THE TRANSITION FROM RESIDENTIAL TO COMMERCIAL WORK

Today's Speaker **RICK THALER**

Owner/President OGB Architectural Millwork Albuquerque NM

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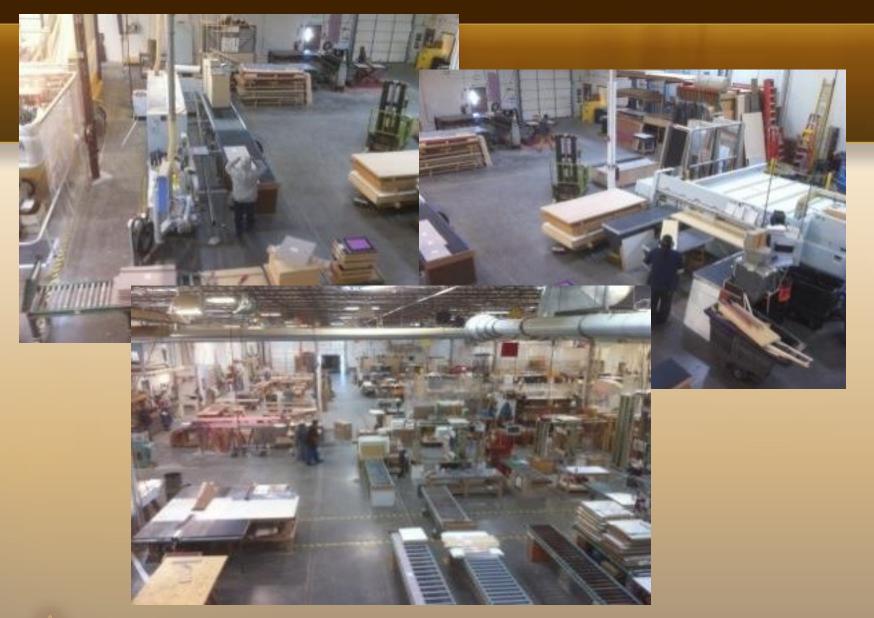
















Sequence of Events Hand-Off **Schedule** Close Price **Draw/Cut List** Cost Purchase **Produce** List **Evaluate Finish** Ship/Install Contact Collect Adjust Measure Analyze



SPEC BOOK

RMKMArchitecture P.C.

SOUTHWEST CAPITAL BANK

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.
 - Pulls: Back mounted; Wire.
 - 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:
 - Grade: Premium.
 Wood Species and Cut: Superior grade red alder;
- G. (Interior Frames and Jambs for Transparent (dark stained) Finish:)
 - Grade: Premium.

INTERIOR ARCHITECTURAL WOODWORK

064023 - 1



SPEC BOOK

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- Species: Match other woodwork in same area.
- H. Flush or Raised Wood Paneling, Ceiling Panels and Coffers:)
 - Grade: Premium.
 - Wood Species and Cut: match woodwork in same area.
 - Veneer Matching: Book match veneer leaves and center-balance match within panel face.
 Panel-Matching Method:
 - a. None; panels arranged for similar grain and color.
 - 5. Flame-Spread Index: 75 or less.
- Interior Ornamental Work for Transparent (dark stained) Finish;
 - Grade: Premium.
 - Wood Species and Cut: Match other woodwork in same area.
- J. Wood Cabinets for Transparent (dark stained) Finish:
 - Grade: Premium.
 - AWI Type of Cabinet Construction: Flush overlay, or as indicated.
 - 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.
 Blueprint match with paneling.
 - Cabinet Interiors:
 - Grade: Premium. Wood Species and Cut: Match other woodwork in same area.
- K. Closet and Utility Shelving: Premium grade.
- L. Shop Finishing:
 - Grade: Same grade as woodwork.
 - Grade: Premium for transparent (dark stained) finish Extent: All woodwork shop finished, to extent possible
 - Finishing Materials: Low-emitting materials.

