

THE TRANSITION FROM RESIDENTIAL TO COMMERCIAL WORK

Today's Speaker

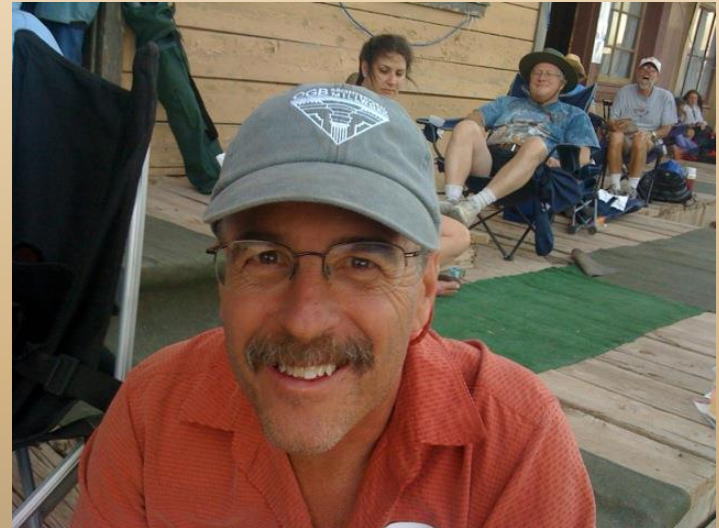
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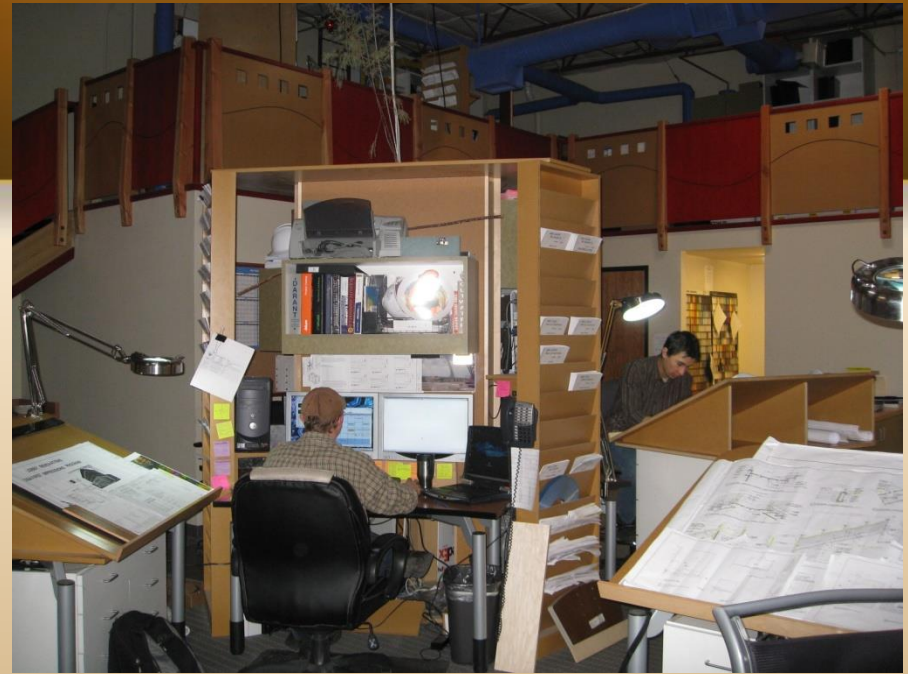
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The Final Piece in Building a Successful Woodworking Business



The Final Piece in Building a Successful Woodworking Business

Cabinet Makers Association www.cabinetmakers.org



The Final Piece in Building a Successful Woodworking Business

Sequence of Events

Hand-Off

Close

Schedule

Price

Draw/Cut List

Cost

Purchase

List

Produce

Evaluate

Finish

Contact

Ship/Install

Adjust

Collect

Measure

Analyze



SECTION 064023 - INTERIOR ARCHITECTURAL WOODWORK

1.1 SUMMARY

- A. Interior standing and running trim.
- B. Interior frames and jambs.
- C. Flush and raised wood paneling, ceiling panels and coffers.
- D. Interior ornamental work.
- E. Wood cabinets.
- F. Countertops and Trim.
- G. Closet and utility shelving.

1.2 QUALITY ASSURANCE

- A. Quality Standard: AWI Quality Certification Program, including installation.
- B. Mockups for each form of construction and finish.

1.3 MATERIALS

- A. Wood Species and Cut for Transparent (dark stained) Finish: Superior grade red alder.
- A. Composite Wood Materials: Urea formaldehyde free.
- B. Adhesives: Urea formaldehyde free.
- C. Installation Adhesive: Low VOC.
- D. Cabinet Hardware:
 - 1. Hinges: Frameless, concealed.
 - 2. Pulls: Back mounted; Wire.
 - 3. Locks: Door and drawer.
 - 4. Exposed Hardware Finishes: Satin chromium plated or as selected.
- E. Interior Woodwork Grade: Premium.
- F. Interior Standing and Running Trim, Moldings for Transparent (dark stained) Finish:
 - 1. Grade: Premium.
 - 2. Wood Species and Cut: Superior grade red alder.
- G. Interior Frames and Jambs for Transparent (dark stained) Finish:
 - 1. Grade: Premium.

SPEC BOOK

RMKMArchitecture P.C.

SOUTHWEST
CAPITAL BANK

2. Species: Match other woodwork in same area.

H. Flush or Raised Wood Paneling, Ceiling Panels and Coffers:

1. Grade: Premium.

2. Wood Species and Cut: match woodwork in same area.

3. Veneer Matching: Book match veneer leaves and center balance match within panel face.

4. Panel Matching Method:

a. None; panels arranged for similar grain and color.

