

CabinetMaker+*FDM*

2010

Pricing Survey

Thank you for participating. Please read all instructions and specifications carefully before completing bid forms. All surveys must be returned by August 20, 2010, to be included in our special pricing report.

Welcome to the 2010 Pricing Survey

Our readers have told us time and again that pricing correctly is one of their biggest challenges. They constantly find themselves caught between the extremes of pricing work too low to make a reasonable profit and bidding jobs too high to get the work in the first place. Either extreme is bad for business, and this survey is an attempt to deal with that. Results of the 2010 survey will be published in the October 2010 issue of *CabinetMaker+FDM*.

Since every job is different, how can you compare your pricing with someone else's? We try to eliminate that variable by having a cross-section of our readership bid on a representative selection of identical jobs. To further add realism and accuracy, all the jobs outlined here are for actual work that has been completed, and the original makers of those projects have provided their bid data. In some cases, we've reproduced actual shop drawings. We also will have the original makers help analyze the results to further add to the value of the survey.

Bid it your way. To provide the most valuable information for you and our readers, we ask that you conscientiously bid each project *just as you would in the course of your regular business*. We ask for itemized bid information on each bid, and please try to provide that information for comparison purposes even if you don't normally include that information in your calculations. If you would consider other factors or use any special formulas (i.e., cost plus a profit percentage, price-per-foot calculations, etc.), please base your final price on your *usual method*. For example, if you fill in the itemized information, but your usual method gives you a different price, put *your regular price* down as the bid price. Please explain any differences in the notes section. You can also use that section to make comments about the job. For example, if the job appears to require different hardware, materials or techniques than you would use, or you have a problem with the design and would suggest changes, please do so. But please comment on what your changes would do to the price. *Remember: We will keep your name and your shop name confidential in the final report*, we will publish only the name of the state or province from which the bid came.

Software/CNC/years in business questions. We want to probe how using computer software affects pricing. A number of readers have also asked us to point out shops using CNC to see if that makes a difference. If you use any software in your bidding/estimating process or you use CNC equipment, please note that on the form. We also would like to know how many years you have been in business to give a better idea of your business experience.

Bid what you know. We are sending a full survey package to all bidders regardless of their shop specialties. Projects were selected to be of interest to a majority of the volunteer bidders. Bid on any and all projects that you would feel comfortable bidding on in your own shop. Don't bid on jobs that you are not comfortable with, for whatever reason, unless you can suggest a change to make it work for you. Not everybody does kitchens. Not everybody does furniture or commercial work. The point is, while we want a diversity of projects reflecting the diversity of our readership, we want accurate price estimates. That means realistic bids from bidders who know what they are doing.



William Sampson
Editor, *CabinetMaker+FDM* magazine

Bidding Instructions

1. Read all the bid specifications carefully before filling out the bid form.
2. Before bidding, make sure you are qualified to bid on this job. Is it something you would do in your shop or that you have past experience with? If not, can you make a minor change to the job to bring it into your shop? If so, please do so and bid, but list the change in the notes section on the bid form. If you have any questions about the bid specs, you can send e-mail to wsampson@wattnet.net or phone 203/270-0025.
3. Complete the itemized bid form even if you use another method for pricing. This will provide readers with a means of comparing bids. However, use your usual method to calculate your final bid price. Please use the notes section to briefly explain your method and the variance, if any, from our itemization list.
4. Use the notes section for any pertinent comments. These could include suggestions for changes in the job, variances in your bid or work method or even questions you may have.

2010 Pricing Survey Bid Form

Bidder information (confidential except for state)

Name _____ Company _____
Address _____ City _____ State _____ Zip _____
Phone _____ Fax _____ E-mail _____
How many years have you been in business? _____

1. Custom Kitchen.

Design/Plans _____ Materials _____ Shop Rate _____ Construction hrs. _____
Install rate _____ Install hrs. _____ Finishing Rate _____ Finishing hrs. _____
Did you use computer software to calculate this bid? _____ If so, note the program below in the Notes section.
Do you use CNC equipment in your manufacturing process? _____
Total Bid (including finishing and installation) _____
Notes:

2. Built-in Project.

Design/Plans _____ Materials _____ Shop Rate _____ Construction hrs. _____
Install rate _____ Install hrs. _____ Finishing Rate _____ Finishing hrs. _____
Did you use computer software to calculate this bid? _____ If so, note the program below in the Notes section.
Do you use CNC equipment in your manufacturing process? _____
Total Bid (including finishing and installation) _____
Notes:

3. Alder Bar

Design/Plans _____ Materials _____ Shop Rate _____ Construction hrs. _____

Install rate _____ Install hrs. _____ Finishing Rate _____ Finishing hrs. _____

Did you use computer software to calculate this bid? _____ If so, note the program below in the Notes section.

Do you use CNC equipment in your manufacturing process? _____

Total Bid (including finishing and installation) _____

Notes:

4. Round Cherry Conference Table

Design/Plans _____ Materials _____ Shop Rate _____ Construction hrs. _____

Install rate _____ Install hrs. _____ Finishing Rate _____ Finishing hrs. _____

Did you use computer software to calculate this bid? _____ If so, note the program below in the Notes section.

Do you use CNC equipment in your manufacturing process? _____

Total Bid (including finishing and installation) _____

Notes:

5. About this survey.

A. About how long did it take you to complete the bidding?

B. Was the bidding information adequate? If not, how could it be improved?

C. Were the projects a good selection? Any projects you would have liked to add or drop?

6. Any additional comments or notes;

Mail completed bid forms to: Price Survey, P.O. Box 130, Sandy Hook, CT 06482-0130

or Fax form to (203) 426-4718

or send e-mail to wsampson@wattnet.net

**All bid forms must be received
by August 20, 2010, to be included in the survey.**



1. Custom Kitchen

This sleek custom kitchen features a number of interesting design details including a color contrasting island. Because of the complexity of the project, the main kitchen and island were separated in the bid proposal.

Kitchen

Materials include finished interiors in 3/4-inch hard maple plywood with Antique White Colourtone stain. Unfinished interior material is 3/4-inch M2S hard rock maple, and finished exteriors use 3/4-inch hardwood hard maple-PG A material finished in Antique White Colourtone stain. Edgebanding material is antique white.

There are 9 base cabinet boxes (1 unfinished, 8 finished) and 9 upper cabinet boxes (2 unfinished, 7 finished). All the regular doors and drawer fronts are square flat panel in 3/4-inch hardwood-hard maple-PG A. Nova Pro metal drawer box systems are used for all drawers. Salice concealed hinges are used for doors. There are 22 knobs and 10 pulls specified.

Special features include two pairs of six-light glass doors for the upper cabinets, 14 glass shelves, a drawer tray, a sink tipout, hood liner-blower, a kidney lazy susan, and one set of Hafele retractable doors. There are crown mouldings and light rails. Trim includes beaded panels,



two carved maple corbels, a foot pedestal, and the Stanisci T-Series hard maple 36-inch hood.

