



Your True Cost

What's the difference between your quoted price and your true cost?

Assume:

- A) A good finished part(no porosity) value = \$100.00 (includes casting and machining cost)
- B) Baron's quote is \$10.00 per part to impregnate
Baron's recovery rate is 98%
- C) Shop "X"'s quote is \$.10 per part to impregnate
Shop "X"'s recovery rate is 80%

Baron's True Cost is: $\$100 + \$10/.98$ or **\$112.25 per part**

Shop "X"'s True Cost is: $\$100 + \$.10/.80$ or **\$125.13 per part**

Your cost savings is \$12.88 per part.... consequently a lesser quote is not necessarily a better price- just ask our customers