5. Flame Spread Index: 75 or less.

I. Interior Ornamental Work for Transparent (dark stained) Finish:

1. Grade: Premium.

2. Wood Species and Cut: Match other woodwork in same area.

J. Wood Cabinets for Transparent (dark stained) Finish:

1. Grade: Premium.

2. AWI Type of Cabinet Construction: Flush overlay, or as indicated.

3. Wood Species and Cut for Exposed Surfaces: match other woodwork in same area.

a. Veneer Matching: Book match veneer leaves and center balance match within panel face.

1) Blueprint match with paneling.

4. Cabinet Interiors:

a. Grade: Premium.

b. Wood Species and Cut: Match other woodwork in same area.

K. Closet and Utility Shelving: Premium grade.

L. Shop Finishing:

1. Grade: Same grade as woodwork.

2. Grade: Premium for transparent (dark stained) finish. Extent: All woodwork shop finished, to extent possible

3. Finishing Materials: Low-emitting materials.

END OF SECTION 06-4023

SPEC CHECK

SPEC CHECK		BID #	MODIFIED
JOB NAME		OST	06/04/2013 (HR)
2013#			
LOCATION			
MILES 1 WAY			
TIME TO SITE (1 WAY)	0.00		
OGB UNLOAD	2		
TRUCKING	1		
BID DATE			
TIME			
ESTIMATED DELIVERY			
ESTIMATOR			
PLAN DATE			
ALTERNATES			
SECTIONS			
ADDENDA			
FULL SET			
PARTIAL SET			
SPEC			
FROM			
ARCHITECT			
CONTACT			
BEO REPORTING		YES	NO
PREVAILING WAGE		YES	NO
AWI CERTIFIED		YES	NO
LEED		YES	NO
CASEWORK SPECIFICATIONS LP CASEWORK			
AWI QUALITY GRADE	CUSTOM		
STYLE	FULL OVERLAY		
CASEWORK FACE	V GRADE		
PL1			
PL2			
PL3			
PL4			
LOCK	TIMBERLINE CAM		
CASEWORK INTERIOR	WHITE MELAMINE		
CASEWORK EDGE	PVC TO MATCH		
TOEKICK FINISH	BY OTHERS		
DRAWER SLIDE	20" UNIGRASS		
FULL EXTENSION	FILES ONLY		
SHELF SUPPORT	32 MM SYSTEM		
HINGE	BLUM 126 CLIP		
PULL	3 1/2 CHROME WIRE		
SHELF STD	KV SS & LSS		
COUNTERTOP	STD SELF EDGE WITH BACKER		
CASEWORK SPECIFICATIONS WOOD CASEWORK			
AWI QUALITY GRADE			
STYLE			
CASEWORK FACE			
SPECIES/CUT			
CASEWORK INTERIOR			
CASEWORK EDGE			
TOEKICK FINISH			
DRAWER SLIDE			
SHELF SUPPORT			
HINGE			
PULL			
SHELF STD			
COUNTERTOP			
WOOD FINISH			
SPECIALTY WORK			
AWI QUALITY GRADE			
	POPLAR, ALDER, MAHOGANY	1.35	W
	NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK	1.45	W
	CHERRY, WHITE OAK, HARD MAPLE	1.50	W
	SELECT BIRCH & WHITE MAPLE, QUARTERED & RIFT OAK, WALNUT	1.65	W
VENEER SPECIES/CUT			
SOLID SURFACE 1			
SOLID SURFACE 2			
SOLID SURFACE 3			
PL 1			
PL 2			
PL 3			
PL 4			
METALS			
FINISH			
FINISH ON TRIM			
OTHER			

Sidebar: Are You on Track to Break Even?

The principles behind Aquascape's approach to breakeven analysis are almost as old as accounting itself. What's new is the way Aquascape has used its formula as a tool for education, communication, and marketing. The secret lies in the formula's simplicity. To calculate your breakeven point for a given period of time, you need to have just two numbers, your overhead expenses and your gross margin.

Start with your total sales for the period. Then calculate your cost of goods sold (COGS)—or, in service businesses, your cost of sales—by adding up all of your direct costs, that is, the costs directly involved in obtaining or producing what you've sold. You get your gross profit by subtracting COGS from sales. Express that number as a percentage of sales, and you've got your gross margin.

You calculate your overhead by adding up all of the other expenses, the indirect or fixed ones (rent, utilities, insurance, administrative salaries and benefits, and the like).

Here's an example using projected numbers from Aquascape's construction division in 2003:

Annual Sales	\$750,000	100%
Total Cost of Goods Sold (COGS)	\$453,459	60%
Gross Profit	\$296,541	
Gross Margin		40%
Total Fixed Costs (Overhead)	\$247,115	33%
Net Income From Operations	\$49,246	7%

(before taxes)

By definition, breakeven is the point at which total revenue equals total costs. Put another way, your gross profit will equal your overhead at the breakeven point: Breakeven Gross Profit = Overhead

But remember, gross margin is gross profit divided by sales. That means gross profit equals sales multiplied by gross margin. Therefore, at the breakeven point: Breakeven Sales x Gross Margin = Overhead

To figure out the amount of sales you need to break even, divide your overhead for a given period of time by the gross margin. Breakeven Sales = Overhead / Gross Margin

That's the basic breakeven formula, and there are a lot of things you can do with it. Let's say you want to buy a truck that will cost you monthly finance charges of \$500, plus \$250 per month for fuel and insurance (let's assume those are the only new expenses). In a year, you'll make payments of \$6,000, and you'll have fuel and insurance costs of \$3,000, for a total of \$9,000 a year in new overhead expenses. How much do you need in additional sales to cover those expenses? You divide \$9,000 by your gross margin, say,

40%, and you find that you'll break even on the investment with a sales increase of \$22,500 per year.

