

PRICING SURVEY



2017

Thank you for participating. Please read all instructions and specifications carefully before completing bid forms. All surveys must be returned by August 14, 2017, to be included in our special pricing report.

Welcome to the 2017 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 2017 survey will be published in the October 2017 issue of *FDMC*.

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 wide range 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, *FDMC* 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 will.sampson@woodworkingnetwork.com or phone 203-512-5661.
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.

2017 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. Walnut Face-frame 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. Bathroom Vanity.

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. Cherry 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:

4. Home Library

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. Crab Leg Coffee 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:

6. 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?

7. Any additional comments or notes;

Mail completed bid forms to: Price Survey, P.O. Box 1089, Wilton, ME 04294-1089

or Fax form to 207-514-8234.

or send e-mail to will.sampson@woodworkingnetwork.com

**All bid forms must be received
by August 14, 2017, to be included in the survey.**



1. Walnut Face-frame Kitchen

This beaded inset walnut face-frame kitchen has a lot of distinctive details, especially the custom hood over the stove, applied raised panels on appliances and on exposed ends, carved elements, architectural components, and two kitchen islands.

Construction-

Cabinet construction is sides, tops and bottoms of 1/2-inch maple VC plywood, with backs of 1/4-inch maple VC plywood. All face-frames are beaded walnut. Drawers are constructed of 5/8-inch soft maple, using dovetail construction. All doors and drawers are flush inset.

Hardware and extras

Door hinges are Blum 71B3680/157H5030.21. Drawer guides are Blum 563H soft close. Cabinets by stove include one pullout organizer and one pullout lid organizer. Stove hood has a Stanisci PML-SD-1050 hood liner/filter.

Sink base has two White River Walnut CC6300 split

posts. The painted island has white river CC6300 posts and furniture base trim. Cabinets are capped with 4-1/4-inch crown moulding. Walnut island has 2-1/4-inch solid walnut raised countertop and two Centruy Components pullout organizers.

Granite countertops not included in bid.

Finish

Exterior is finished with a wiping stain and sealed and topcoated with catalyzed conversion varnish. Interior is clear coated with a catalyzed conversion varnish.

Painted island is soft brown maple with a painted white base followed by a crackle application and painted with Linen emulsion, seal sanded and glazed with Pale glaze and topcoated with 20 sheen clear topcoat.