Island

For the island, basic materials include 3/4-inch cherry plywood with an Espresso stain for finished interiors, 3/4-inch M2S-Hard (*continued*)



1. Custom Kitchen Design Details (cont.)

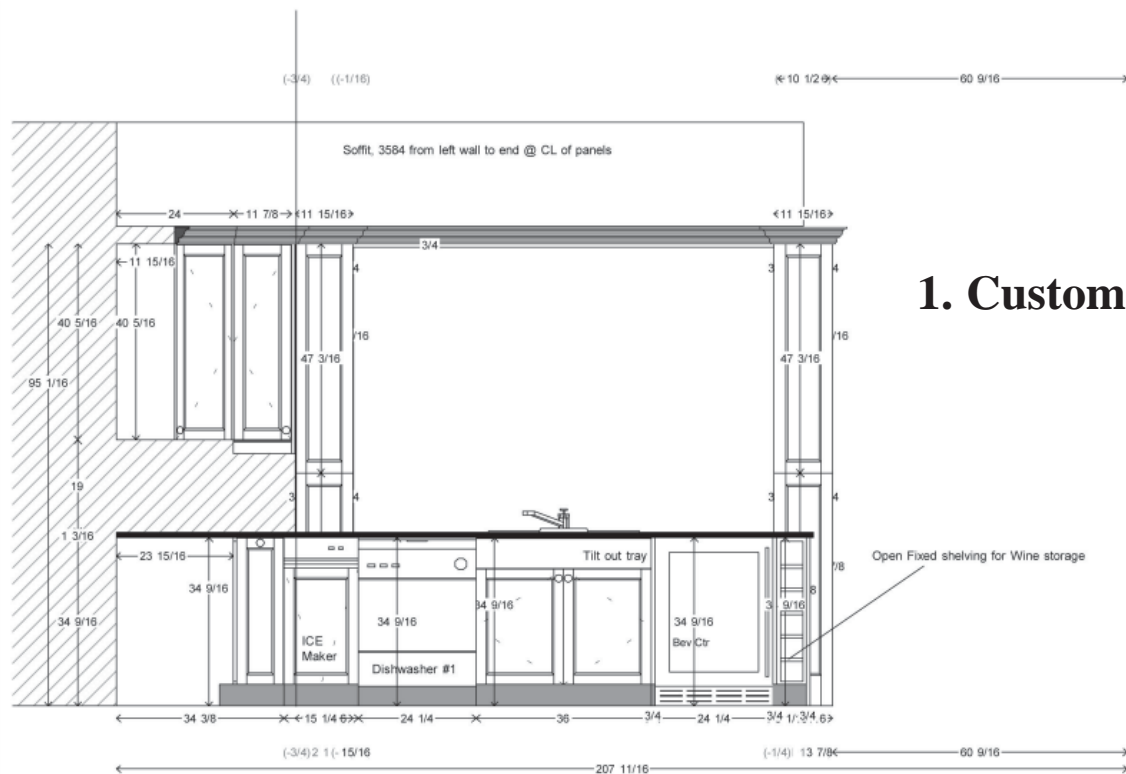
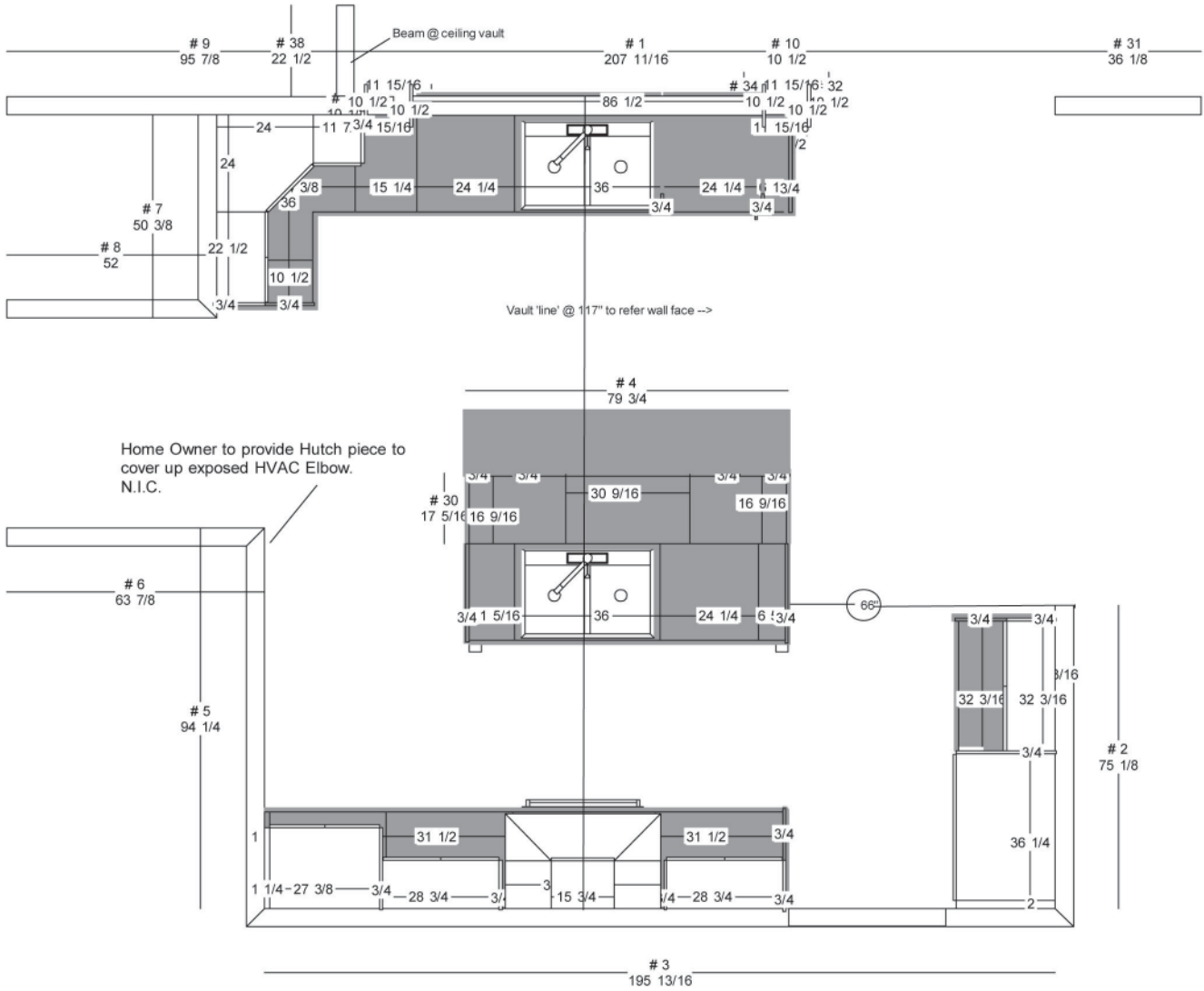
Rock Maple prefinished for unfinished interiors, and 3/4-inch cherry plywood-A with Espresso stain for finished exteriors. Edgebanding material is Poirier Chocolate 4763.

There are six unfinished base cabinet boxes that make up the island. Seven 3/4-inch square flat door panels in 3/4-inch hardwood cherry are required, as are five similar drawer fronts in the same material. As in the rest of the kitchen, the drawers use Nova Pro metal drawer systems, and doors hang on Salice hinges. The island requires seven knobs and four pulls.