You can then ask yourself, "Will this truck allow me to get the \$22,500 more in annual sales that I would need to justify spending the money to buy it?" It's often easier to answer the question if you take the analysis a step further. Say your average sale is \$6,000—about the price of a pond. In that case, you'll need the equivalent of 3.75 ponds ($\$22,500 / \$6,000 = 3.75$) in additional sales to break even. So you can ask, "Will this truck make it possible for me to build 3.75 more ponds this year?"

You can also use the formula to figure out how long it will take you to break even in a given period. Suppose your annual overhead is \$240,000, and your gross margin is 40%. You'll break even when you hit \$600,000 in sales ($\$240,000 / 0.4 = \$600,000$). Now suppose that, on average, you do \$20,000 a week in sales. At that rate, you'll hit \$600,000 in 30 weeks. When you get there, you will have covered all of your overhead expenses for the year. In the remaining 22 weeks of the year, you'll earn an operating profit of 40¢ on every \$1 of sales.

But what if you could increase your weekly sales to \$25,000? Your breakeven point would go down to 24 weeks from 30 weeks, and you'd be earning 40¢ on the dollar six weeks longer. Or what if you could increase your gross margin to 44%? Then you'd need only \$545,455 (rather than \$600,000) in sales to break even.

SPEC CHECK

SPEC CHECK		BID #	MODIFIED
JOB NAME		OST	
LOCATION		2013#	06/04/2013 (HR)
MILES 1 WAY	0.00		
TIME TO SITE (1 WAY)	2		
OGB UNLOAD	1		
TRUCKING			
BID DATE			
TIME			
ESTIMATED DELIVERY			
ESTIMATOR			
PLAN DATE			
ALTERNATES			
SECTIONS			
ADDENDA			
FULL SET			
PARTIAL SET			
SPEC			
FROM			
ARCHITECT			
CONTACT			
EEO REPORTING		YES	NO
PREVAILING WAGE		YES	NO
AWI CERTIFIED		YES	NO
LEED		YES	NO
CASEWORK SPECIFICATIONS LP CASEWORK			
AWI QUALITY GRADE	CUSTOM		
STYLE	FULL OVERLAY		
CASEWORK FACE	V GRADE		
PL1			
PL2			
PL3			
PL4			
LOCK	TIMBERLINE CAM		
CASEWORK INTERIOR	WHITE MELAMINE		
CASEWORK EDGE	PVC TO MATCH		
TOEKICK FINISH	BY OTHERS		
DRAWER SLIDE	20" UNIGRASS		
FULL EXTENSION	FILES ONLY		
SHELF SUPPORT	32 MM SYSTEM		
HINGE	BLUM 126 CLIP		
PULL	3 1/2 CHROME WIRE		
SHELF STD	KV 85 & 185		
COUNTERTOP	STD SELF EDGE WITH BACKER		
CASEWORK SPECIFICATIONS WOOD CASEWORK			
AWI QUALITY GRADE			
STYLE			
CASEWORK FACE			
SPECIES/CUT			
CASEWORK INTERIOR			
CASEWORK EDGE			
TOEKICK FINISH			
DRAWER SLIDE			
SHELF SUPPORT			
HINGE			
PULL			
SHELF STD			
COUNTERTOP			
WOOD FINISH			
SPECIALTY WORK			
AWI QUALITY GRADE			
NATURAL ASH, POPLAR, ALDER, MAHOGANY		1.35	W
NATURAL BIRCH, SOFT MAPLE, RED OAK		1.45	W
CHERRY, WHITE OAK, HARD MAPLE		1.50	W
SELECT BIRCH & WHITE MAPLE, QUARTERED & RIFT OAK, WALNUT		1.65	W
VENEER SPECIES/CUT			
SOLID SURFACE 1			
SOLID SURFACE 2			
SOLID SURFACE 3			
PL 1			
PL 2			
PL 3			
PL 4			
METALS			
FINISH			
FINISH ON TRIM			
OTHER			