Installation

the project was installed 1-1/2 hours from the shop

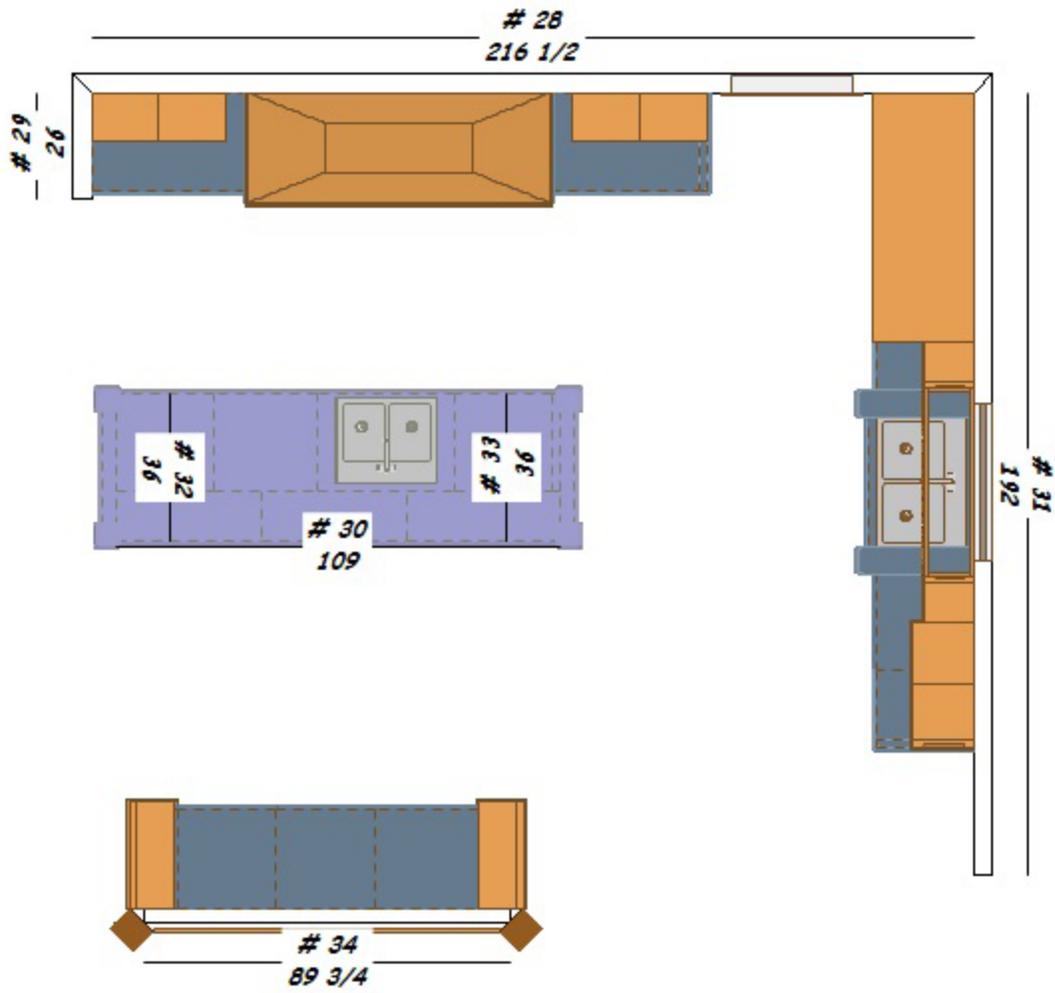


**1. Walnut
Face-frame
Kitchen (cont.)**

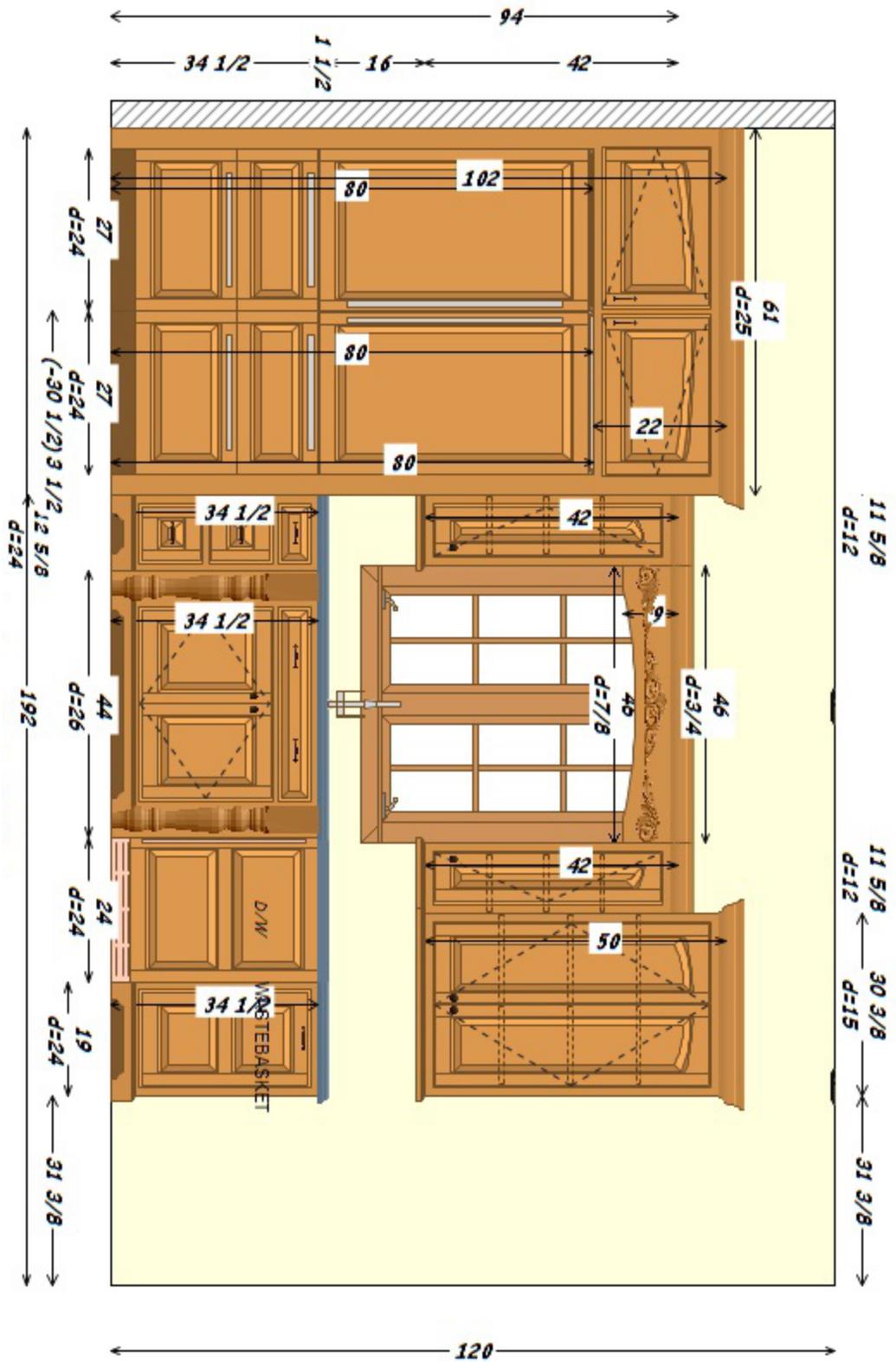




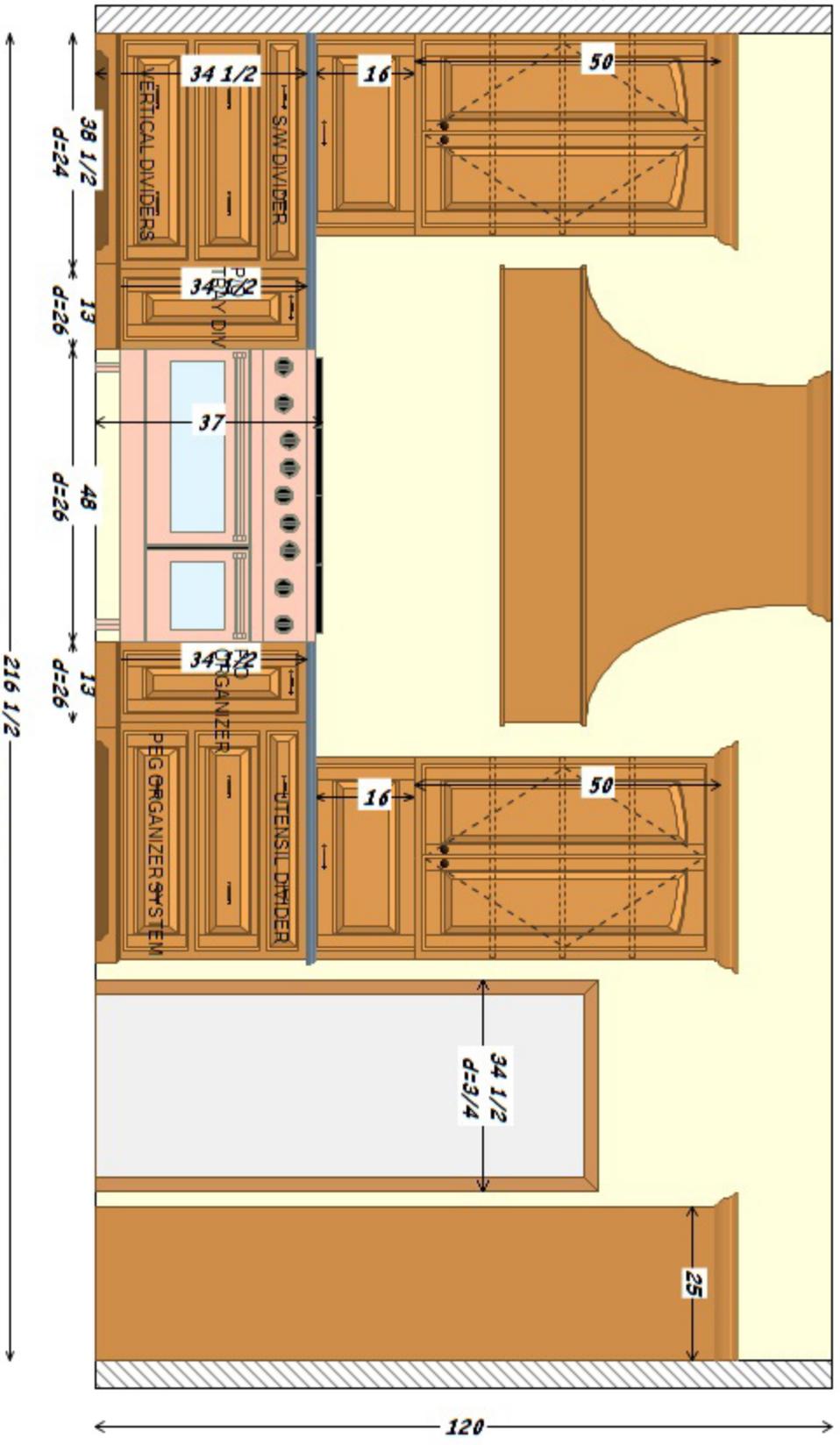
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Face-frame
Kitchen (cont.)**



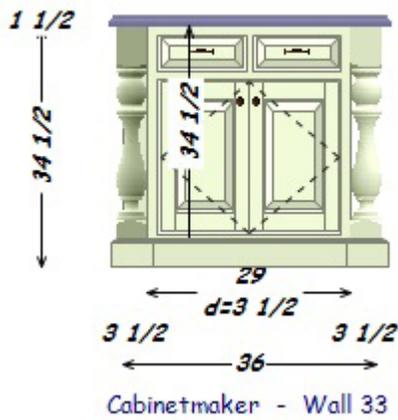
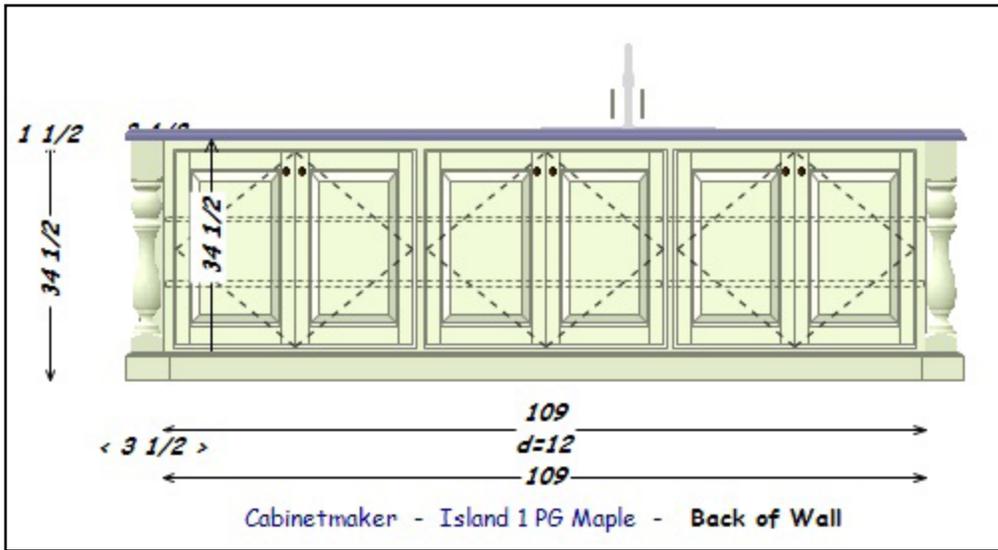
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Face-frame
Kitchen (cont.)**



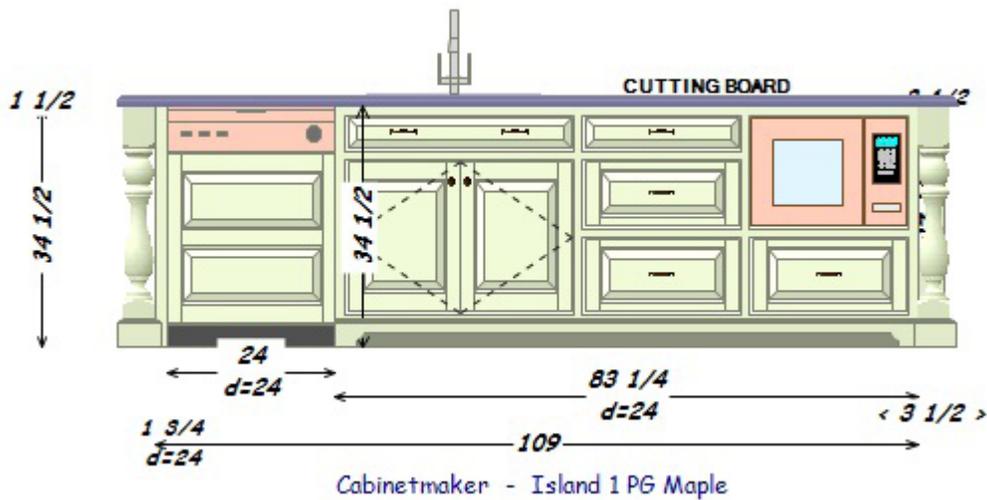
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Face-frame
Kitchen (cont.)