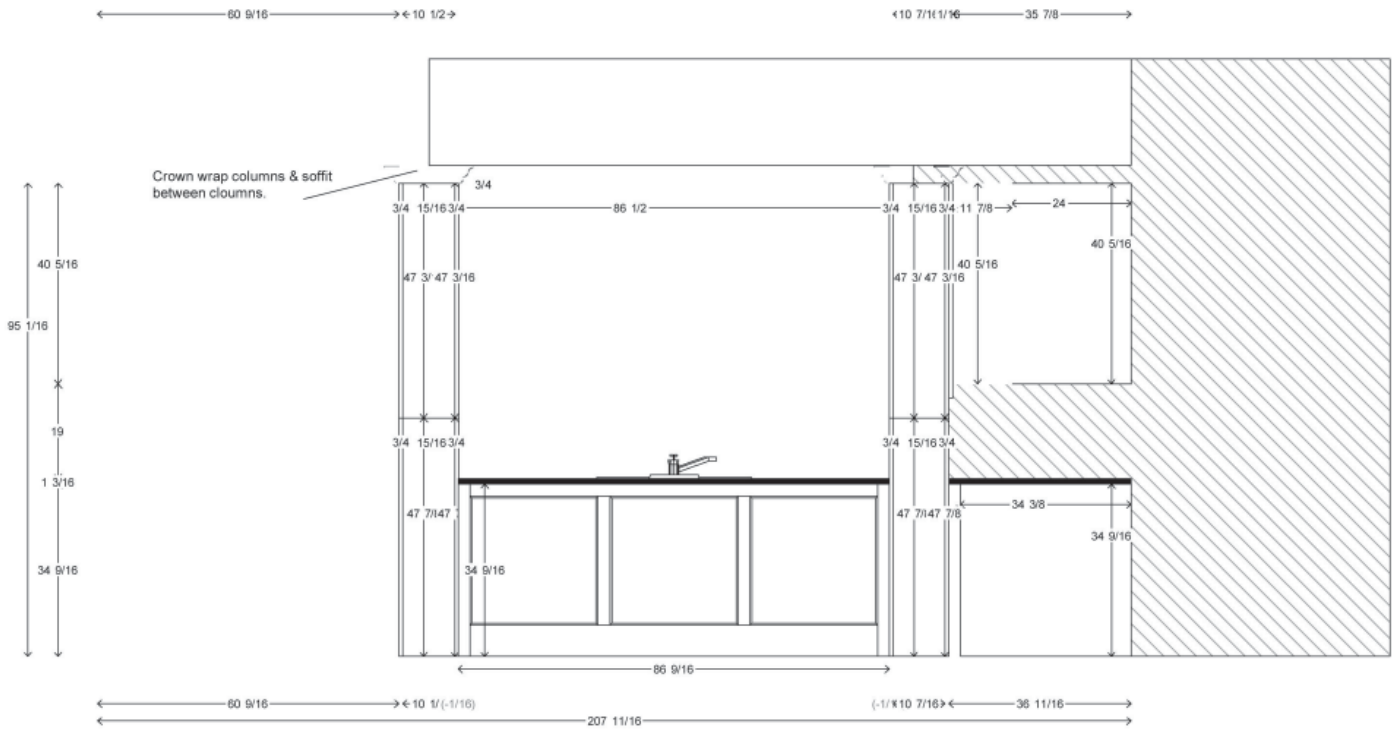
Special features include a 5-inch BC pullout organizer, a wood cutlery tray, a false front tip-out tray, two trash pullouts and tray dividers. There are two large routed cherry corbels.

For installation logistics, figure that the job site is 31 miles from your shop.