BID LOG

				YTD	\$18,488,137	19.55%	
	BID DATE	JOB NAME	MATERIALS	INSTALL	TOTAL	SUCCESS	\$3,614,321
794414	02/01/14	CORNADO MALL HANDRAIL	\$42,173				
777214	02/17/14	BE NAVAJO HOUSING	\$6,090				
794513	05/08/13	JEMEZ HS PASS THRU TOP	\$1,877		\$1,877	---	\$1,877
		SPARKS MONOLITH 1	\$67,400		\$67,400	---	\$67,400
		LAGUNA MAINTNC	\$4,684		\$4,684	---	\$4,684
792713	05/08/13	VIOLET CROWN THEATER	\$91,215		\$91,215		\$0
794913	05/24/13	NAVAJO TECH WELLNESS CNTR	\$11,678		\$11,678	---	\$11,678
		REID ELAN POINT TX	\$125,100		\$125,100	---	\$125,100
	05/08/13	ISLETA PHARMACY	\$10,762		\$10,762	---	\$10,762
810913	07/25/13	SAN LUIS AIRPORT	\$55,872		\$55,872		\$0
814214	04/10/14	LA QUINTA CARLSBAD	\$70,714		\$70,714		\$0
819313	08/16/13	LANL GLOBAL RENOV.	\$391,961		\$391,961		\$0
822813	08/28/13	CHABAD JEWISH CENTER	\$33,796		\$33,796		\$0
824813	09/13/13	CNM BLACKBOX THEATER RENOV	\$6,876		\$6,876	---	\$6,876
823614	01/07/14	SLFCU RR	\$97,761		\$97,761	---	\$97,761
823813	09/10/13	ARTESIA HEALTH RESOURCES ADD	\$7,601		\$7,601	---	\$7,601
826013	09/18/13	APS FOOD & NUTRITION SRVC	\$38,974		\$38,974	---	\$38,974
829813	10/03/13	KANW HQ ADD & REMOD	\$21,370		\$21,370	---	\$21,370
834613	10/16/13	FX SPARKS FOSSIL	\$56,000		\$56,000		\$0
835414	01/15/14	DESERT PLASTICS	\$3,575		\$3,575	---	\$3,575
835613	10/18/13	SIMMS 5TH FLR	\$24,014		\$24,014		\$0
836913	10/29/13	DAVITA ATLUS, OK	\$131,408		\$131,408		\$0
837113	10/25/13	SDV SECRET PROJECT2	\$8,086		\$8,086		\$0
837313	11/15/13	SANDIA SPA & PAVILLION	\$765,000		\$765,000	---	\$765,000
837313C	11/15/13	SANDIA SPA CEILING	\$23,232		\$23,232	---	\$23,232
837613	10/28/13	FX ROD AND GUNN	\$25,000		\$25,000		\$0
839313	11/13/13	UNMH PHARM REMOD	\$84,405		\$84,405		\$0

RFI

WOODWORK SOLUTIONS, INC.

1234 LUMBER LANE / WOODVILLE, KS 00000
PHONE (000)555-5555 / FAX (000)555-5556

RFI No. _____

Date:

Time:

To:

CC:

From:

Project:

RE:

Please have the appropriate party respond to the following question and/or clarification directly on this document and fax it back to our office signed and dated. Thank you.

Question / Clarification:

Response:

CONFIRMED BY:

_____ Name

_____ Date

PM # 2

SOFT VARIABLES

Comment One

Use this page to estimate how much additional time/cost will be needed due to the factors listed below

Client Knowledge and Expectations
Price
Perceived Quality vs. Actual Quality
Perceived Value vs. Actual Value
What can the client afford, what do they want to pay, what do they expect to pay?
Ability to read and understand contracts
Ability to read and understand plans
Ability to understand concepts, procedures, and how a job progresses.
The clients trust in my company to supply them with the product they are expecting.
Will they trust our judgement when there is a question?
The overall look the client is expecting
The flexibility the client has as far as the finishing is concerned.
Can I reasonably create the finish requested or should the finishing be done by others?
How tightly wound is the client, does this work for me or against me?
How fickle is the client?
How much personal attention and reassurance does the client need?
Do they dress provocatively?
Are they money paranoid?

Site Conditions
When can actual final measurements be taken in relationship to when the product is to be installed? Is th
Can other tasks be completed prior to those measurements?
Weather conditions, if setting up outside
Weather conditions, time of year, is the house heated or cooled
Rain delays for delivery of goods that can be damaged
Parking
Access from parking to room work is in
Route to deliver product into room: doorway sizes, window sizes, or elevator sizes if necessary
Where can a working area be set up?
Cleanliness required, dust, drop cloths
Amenities, sanitary, water, lunch truck, access to town with hardware store
Distance from the shop, travel time, traffic considerations
Is the client living or working on premises during all or portion of construction?
Does the client stop by daily to check out the progress?

Interaction with Other Trades
Have we worked with this crew and company before?
Are they team players, do we look out for each other?
Who is the captain of the ship, are they competent?
If there is no captain, what are the rules for other trade interaction?

RECAP

JOB COST RECAP			LABOR	MATERIALS
GENERAL CONDITIONS				
5	LOAD		\$941	
	DELIVERY TRUCK COST			\$1,389
	DELIVERY TRAVEL TIME		\$879	
2	SITE DELIVERY LABOR	6	\$780	
	FIELD MEASURE TRAVEL	174	\$3,654	
D MEASURE COSTS (CAR RENTAL, PER DIEM ETC.)				
	SAMPLES LABOR & MATERIALS			\$200
	UNALLOCATED LABOR & MATERIALS			
	LABOR BURDEN ON GENERAL CONDITIONS		\$4,315	
MATERIALS LESS LUMBER AND LAMINATES				
	FINISH LUMBER			\$27,205
	LAMINATES			\$8,523
				\$9,885
	SHOP LABOR		\$20,498	
	DRAFTING		\$2,156	
	ENGINEERING		\$5,871	
	LABOR SUPERVISION		\$3,859	
	SHOP LABOR BURDEN		\$22,345	
	INSTALL LABOR		\$15,908	
	INSTALLATION SUPERVISION		\$1,909	
	WEEKLY INSTALL TRAVEL		\$6,047	\$1,893
	DAILY INSTALL TRAVEL			
	INSTALLATION MATERIALS			
	INSTALL PER DIEM			\$4,971
	INSTALL LABOR BURDEN		\$16,467	
	INSTALLATION SUBCONTRACT			
	AVERAGE SHOP LABOR		\$16.84	

LOAD HOURS	\$941	72
FINISH HOURS	\$849	57
MACHINING HOURS	\$2,707	180
SOLID LUMBER HOURS	\$555	37
SAND AND DETAIL HOURS	\$888	89
ASSEMBLY HOURS	\$817	82
TOPS ASSEMBLY	\$99	7
SPECIALTY ASSEMBLY HOURS	\$14,167	746
		(\$416)