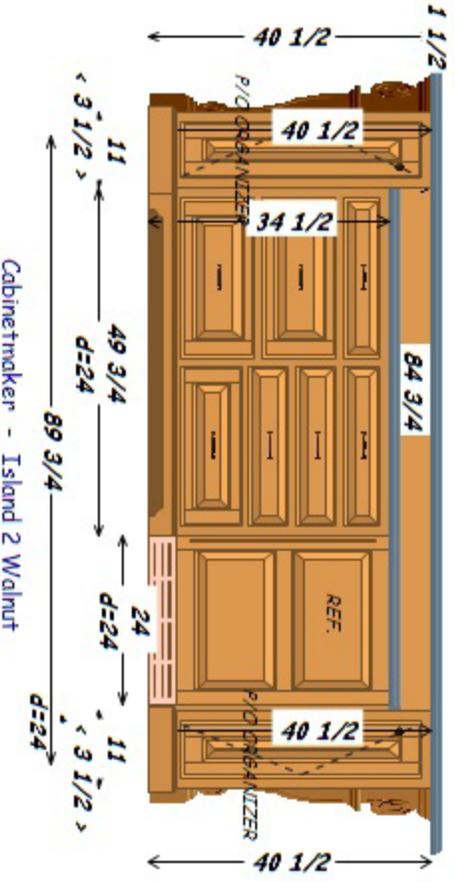
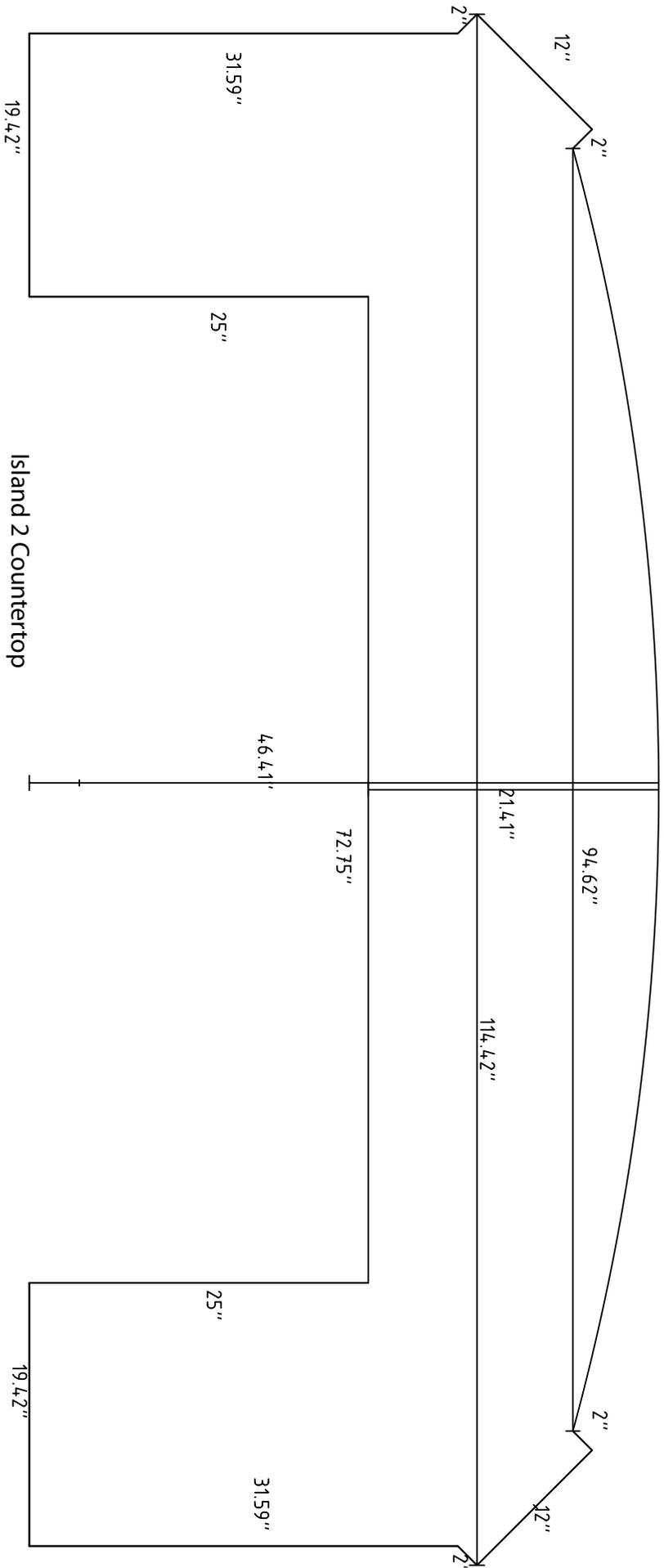


1. Walnut
Face-frame
Kitchen (cont.)



1. Walnut Face-frame Kitchen (cont.)





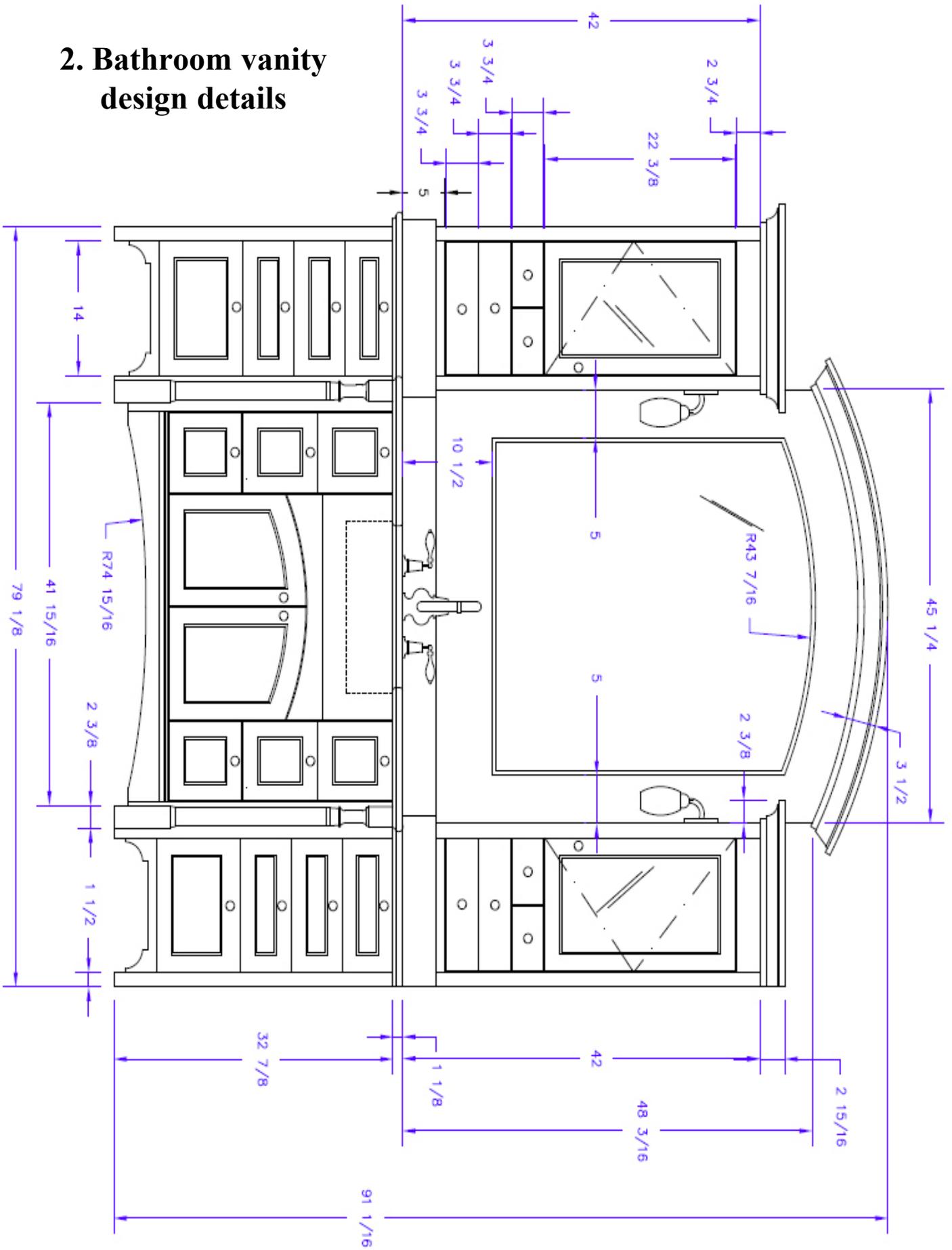
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Face-frame
Kitchen (cont.)**