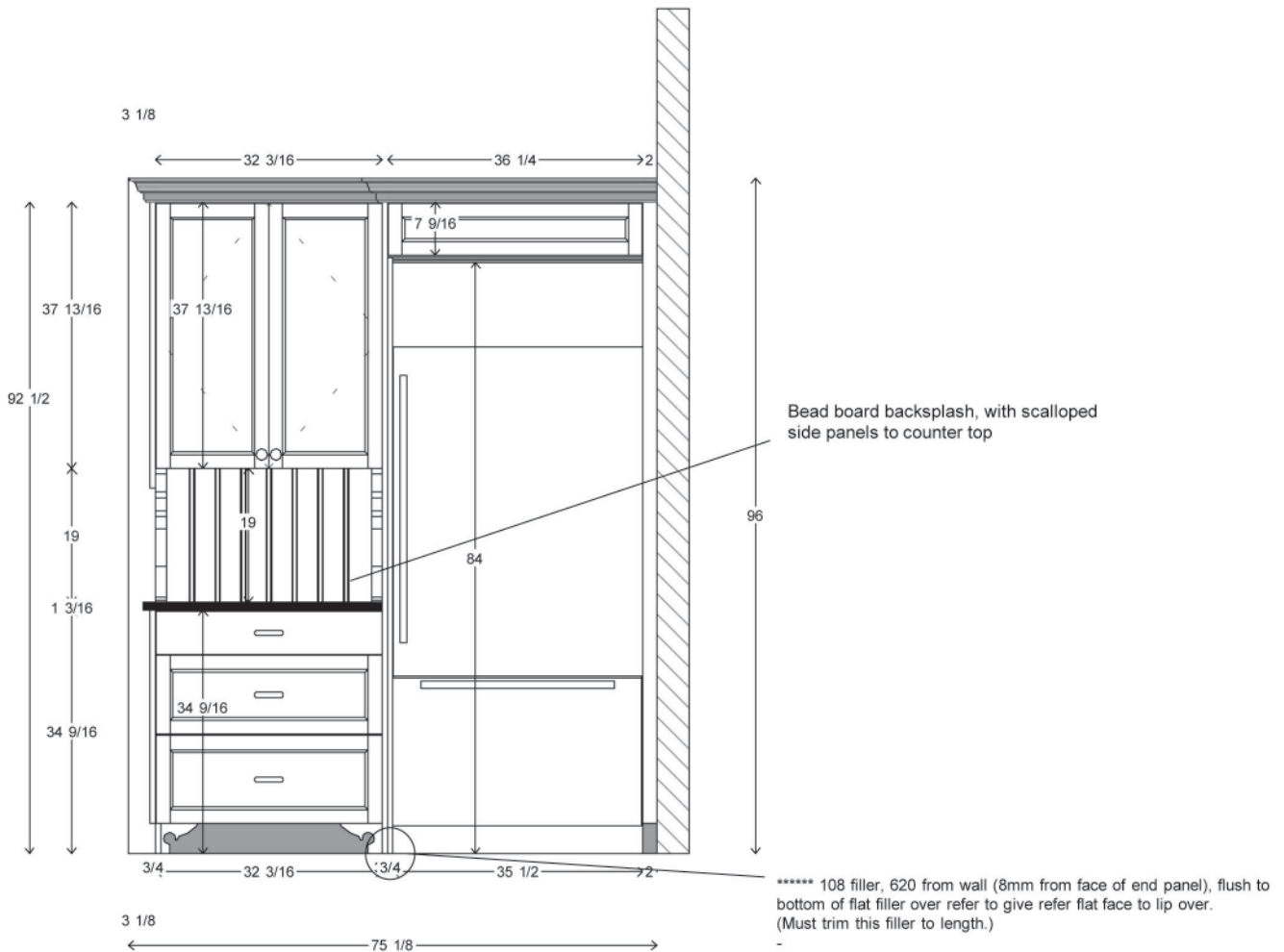




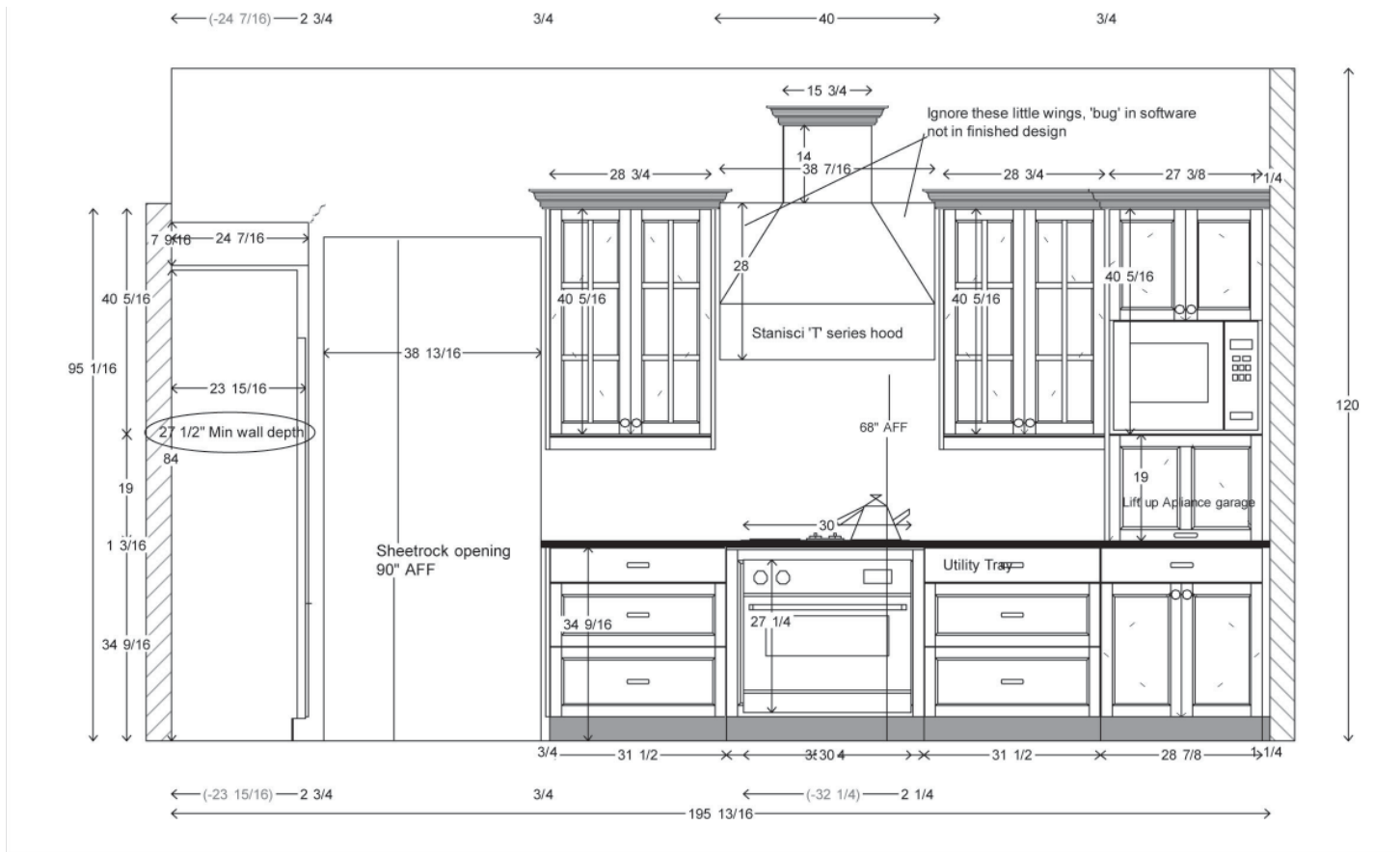
1. Custom Kitchen (cont.)



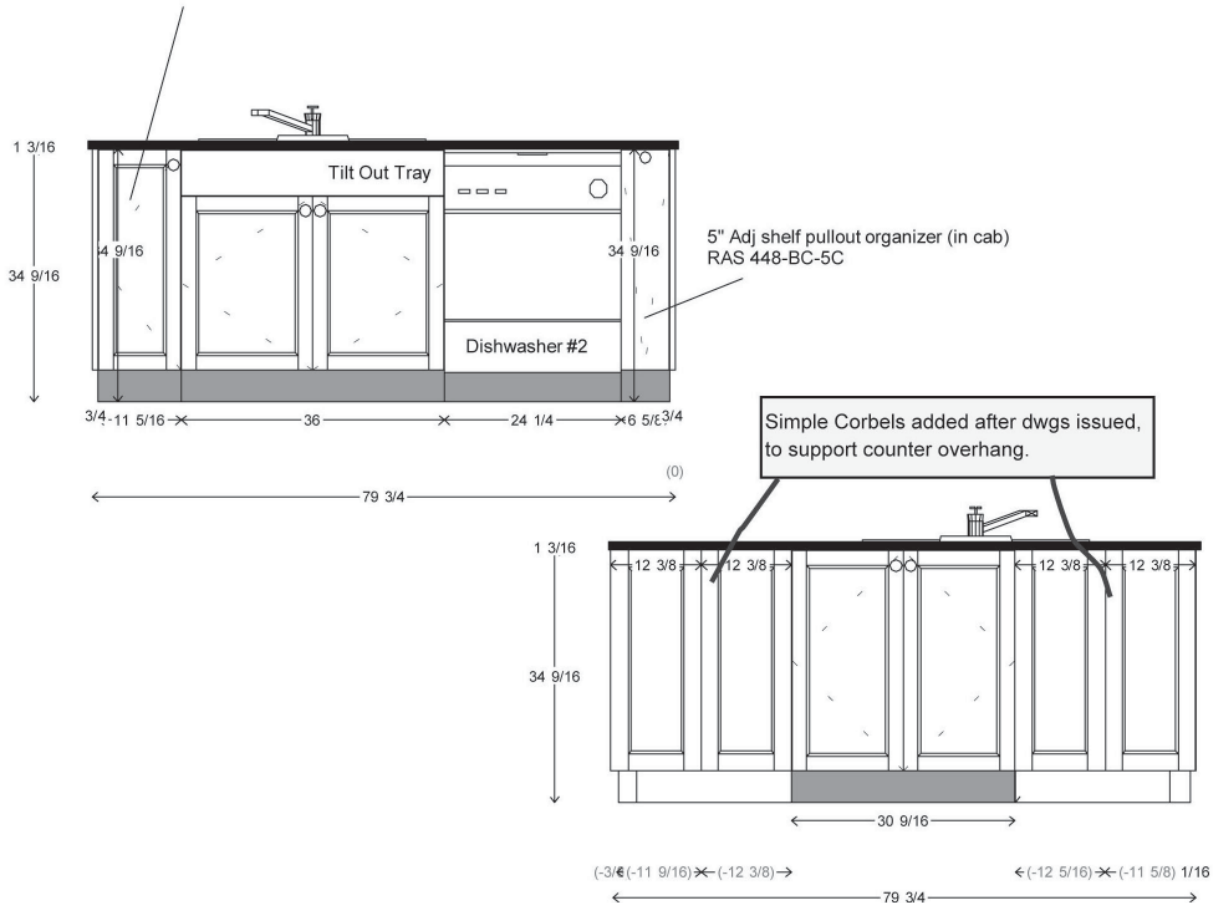
1. Custom Kitchen (cont.)