\$2,500,000	PER YE
2,500.00	HOURS
10%	PERCE
255.29	HOURS

FABRICATION COSTS	\$112,501
OHP	\$56,250
SUBTOTAL	\$168,751

50% COST CHECK

BUYOUT COSTS	
1 HARDWARE	\$6,300
2 PLEX	\$6,300
3	
4	
5	
6	
7	
BUYOUTS SUBTOTAL	\$12,600
BUYOUTS OHP	\$3,150
BUYOUTS TOTAL	\$15,750

25%

FABRICATION TOTAL	\$184,501
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INSTALL COSTS	\$47,195
INSTALL OHP	\$23,598
INSTALL TOTAL	\$70,793

50%

TOTAL COSTS	\$172,296
TOTAL OHP	\$82,998
BASE BID TOTAL	\$255,294

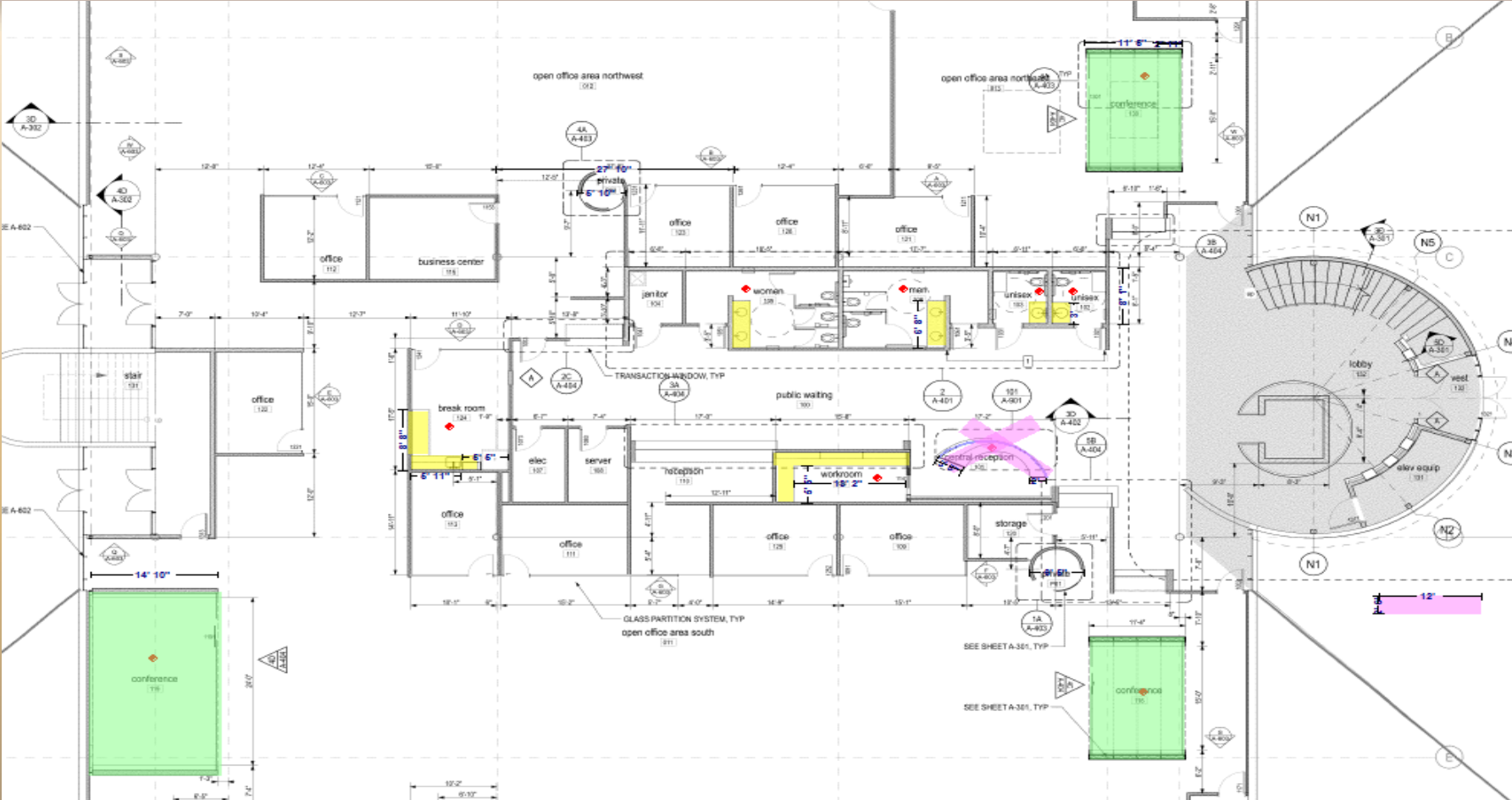
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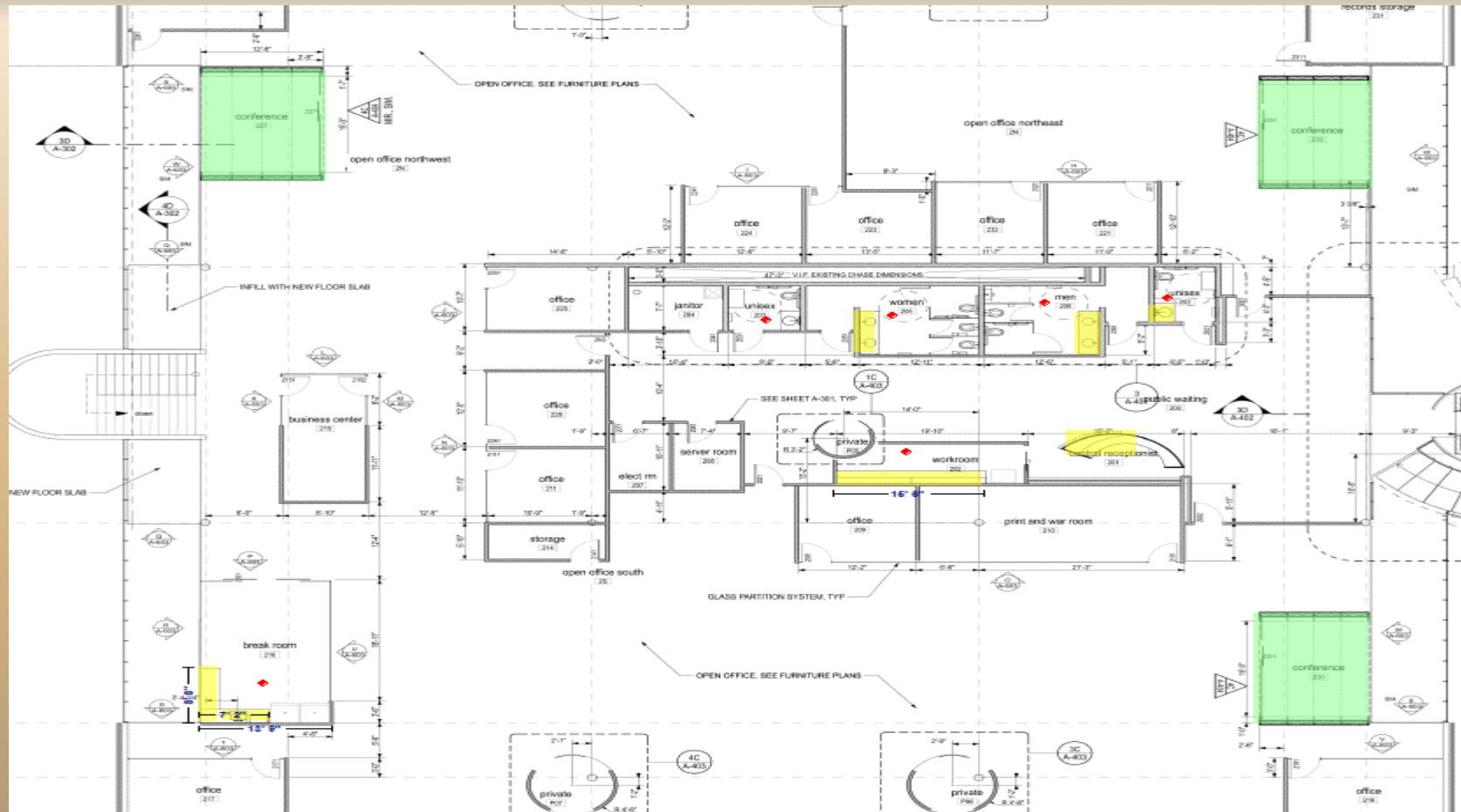
LIST