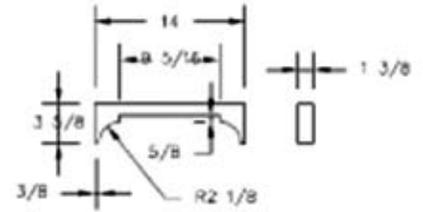
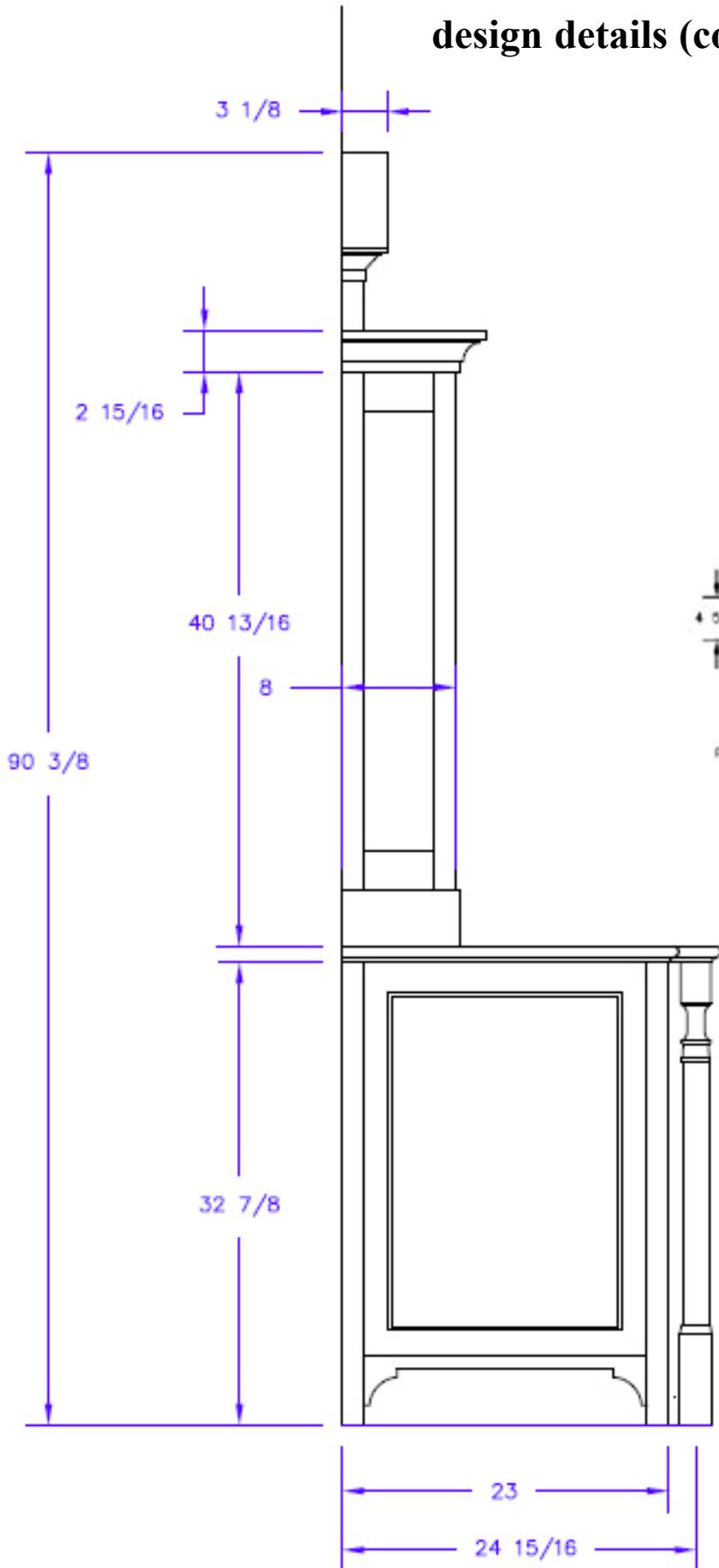
2. Bathroom vanity

This elegant furniture-style bathroom vanity was fabricated in African mahogany. Interior cases were done in prefinished maple. All drawers are solid hard maple with dovetailed construction and Tandem slides. The finish is a dye stain with conversion varnish clear coat.

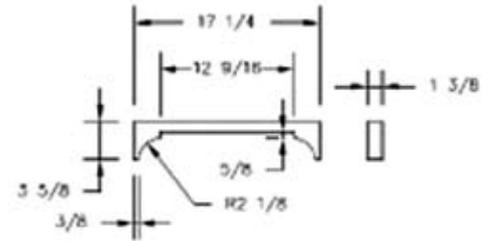
2. Bathroom vanity design details



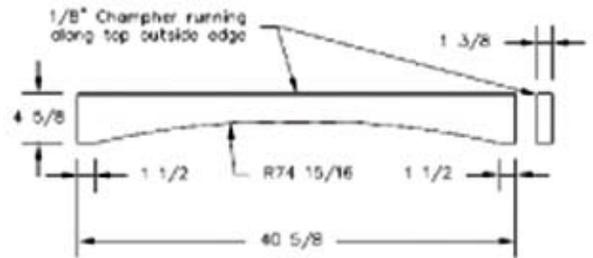
2. Bathroom vanity design details (cont.)



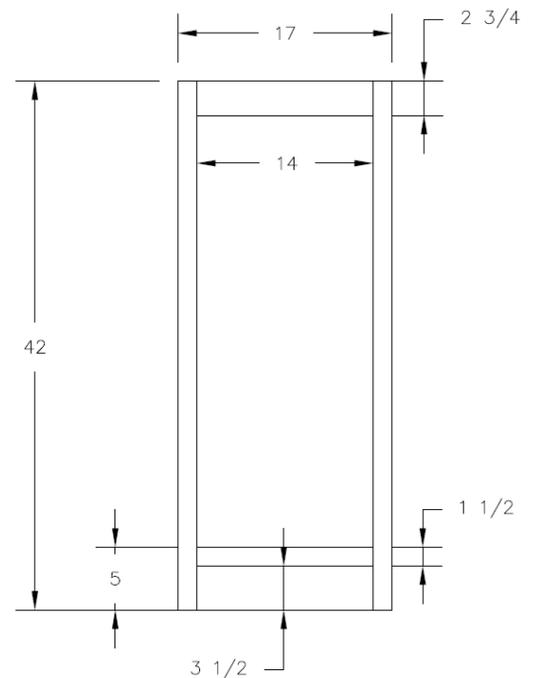
Part # D front apron. Qty. 2 Solid Mahogany, sized as shown