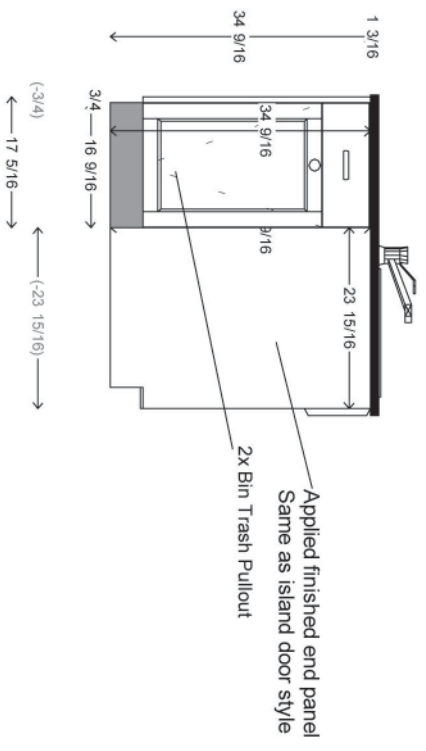
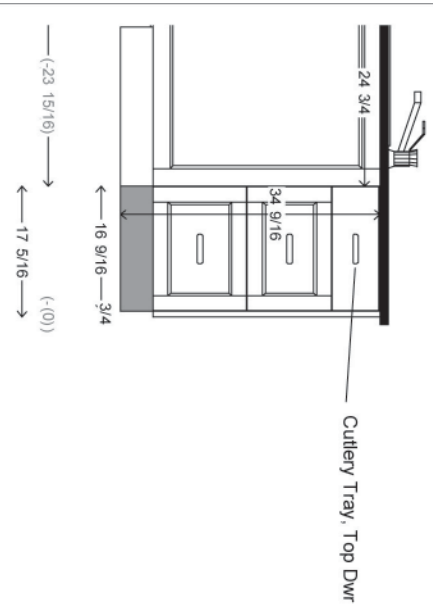
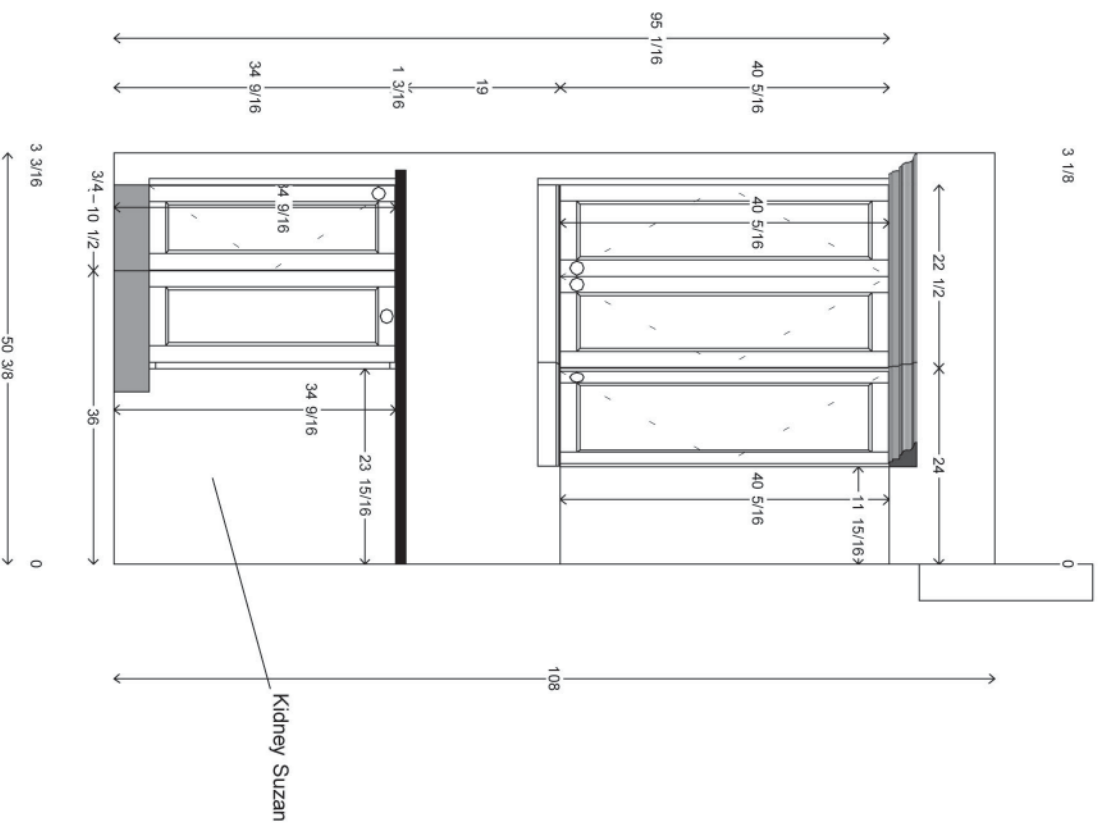
1. Custom Kitchen (cont.)



Tray divider (1) for trays/baking sheets



1. Custom Kitchen (cont.)





2. Built-in Project

This is a whole house built-in project that includes a bar cabinets, an entertainment center, and bedroom office cabinetry. All were done in full-overlay Euro-style construction, but a similar look could be achieved with full-overlay, face-frame cabinets. Specify your construction method in your bid. Cabinet ends are flat. Cabinet interiors are 3/4-inch birch plywood.

Doors are five-piece raised panel MDF. Slab drawer fronts to match. There are 19 dovetailed solid maple drawers with 3/8-inch plywood bottoms. Fifteen of the drawers use Blum TIP-ON slides and four use Blum Heavy Duty slides. Drilling for knobs and pulls is included in the bid, but the knobs and pulls themselves are not.

Wood countertops were provided for the entertainment center and desk



unit, but the bar countertop was not included. Shelving is adjustable, with 1/4-inch spoon standards, steel grommets, and 1mm wood eased edges.

Interior accessories includes one set of wire dividers and two file drawers for the desk unit. Both the bar and

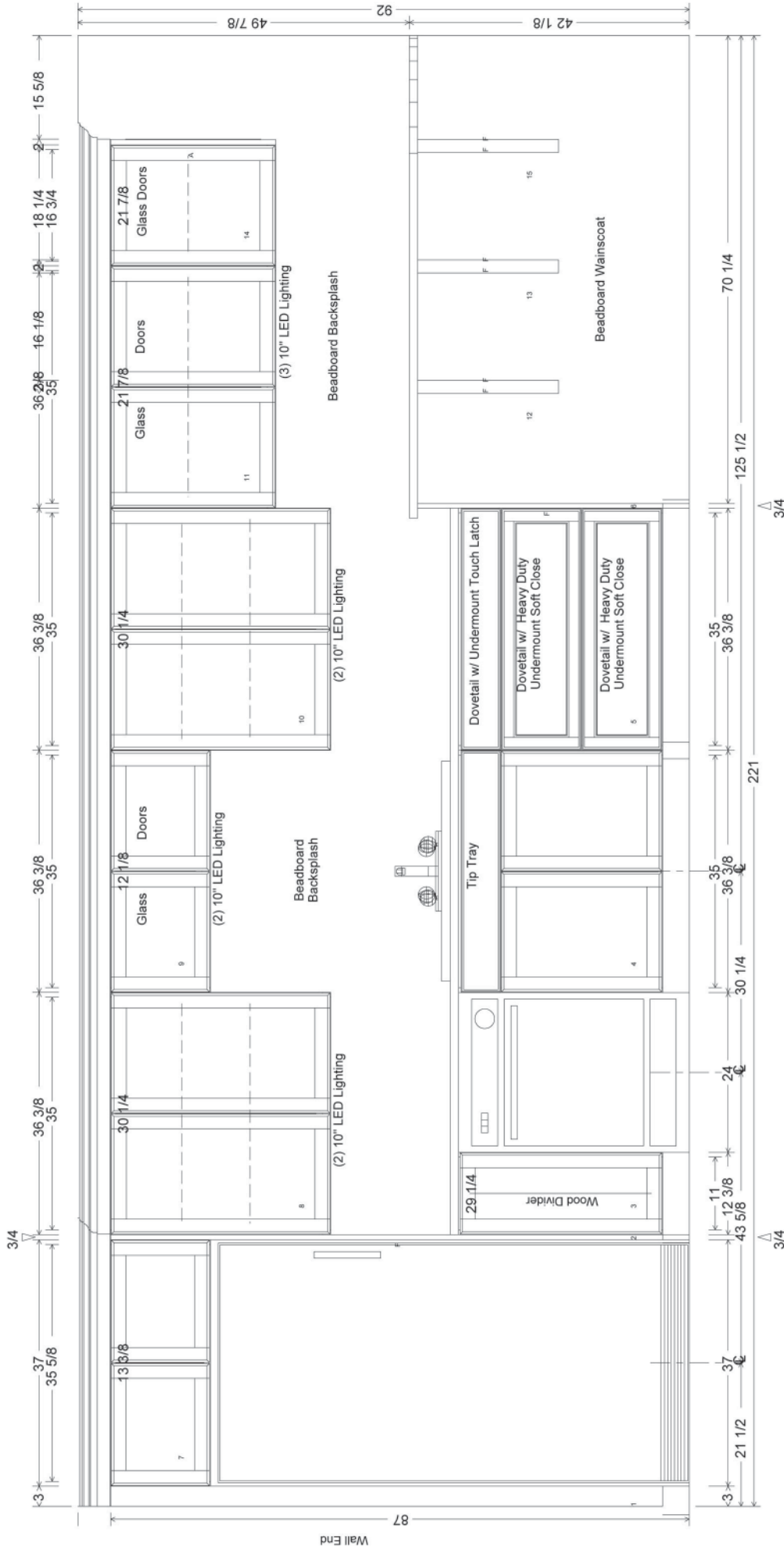
desk have LED lighting. Moulding and trim includes 3-1/4-inch crown moulding and beaded wainscoting (MDF core) for the bar area, backsplash, over sink, and desk backsplash.