ROOM#	DETAIL	ITEM #	ITEM	Notes	QTY		INSTALL									
					P 1	P 2	P 3	P 4	P 5	P 6	P 7	P 8	P 9	P 10		
102	102/A-901	21	SOLID SURFACE TOP	INTEGRAL SINK	1	3		0.25				1	1.00	1.00		
		18	ADA		1	3								0.30		
103	102/A-901	21	SOLID SURFACE TOP	INTEGRAL SINK	1	3		0.25				1	1.00	1.00		
		18	ADA		1	3								0.30		
202	102/A-901	21	SOLID SURFACE TOP	INTEGRAL SINK	1	3		0.25				1	1.00	1.00		
		18	ADA		1	3								0.30		
203	102/A-901	21	SOLID SURFACE TOP	INTEGRAL SINK	1	3		0.25				1	1.00	1.00		
		18	ADA		1	3								0.30		
105	105/A-901	21	SOLID SURFACE TOP	INTEGRAL SINKS	1	7		0.75				2	2.00	1.00		
		18	ADA		2	7								0.60		
106	105/A-901	21	SOLID SURFACE TOP	INTEGRAL SINKS	1	7		0.75				2	2.00	1.00		
		18	ADA		2	7								0.60		
205	105/A-901	21	SOLID SURFACE TOP	INTEGRAL SINKS	1	7		0.75				2	2.00	1.00		
		18	ADA		2	7								0.60		
206	105/A-901	21	SOLID SURFACE TOP	INTEGRAL SINKS	1	7		0.75				2	2.00	1.00		
		18	ADA		2	7								0.60		
114	114/A-901	1	BASE CABINETS		3	6	6	2.00						6.00		
		7	FILEBASE CABINET		3	6	6				3.00			3.00		
		9	OPEN BASE CABINET		2	5								3.00		
		2	UPPER CABINETS		2	5	4							3.00		
		20	LAMINATE PANEL		1	5		5.00					0.50			
		15	MAIL SLOT/CUBBY		2	10	8	6.00			2.50	1		3.00		
		3	LAMINATE TOP MITERFOLDED		3	23	2	3.00								
124	124/A-001	1	BASE CABINETS		3	7	4	1.00			1.00	1		6.00		
		32	TRASH RECYCLE DRAWER		2	4	2	1.00						2.00		
		6	DRAWERSTACK		1	2	4							2.00		
		2	UPPER CABINETS		2	5	4							3.00		
		20	LAMINATE PANEL		1	5		5.00					0.50			
		10	OPEN UPPER		1	3	2						1.00			
		21	SOLID SURFACE TOP	INTEGRAL SINK	2	16	1	1.50				2	2.00	2.00		
202	202/A-901	1	BASE CABINETS		2	6	4				1.00			5.00		
		7	FILEBASE CABINET		3	9	6	3.00						6.00		
		2	UPPER CABINETS		6	15	12	1.00					1.00	7.00		
		20	LAMINATE PANEL		2	15		15.00								
		3	LAMINATE TOP MITERFOLDED		2	15	1	2.00								
216	216/A-901	1	BASE CABINETS		3	5	4	1.00			1.00	1		5.00		
		32	TRASH RECYCLE DRAWER		2	4	2	1.00						2.00		
		6	DRAWERSTACK		1	2	4							1.00		
		2	UPPER CABINETS		2	5	4							3.00		
		20	LAMINATE PANEL		1	5		5.00					0.50			
		10	OPEN UPPER		1	3	2						1.00			
		21	SOLID SURFACE TOP	INTEGRAL SINKS	2	15	2	1.25				2	2.00	2.00		
101	101/A-901	16	RECEPTION 101		4	8		16.00	56.00					24.00	12.00	
		21	SOLID SURFACE TOP		3	22	1	2.00					5.00	3.00		
201	101/A-901	17	RECEPTION 201		4	8		16.00	56.00					24.00	12.00	
		21	SOLID SURFACE TOP		3	22	1	2.00					5.00	3.00		
131 & 132	1/A-401	21	SOLID SURFACE TOP	WALL CAPS	3	17	1	2.00					5.00	2.00		
		25	WOOD CEILING		70	700	60	0.40	1.00					8.00		
		33	HIGH CEILING		82	1148	3600						82.00	123.00		
		24	WOOD BASE		40	450	40	0.51	1.00							