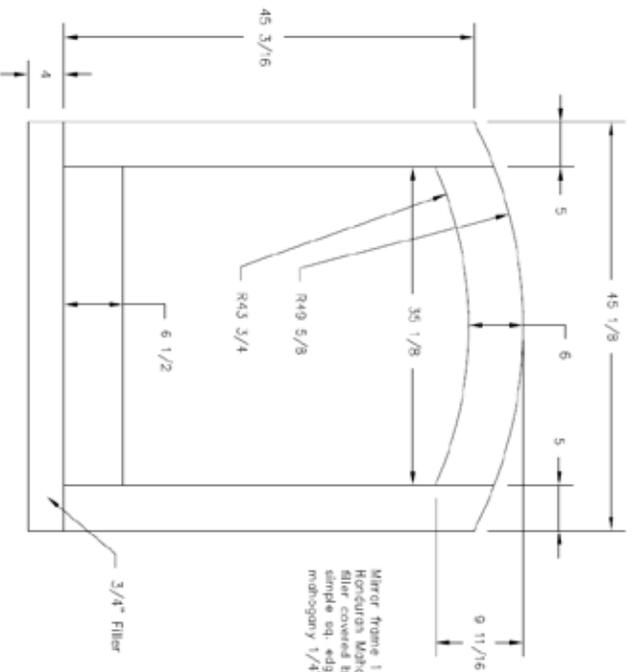
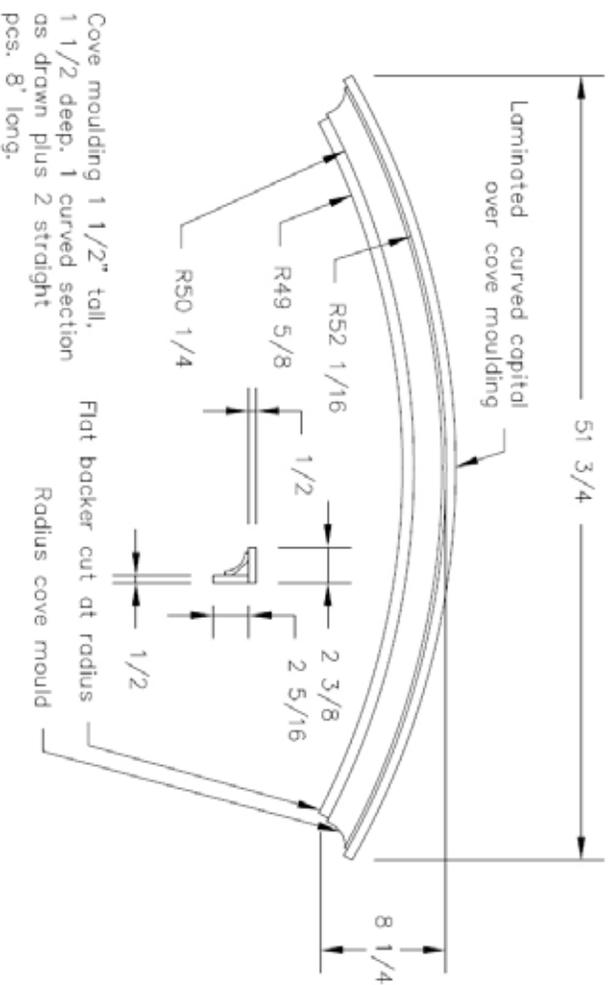
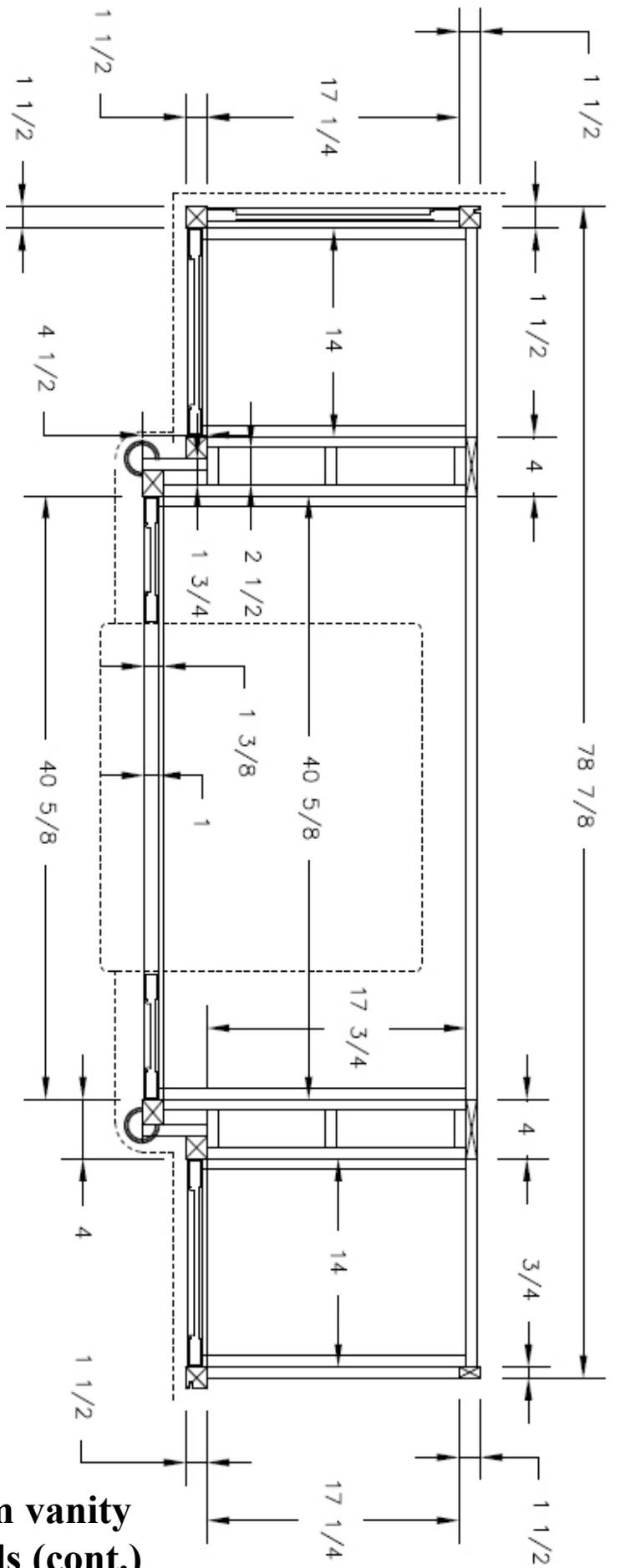
Part # E side apron. Qty. 1 Solid Mahogany, sized as shown



Part # C front apron. Qty. 1 Solid Mahogany, sized as shown



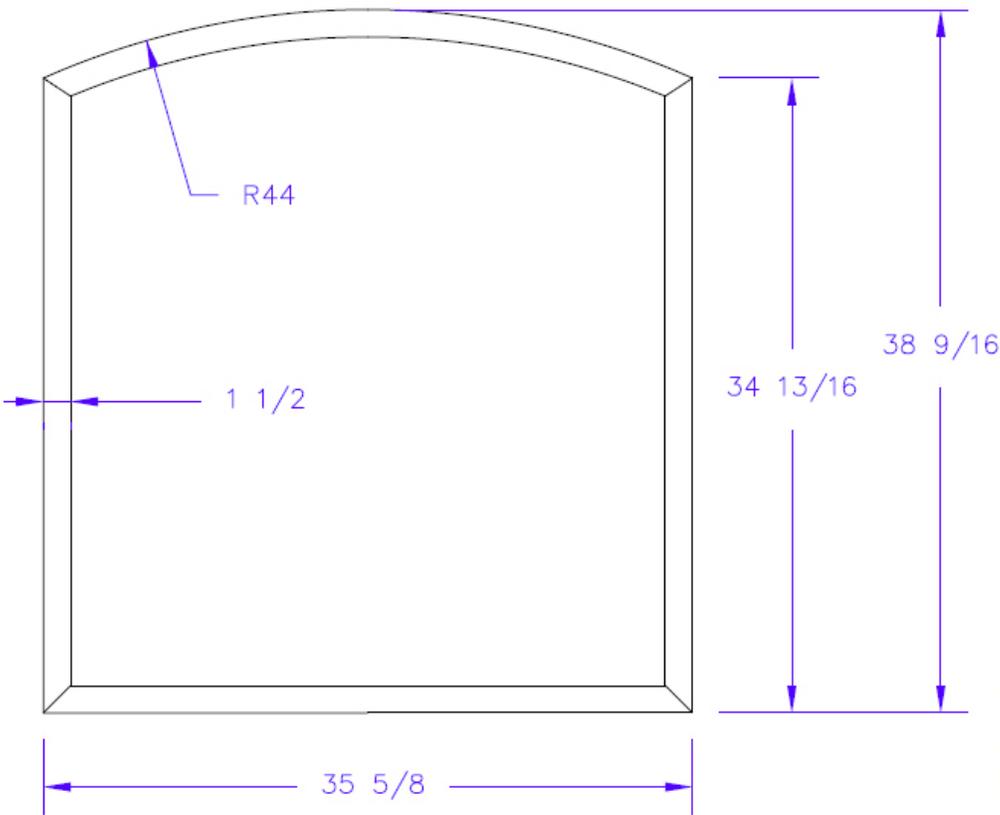
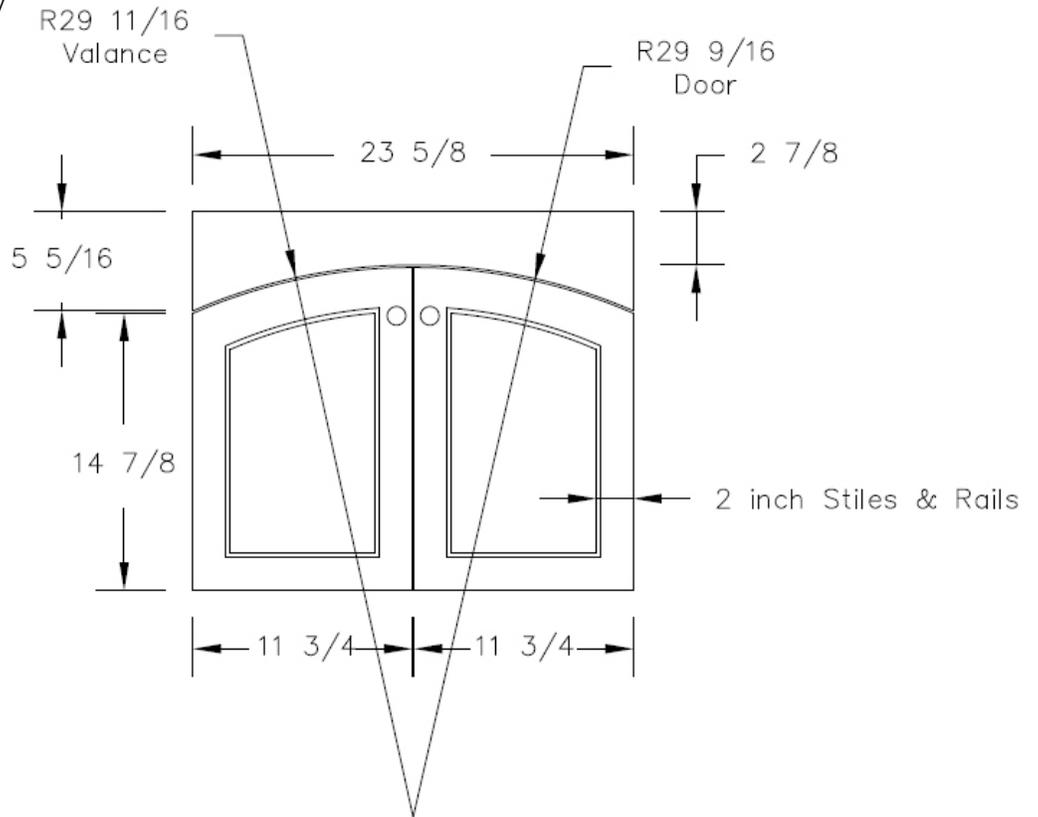
2 Mahogany face frames, 1 miter locks to end panels both sides, 1 miter locks to a panel on the left side and has an inset scribe detail on the right. Crown detail attaches to top not to faces so f. end panels and f/f must flush at top. Filler at the bottom is covered by back splash at countertop. All dimensions given are finished sizing.