Finish is solid paint with catalyzed conversion varnish top coat.



2. Built-in Project



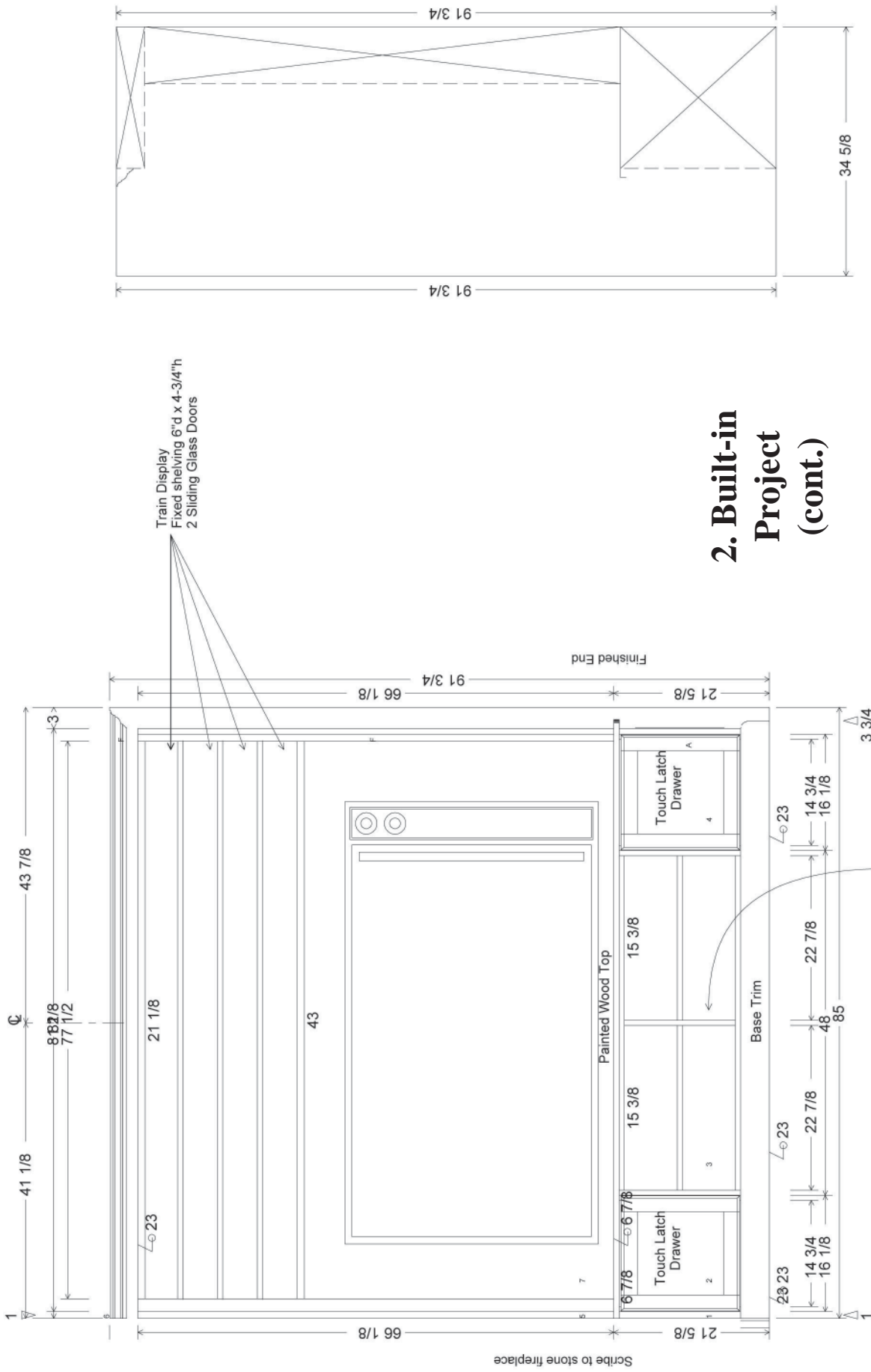


Customer		Scale: N/A	Approved by:	Drawn by: N/A
		Date: N/A		Revised: N/A
Bar Elevation		Drawing number: N/A		

Other Notes:
 -Entire wall to have wainscoat except behind cabinetry & refrigerator
 -Laminate top by others

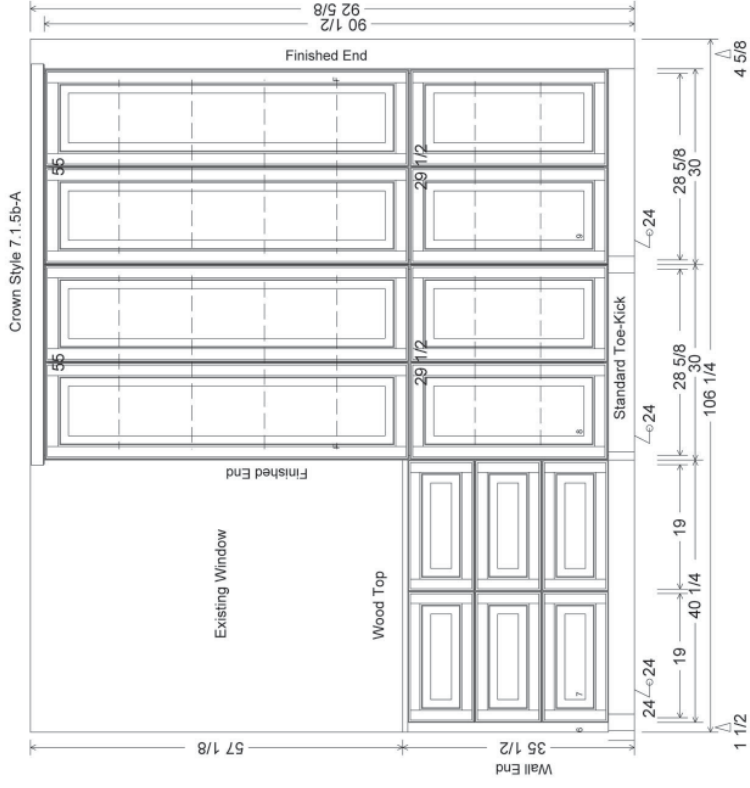
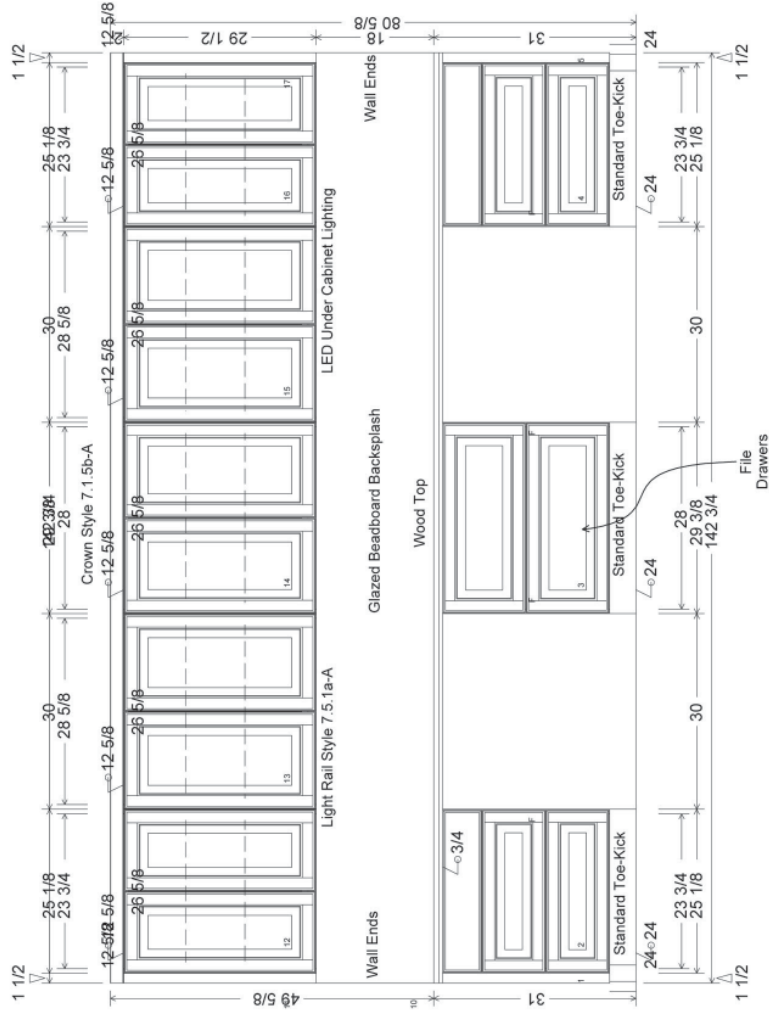
Under Cabinet Lighting Power Requirements
 -Connection type TBA
 -Power requirements = 10 low voltage lights * 1.65w per light
 -Electrician to provide switch