FLOOR PLAN



FLOOR PLAN



RATES AND MARKUPS

MACHINING	\$15.00	\$16.50	\$15.00	
SAND/DETAIL	\$10.00	\$11.00	\$10.00	
ASSEMBLY	\$15.00	\$16.50	\$15.00	
SPECIALTY ASSEMBLY	\$19.00	\$20.90	\$19.00	
LOAD	\$13.00	\$14.30	\$13.00	
ENGINEERING	\$21.00	\$23.10	\$21.00	
FINISHING	\$15.00	\$16.50	\$15.00	
PREV. RATE W/O.T.	\$24.00	\$26.40	\$21.00	
		\$255,294		
SETUP	0.5			
INSTALL PREMIUM	30%			
SHOPS	12%			
LABORSUPER	18%			
FIELDSUPER	12%			
BURDEN	69%			
OHP	50%			
OHPBUYOUT	25%			
SGF	1.25	1.35	POPLAR, ALDER, MAHOGANY	
HW	1.5	1.45	NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK	
LPF	1.3	1.5	CHERRY, WHITE OAK, HARD MAPLE	
		1.6	SELECT BIRCH & WHITE MAPLE, QUARTERED & RIFT OAK, WLANUT	
				STANDARD RATE \$21.00
				OVERTIME \$23.50
				O.T. OUT OF TOWN \$26.50
				PREV. RATE (NO O.T.) \$28.50
				PREV. RATE W/O.T. \$31.50
				CO. STANDARD RATE \$25.00
				CO. OVERTIME \$28.00
				CO. PREV. RATE \$34.00
				TX. OVERTIME \$23.00
				TX. PREV. RATE \$26.00

QUOTE SHEET

QUOTE SHEET

JOB NAME DELORES GONZALES ES

DATE 6-Jun

ITEM	SOURCE	CONTACT	PHONE	PRICE	UNIT	QTY	GOOD UNTIL
CORIAN MATTERHORN	HALLMARK	JOHN R		\$440.00	SHT	24	

PROPOSAL



AWI MILL NUMBER 33-12
 NM LICENSE #84123
 DOL #0199520110721
 NM RES PREFERENCE L0900718144

3711 PASO DEL NORTE NE SUITE 8,
 ALBUQUERQUE, NM 87113
 (505) 998 0000
 (505) 998 9998
 www.ogb-am.com



11/21/2013
 PROPOSAL # 841113 HR
 REVISION #

ATTENTION: ESTIMATING

PROJECT NAME: Albuquerque International Sunport Terminal – Level 2 OPS Suite, Ramps, and Restroom Remodeling

PLAN DATE: October 30, 2013

ARCHITECT: SMPC Architects – Principles of Design

ADDENDA: None, to date.

SPECIFICATIONS: 09 0601 "Finish Schedule Key – Basis of Design" and 06 4023 "Interior Architectural Woodwork

CASEWORK: OGB institutional standard

- Flush plastic laminate doors, drawer fronts and finished ends.
- Matching .5mm pvc edge banding on all door and drawer fronts.
- Casework interiors white industrial grade thermo fused particle board melamine and cab liner.
- Standard grade hardware includes:
 - o Solid metal, 4", 5/16" diameter wire pulls
 - o Full overlay 120° European hinges
 - o "Blum" meta-box drawer glides w/nylon rollers on drawers.
 - o Institutional grade cam-locks are included on one (1) set of upper and lower cabinets at each elevation, per specifications. If premium grade, dead bolt locks are required additional cost will be incurred.

LAMINATE COUNTERTOPS:

- AWI Custom grade high pressure laminate with full backer. Waterproof cores at wet areas.