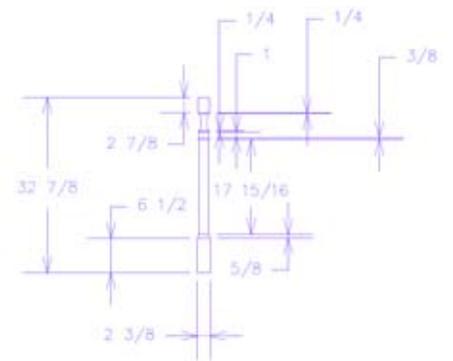
2. Bathroom vanity design details (cont.)

2. Bathroom vanity design details (cont.)

Doors and Valance in African Mahogany



1 Beveled Mirror sized as shown with $1 \frac{1}{2}$ " beveled edges. All dimensions on drawing provided are inches.
 2 additional beveled mirrors with $1 \frac{1}{2}$ " beveled edges, $10 \frac{3}{8}$ " x $18 \frac{7}{8}$ "
 All 3 mirrors under Purchase Order # 113 Beck

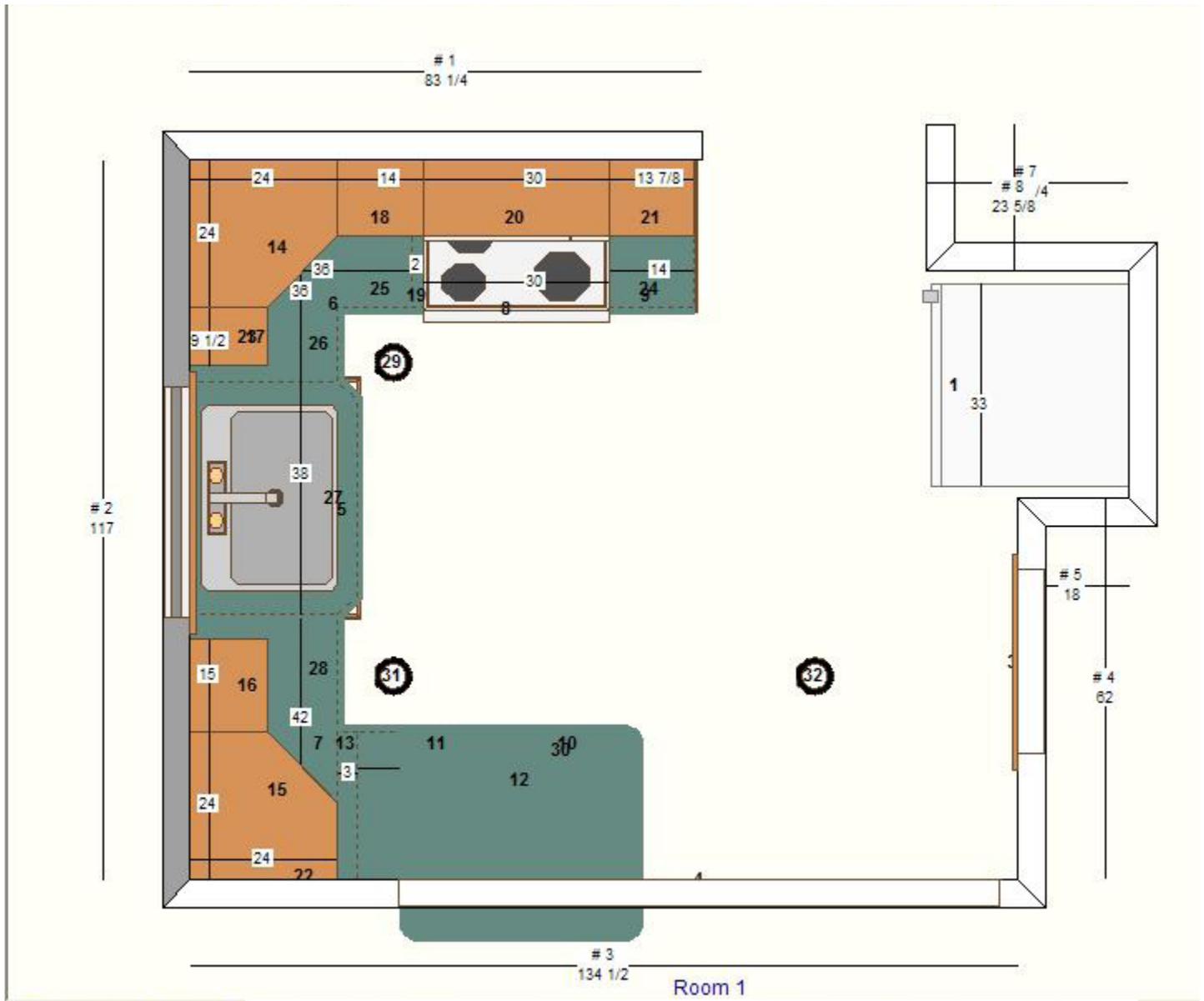




3. Cherry kitchen

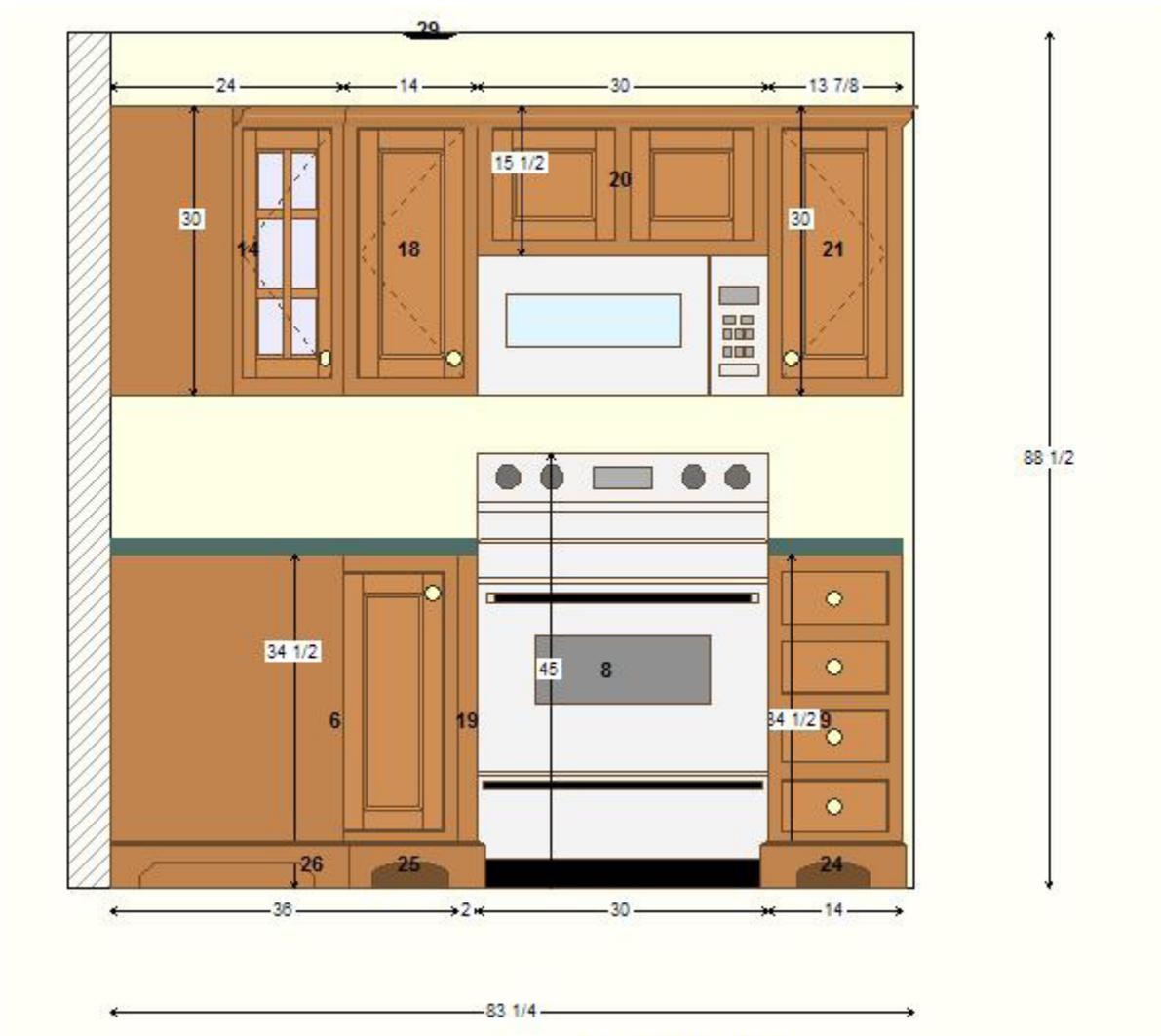
This cherry kitchen features a U-shaped design with square flat-panel doors and drawer fronts. There is a lazy susan in one base cabinet and 235 inches of 2-3/16-inch crown moulding. Solid surface countertops complete the project.