2. Built-in Project (cont.)



2. Built-in Project (cont.)

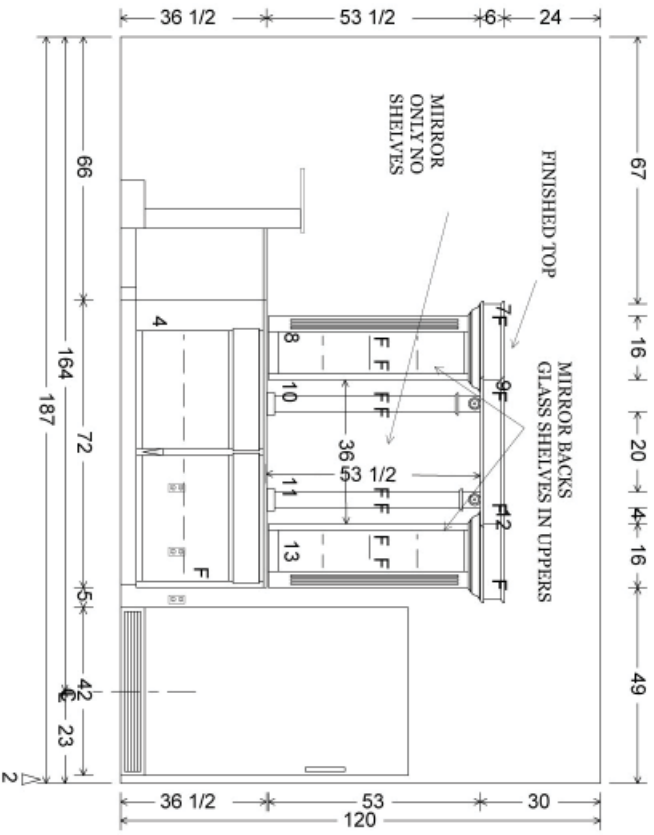
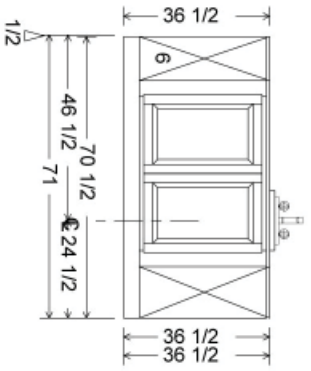
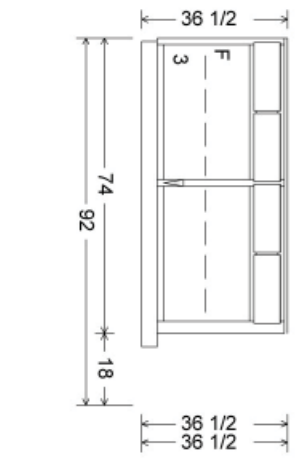
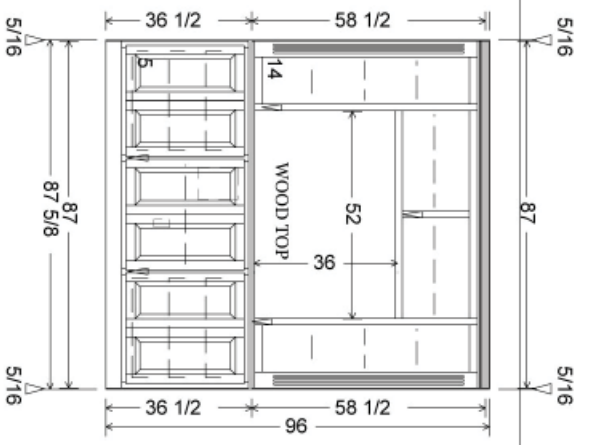
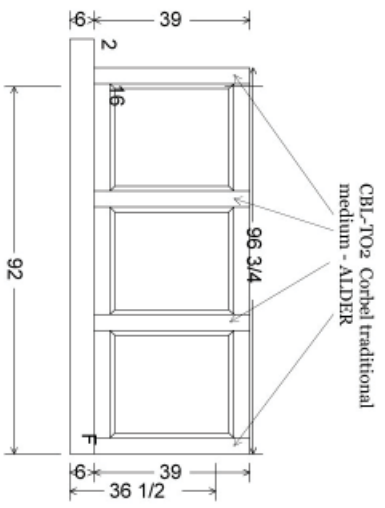
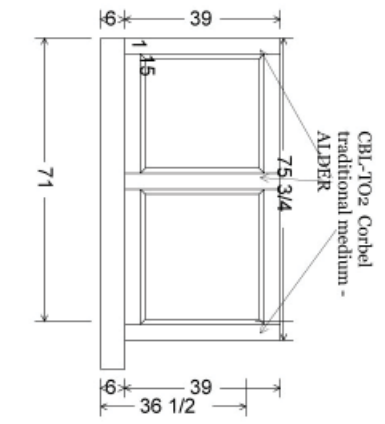
Customer		Drawn by: N/A	Drawing number: N/A
Scale: N/A	Approved by:	Revised: N/A	
Date: N/A			
Entertainment/Display			Drawing number: N/A



Customer		Drawn by: N/A
Scale: N/A	Approved by:	Revised: N/A
Date: N/A		
Office - Bedroom		Drawing number: N/A

