfm**

Hi Peter, I was tied up with getting our September FlyBy out the door (while it could still be called a 'September' FlyBy), and I want to thank Jerry for filling in some of the gaps.

First, the US\$ issue. I suspect the confusion is caused by Morning Flight defining your British 'pence' as American 'cents'. It actually is pence. The only reason we're even displaying it next to the entry box is because 7.5 cents is easier to digest than 0.075.

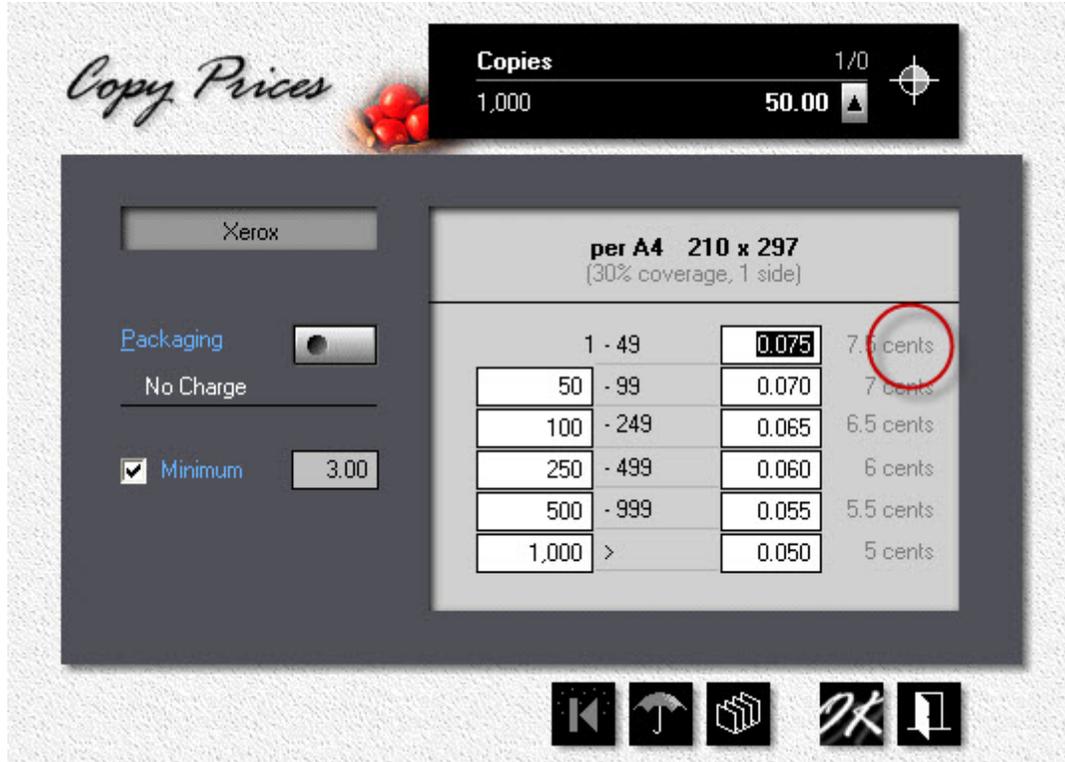
Though clearly not everywhere. No matter how hard we try to get all the cats corralled, one always slips by. This happens to be a perfect example. The program uses a single language file for English, but customizes that file for non-American use. The word 'color' stays color for the U.S., but changes to 'colour' in the custom version.

Unfortunately, we couldn't accommodate 'pence' because every English-speaking country outside of the UK (that I know of) uses 'cents' as we do in the States. Australia, New Zealand, South Africa, to name a few. The good news is that in MF, the word 'cents' is restricted to the monitor - it never shows up on quotes or orders. If you've entered the UK as your country during Pre-Launch, you should see the pound sign in your external quotes and orders.

Now, about A3 being priced as A4. Here is a link that will explain that. In a nutshell, prices are always entered for A4, 1-side. MF will automatically price other sizes and configurations based on what is charged for A4. Otherwise it would be too easy to forget to update pricing for one copy size when you're updating the other.

Cheers! By the way, glad you asked.

..... **Hal Heindel**



Hi Jerry, thanks for jumping in. I see you discovered that some of the My World stuff has been moved to the Flight Engineer - for the Gold only. There's so much going on at the main menu that it made sense to move things that are hardly ever used out of the way.

..... Hal Heindel

Ah, your welcome, Hal. I really don't mind if I can help a fellow MF mate. I am still learning after some two years now. We are running MF full steam ... next I have to learn the new MyWay pricing.

..... jerryjfm

Thanks both - that's enough questions for now. I will start using it and see where we go. You're right about the cents, of course, it doesn't print-out as cents which is the main thing.

Whilst on the subject of Wish-Lists, how about simple price lists? For us, Invitations would be a good example where we follow your pricing ideal and take what the market will stand rather than add 10p to our costs - not managed enough for a plane yet though!

..... PeterL

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