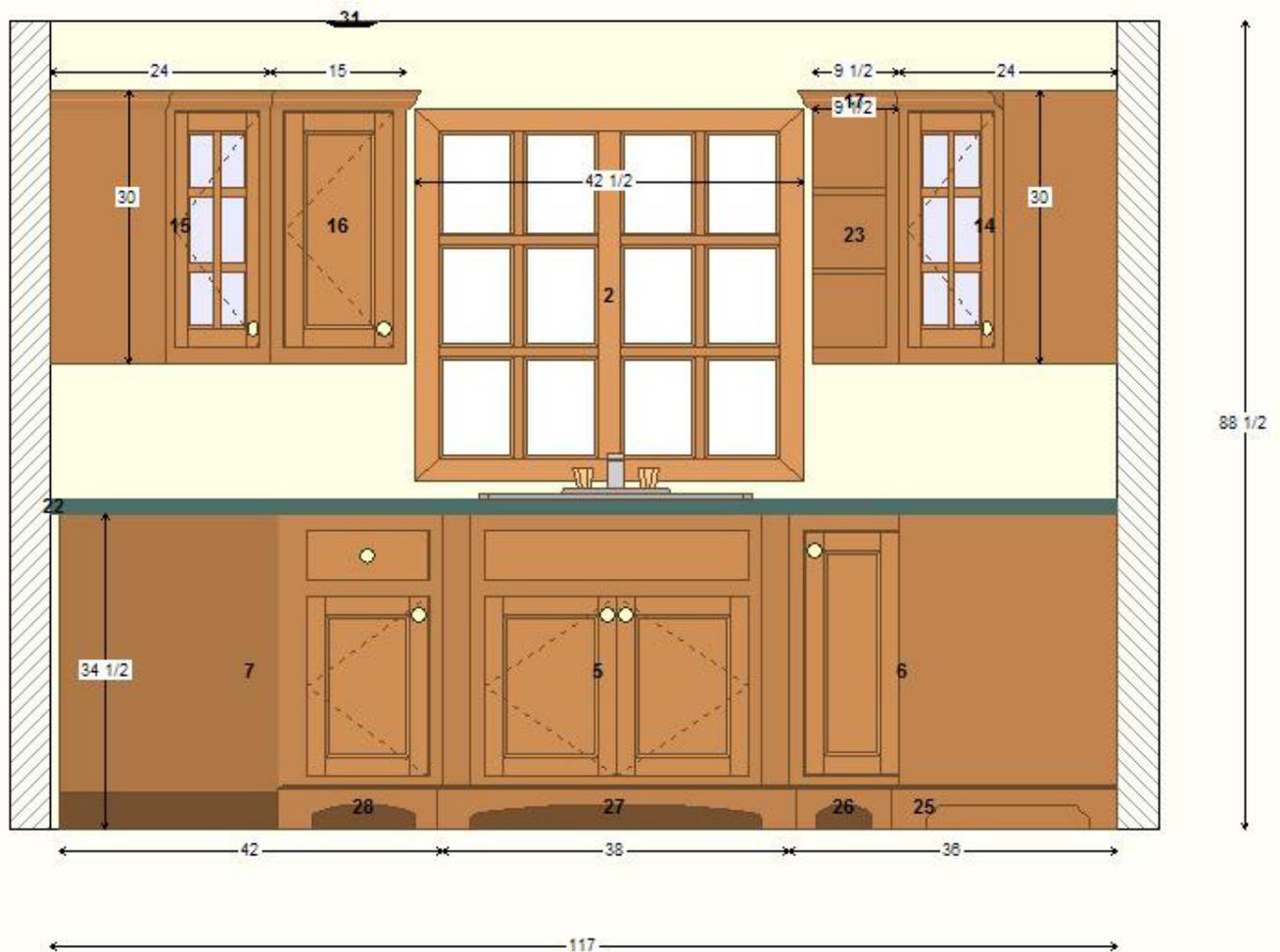
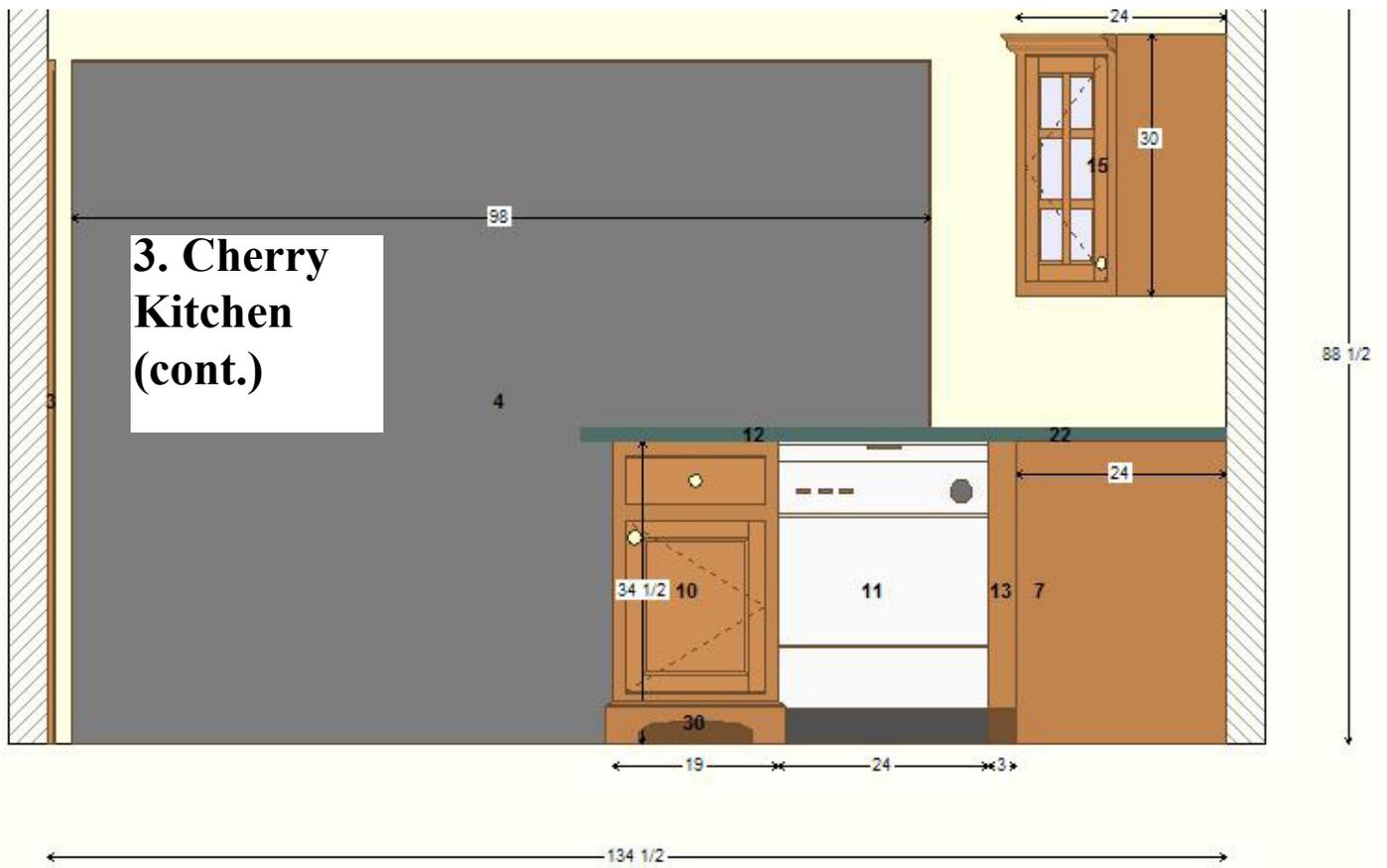