2. Built-in Project (cont.)

3. Alder Bar



POST STYLE TBD BID FIGURE
PST-SC6 Post Cylinder Plain - ALDER

safe 42.5 x 72 x 26



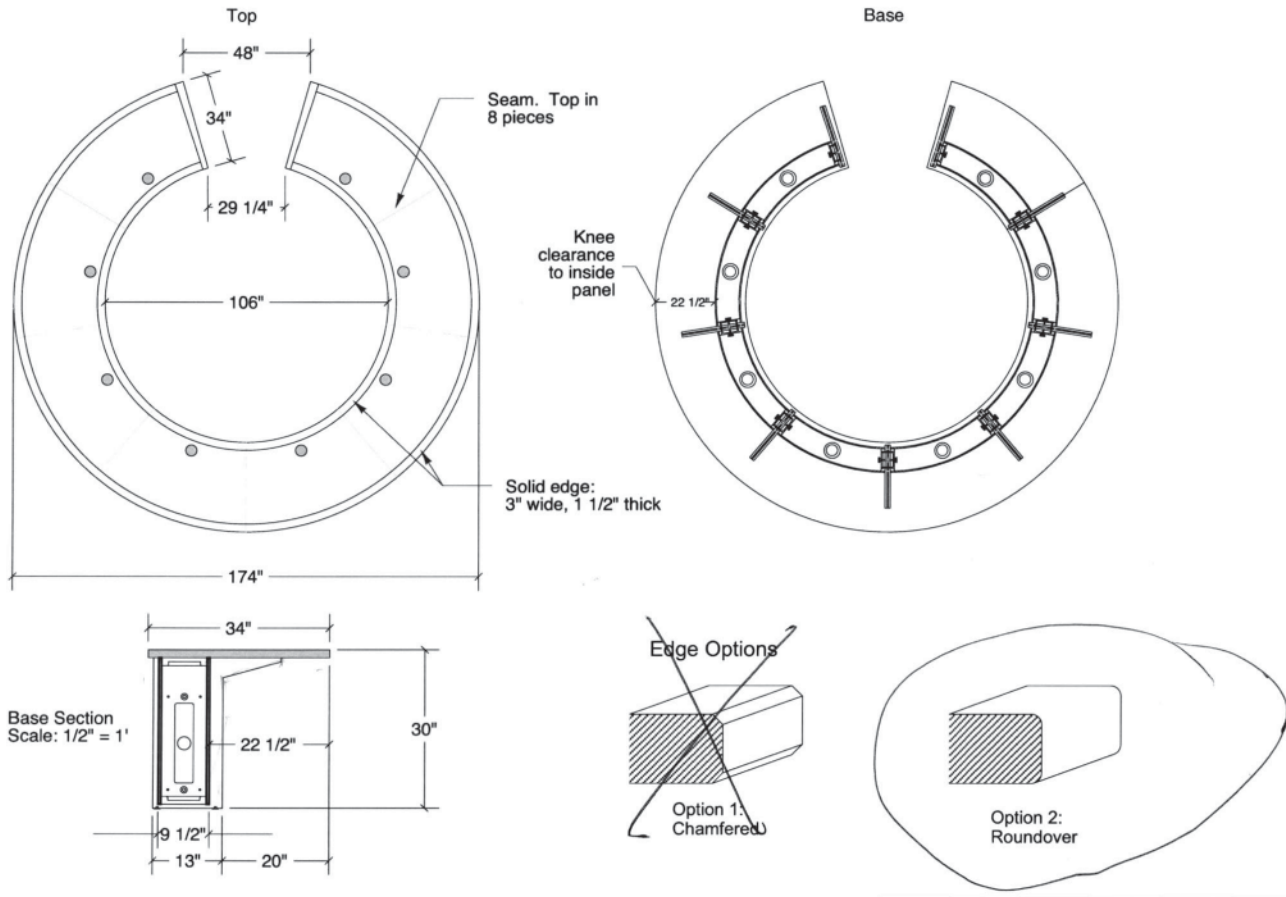
4. Round Cherry Conference Table

The challenge was to build a round conference table to seat 16 people. But the challenge wasn't just the construction. The table had to be built in eight sections so it could fit in an elevator to arrive at its fourth-floor office location. Each section had 3-inch hardwood at the inside and outside radius, and 1/4-inch hardwood at the edges where the table pieces butt together.

All solids and veneers were cherry (table tops were sequenced). The grommets were provided by the owner, so the quote only included machining the holes. Delivery and setup was a separate quote from production since it was 120 miles away from the shop.

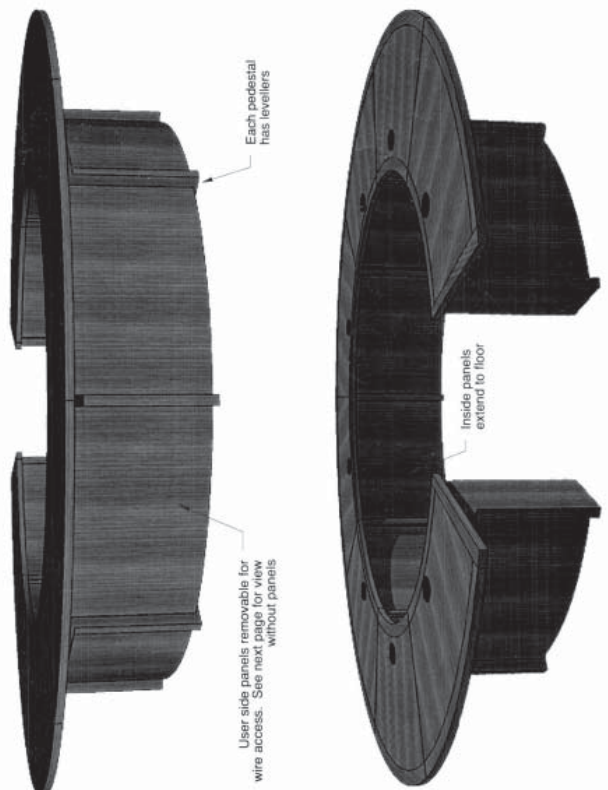
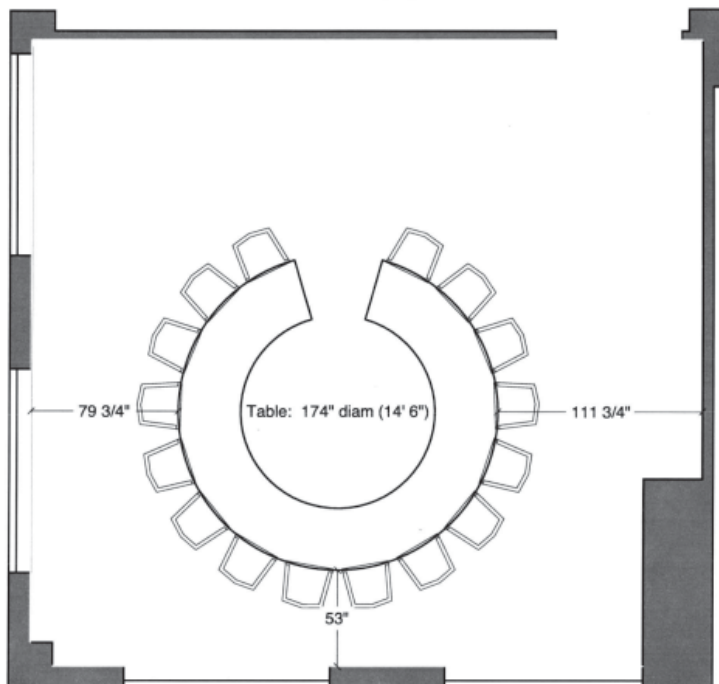
Finish work included staining and several coats of 20 sheen conversion varnish.





4. Round Cherry Conference Table

We start every table design by checking that the table will fit in the room and that it will provide the capacity that you need. You asked for a round table to seat 16 people. Here is our recommendation:



A 174" diameter table will fit the room easily and is large enough to seat 16 people in standard conference style chairs. See the following pages for mockup images of your table.