EXCEPTIONS: NONE

SCOPE:

ROOM	DETAIL	DESCRIPTION
12-29	01/A-401	SOLID SURFACE TOP W/SUPPORT FRAME
13-30	01/A-401	SOLID SURFACE TOP W/SUPPORT FRAME
13-31	111/A-401	LAMINATE CASEWORK, CUSTOM TOPS, METAL SUPPORT BRACKETS & LEG
29-09	11/A-401	LAMINATE CASEWORK & SOLID SURFACE TOPS
	38L/A-401	SOLID SURFACE TOPS ON METAL SUPPORT BRACKETS
	31/A-401	LAMINATE TOP, END PANELS & FACE PANELS SURROUNDING LOCKERS

PRICING:

- Specifications require AWI Certification (AWI QCP). Please be sure all millwork sub contractors include certification costs and can qualify for certification. We show the cost of AWI QCP separately for your information.
- AWI QCP registration number is # 13.1258.
- New Mexico prevailing wage rates are included.

MATERIALS	\$19,609
INSTALL	\$5,431
JOB TOTAL	\$25,040

ADD FOR AWI CERTIFICATION: \$575

MATERIALS:

- Decorative laminates from Bjojita, "Smooth Paddlin" and Lab Design "Indigo Silk" are included per Finish Schedule Key – Basis of Design. Selection of other laminates may result in a significant up charge, and/or project delay.
- Solid surface materials form Hi-Macs "Galaxy Cosmos" and Corian "Sorrel" are included for solid surface countertops per Finish Schedule Key – Basis of Design. Selection of other solid surface materials may result in a price change, and/or project delay.

NOTES:

- We have done extensive work at the Sunport and we are familiar with access, security procedures, standards and details.
- New walls, floors and ceilings and rough framed openings must be within 1/8" plumb, level and true in 8' or additional install cost may be incurred.
- OGB is an FSC Certified fabricator and installer and we are AWI Certified to the current quality standards.

SCHEDULE:

- Schedule is negotiable but we can usually complete a project of this size in 6-10 weeks from NTP, depending on final field dimensions and complete information. No significant overtime is included. We may be able to do this project on an accelerated schedule but additional cost may be incurred.

EXCLUSIONS:

- Tax
- Bond
- Tack/marker boards & accessories
- Installation of O.F.C.I. lockers
- Toilet partitions
- Sink bowls (unless specified solid surface), toilet/plumbing accessories
- Rough carpentry
- Lighting or electrical
- In-wall supports
- Cabinet locks unless shown in drawings and/or specified
- Demolition, modification & re-installation of existing work
- All exterior work
- **Items not listed above by room, elevation or description**

This proposal is good for 20 days. Please sign and return in advance of your paperwork so that we can start the submittal process.

Please contact me if you have any questions or concerns.

Harold N Rushton, estimator
 hrushton@ogb-am.com

Reviewed by

 Rick Thaler
 President

Accepted _____
 Signature _____
 Date _____
 Print Name _____
 PO # _____



The Final Piece in Building a Successful Woodworking Business

PROPOSED PROJECT CHANGE

Proposed Project Change

Job Name: Strickling
OGB Project Manager: Dave
Requested COR date: 4/2/14

Job Number: 3742
Date: 3/31/14

Customer contact: Jarrett B Fay
email: JFay@Flintco.com
Cell: 918-706-5832
Jobsite Address: Rowe, NM

Company: Flintco
Phone: 505-262-1888
Fax: 505-262-1979
Address: 6020 Indian School Rd. NE
Albuquerque, NM 87110

Jobsite Phone: 918-706-5832

ASI # or RFQ# none
Other Identifiers: Submittal markups

Originator: Architect

Job Phase: **Rooms:** Kitchen, Butlers pantry, Breakfast, Her closet

Description of proposed change:

Provide 1/4" thick maple lumber dividers as indicated on submittal markups.

Our drawer box supplier, Drawer Box Specialties, will supply the drawer boxes with the dadoes cut for the removable dividers. OGB will supply the dividers.

Attached is a spreadsheet which I used to estimate the cost of the divider slots only (excluding the cost of the drawer boxes) from the actual quotes for the drawer boxes. We sent them plan-view drawings of the divider layouts per drawer, per architectural sketches on submittal markups.

Total cost of the divider slots by DBS is estimated to be \$1563.00

COR



MILL NUMBER 33-12
NM LICENSE #84123



3711 PASEO DEL NORTE NE SUITE B
ALBUQUERQUE, NM 87113
PHONE (505) 998 0000
FAX (505) 998 9998
E mail rthaler@ogb-am.com

03/28/2014

Re: Strickling Ranch
OGB Job#: 3742
COR #14

Jarrett Fay
Flintco

Please review the following change order scope and pricing based on submittal markups:

ADD FOR DRAWER DIVIDERS

	HOURS	RATE	COST
DRAWER MODIFICATIONS AND ADDED MATERIALS			\$1,730
DRAFT/ENGINEER/PM	3	\$70	\$210
SHOP LABOR	10	\$60	\$600
DELIVERY		\$50	
INSTALLATION		\$80	
		SUB	
		TOTAL:	\$2,540
		OHP:	\$381
		TOTAL:	\$2,921

This change will add approximately 4 working days to our production schedule and no working days to our installation schedule from the date of receipt of a written Flintco change order for the above amount. No work will be commenced without a written change order or a signed copy of this proposal. If the change order is not approved until after the casework has shipped to the site, please add **\$380** to the total for installation in the field.

Please sign and return this proposal in advance of your paperwork so that we can complete this change with the rest of the project.

Thank you,

Rick Thaler
President
OGB Architectural Millwork

THANKS FOR ATTENDING!

▪

Rick Thaler
rthaler@ogb-am.com



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