3. Cherry Kitchen (cont.)

Unit #	Num	Name	Width	Length	Depth
5	1	Sink Base Angled Front	38	34 1/2	27
6	1	Base LazySusan	36	34 1/2	36
7	1	Base Blind Cabinet	42	34 1/2	24
9	1	Drawer Base	14	34 1/2	24
10	1	Base Cabinet	19	34 1/2	24
13	1	Filler (Base)	3	34 1/2	24
14	2	Wall 45 Corner	24	30	24
16	1	Wall Cabinet	15	30	12 1/2
17	1	Filler (Wall)	9 1/2	2 3/4	12 1/2
18	1	Wall Cabinet	14	30	12 1/2
19	1	Filler (Base)	2	34 1/2	24
20	1	Wall Cabinet	30	15 1/2	12 1/2
21	1	Wall Cabinet	13 7/8	30	12 1/2
23	1	Top Radius Shelf	9 1/2	28	12 1/2
24	1	Base Board	61 5/8	4 3/4	24
25	1	Base Board	62	4 3/4	24
26	1	Base Board	60	4 3/4	24
27	1	Base Board	92	4 3/4	27
28	1	Base Board	65 3/8	4 3/4	24
30	1	Base Board	67	4 3/4	24



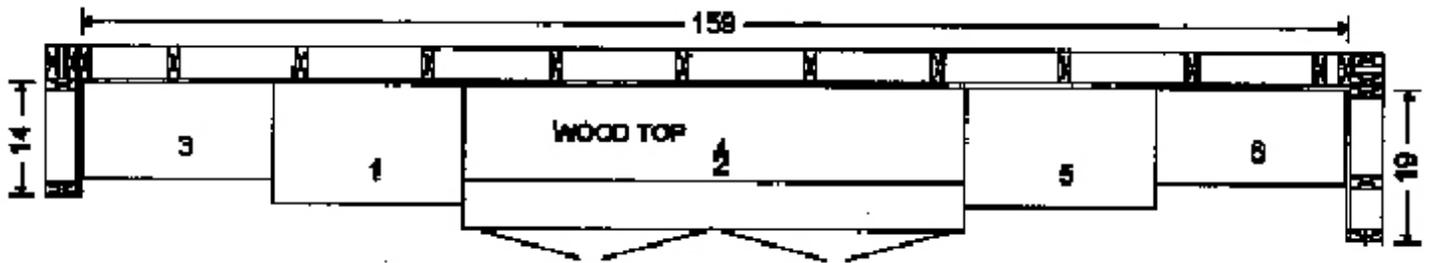
3. Cherry Kitchen (cont.)

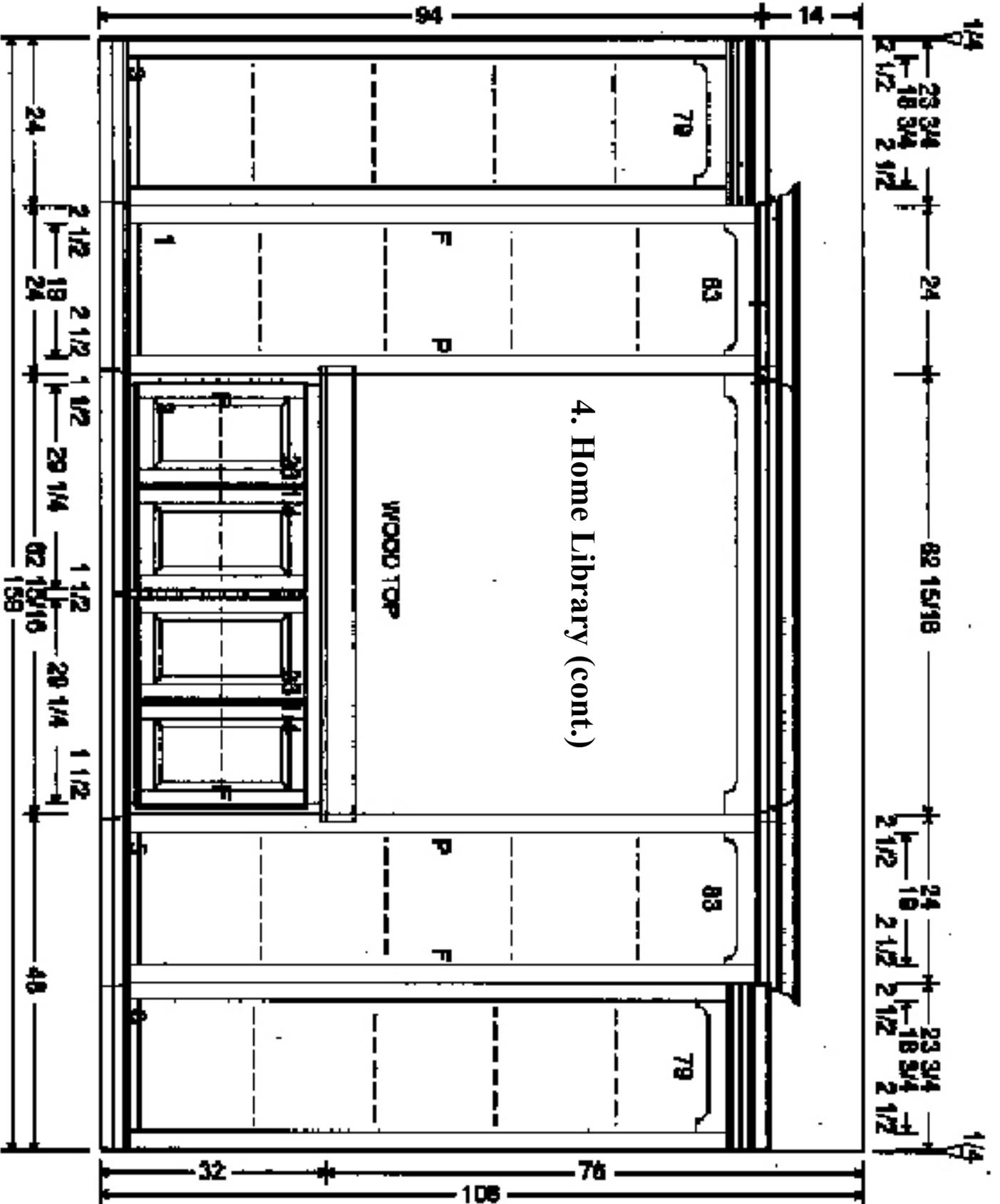




4. Home library

This residential library project was done for a showcase home in a Parade of Homes project. It features knotty alder woodwork with square, raised-panel doors. The finish is a custom stain with glaze. Other details include 4-inch crown moulding with base and rope moulding, small pewter knobs, 96-inch build height, raised panel finished ends, and a wood top.





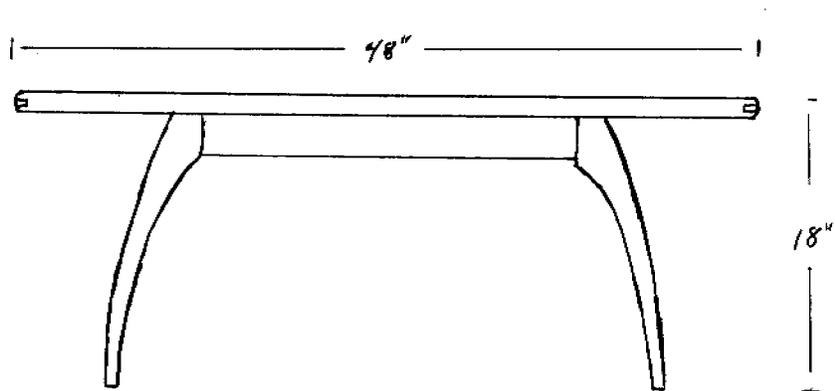
5. Crab Leg Coffee Table

This elegant coffee table is made with bird's-eye maple veneer in the top with mahogany legs and frame and wenge corner splices. The top is two layers of 5/8-inch MDF laminated to make a 1-1/4-inch core, which was vacuum veneered with the maple. The nosing is laminated mahogany, resawn, glued up on a form and then mitered and splined to the core. Then the corners were grooved out for the wenge splines. These are both decorative and structural to reinforce the miters. The miters were also internally splined.

The legs were bandsawn, then pattern routed, scraped and edged then sanded. The aprons were tenoned into the legs with angled faces to splay the legs. The base is screwed into inserts in the top.

The table is spray finished with waterborne lacquer, then buffed out to a satin sheen with 0000 steel wool.

Finished measurements are 48 x 22 x 18 inches.



Crab Leg Table

1/2" = 1'