END OF SECTION 064023



SPEC CHECK

| SPEC CHECK | | BID # | | MODIFIED |
|---|---|------------------|----------|-----------------|
| JOB NAME | - | OST | | |
| JOB NAME | | 2013# | | 06/04/2013 (HR) |
| LOCATION | | | | |
| | | | | |
| MILES 1 WAY | | | | |
| TIME TO SITE (1 WAY) | 0.00 | | | |
| OGB UNLOAD | 2 | | NOTES | |
| TRUCKING | 1 | | | |
| BID DATE | | | | |
| TIME | | | | |
| ESTIMATED DELIVERY | | | | |
| | | | | |
| ESTIMATOR | | | | |
| PLAN DATE | | | | |
| ALTERNATES | | | | |
| SECTIONS | | | | |
| ADDENDA | | | SCHEDULE | |
| FULL SET | | | | |
| PARTIAL SET | | | | |
| SPEC | | | | |
| FROM | | | | |
| ARCHITECT | | | | |
| | | | | |
| CONTACT | | | | |
| EEO REPORTING | | YES | NO | |
| PREVAILING WAGE | | YES | NO | |
| AWI CERTIFIED | - | YES | NO | |
| LEED | | YES | | |
| CASEWORK SPECIFICATION | S LP CASEWORK | | NOTES | |
| AND OTHER DECIFICATIONS | CUITON | | | |
| AWI QUALITY GRADE | CUSTOM | | | |
| STYLE | FULL OVERLAY | | | |
| CASEWORK FACE | V GRADE | | | |
| PL1 | | | | |
| PL3 | 2 | | | |
| PL3 | | | | |
| PLA | | | | |
| LOCK | TIMBERLINE CAM | | | |
| CASEWORK INTERIOR | WHITE MELAMINE | | | |
| CASEWORK EDGE | PVC TO MATCH | | | |
| | | | | |
| TOEKICK FINISH | BY OTHERS | <u> </u> | | |
| 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 | | | |
| COUNTERTOP | STD SELF EDGE WITH BACKER | | | |
| CASEWORK SPECIFICATION | S WOOD CASEWORK | | NOTES | |
| AWI QUALITY GRADE | | | | |
| STYLE | | | | |
| CASEWORK FACE | | | | |
| SPECIES/CUT | | | | |
| | | | | |
| CASEWORK INTERIOR | | | | |
| | | | | |
| CASEWORK EDGE | | | | |
| CASEWORK EDGE TOEKICK FINISH | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD | | | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP | | | NOTES | |
| CASEWORK EDGE TOEKICK FIISH DRAWER SLIDE SHELF SUIPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH SPECIALTY WORK | | | NOTES | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH | POPLAR, ALOPE, MANOPARY | 135 | | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH SPECIALTY WORK AWI QUALITY GRADE | POPLAR, ALDER, MAHOGANY | | N | |
| CASEWORK EDGE TOEKICK FINISH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH SPECIALTY WORK AWI QUALITY GRADE | NATURAL BIRCH, SOFT MAPLE, RED OAK | 1.45 | N | |
| CASEWORK GOGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECTALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK GOGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECTALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, | NATURAL BIRCH, SOFT MAPLE, RED OAK | 1.45 | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT EIRCH & WHITE M | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINSH WOOD FINSH AWI QUALITY GRADE NATURAL ASH, SELECT BIRCH & WHITE M VENEER SPECIES/CUT | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT EIRCH & WHITE M | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINSH WOOD FINSH AWI QUALITY GRADE NATURAL ASH, SELECT BIRCH & WHITE M VENEER SPECIES/CUT | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLID SUPACE 1 | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT EIRCH & WHITE M VENEER SPECIES/CUT SOLD SURFACE 1 SOLD SURFACE 1 SOLD SURFACE 3 | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK REDGE TOEKICK FINSH DIAWER SLIDE SHELF SUPPORT HUNGE PULL SHELF STD COUNTERTOP WOOD FINSH WOOD FINSH AWI QUALTY WORK AWI QUALTY WORK SELECT BIRCH & WHITE M VENERR SPECIES/CUT SOLID SURFACE 1 SOLID SURFACE 2 SOLID SURFACE 3 | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLD SURFACE 1 SOLD SURFACE 1 SOLD SURFACE 3 PL 1 | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK REDGE TOEKICK FINSH DIAWER SLIDE SHELF SUPPORT HUNG COUNTERTOP WOOD FINISH SELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLID SURFACE 1 SOLID SURFACE 2 SOLID SURFACE 3 PL 1 PL 2 PL 3 | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK REDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECIALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT EIRCH & WHITE M VENEER SPECIES/CUT SOLD SURFACE 1 SOLD SURFACE 1 SOLD SURFACE 1 SOLD SURFACE 2 SOLD SURFACE 3 PL 1 PL 2 PL 3 | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK REDGE TOEKICK FINSH DTAWER SLIDE SHELF SUPPORT HUNG SHELF STD COUNTERTOP WOOD FINISH BELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLID SUFFACE 1 SOLID SUFFACE 2 SOLID SUFFACE 3 PL 1 PL 2 PL 3 PL 4 METALS | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECIALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT EIRCH & WHITE M VENEER SPECIES/CUT SOLD SURFACE 1 SOLD SURFACE 3 SOLD SURFACE | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK REDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPPORT HUNG SHELF STD COUNTERTOP WOOD FINISH SELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLID SUPFACE 1 SOLID SUPFACE 2 SOLID SUPFACE 3 PL 1 PL 2 PL 2 PL 3 PL 4 METALS FINISH NITEM | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK EDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPORT HINGE PULL SHELF STD COUNTERTOP WOOD FINISH <u>SPECIALTY WORK</u> AWI QUALITY GRADE NATURAL ASH, SELECT EIRCH & WHITE M VENEER SPECIES/CUT SOLD SURFACE 1 SOLD SURFACE 3 SOLD SURFACE | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |
| CASEWORK REDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPPORT HUNG SHELF STD COUNTERTOP WOOD FINISH SELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLID SUPFACE 1 SOLID SUPFACE 2 SOLID SUPFACE 3 PL 1 PL 2 PL 2 PL 3 PL 4 METALS FINISH NITEM | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | | |
| CASEWORK REDGE TOEKICK FINSH DRAWER SLIDE SHELF SUPPORT HUNG SHELF STD COUNTERTOP WOOD FINISH SELECT BIRCH & WHITE M VENEER SPECIES/CUT SOLID SUPFACE 1 SOLID SUPFACE 2 SOLID SUPFACE 3 PL 1 PL 2 PL 2 PL 3 PL 4 METALS FINISH NITEM | NATURAL BIRCH, SOFT MAPLE, RED OAK CHERRY, WHITE OAK, HARD MAPLE | 1.45 V 1.50 V | N | |



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.

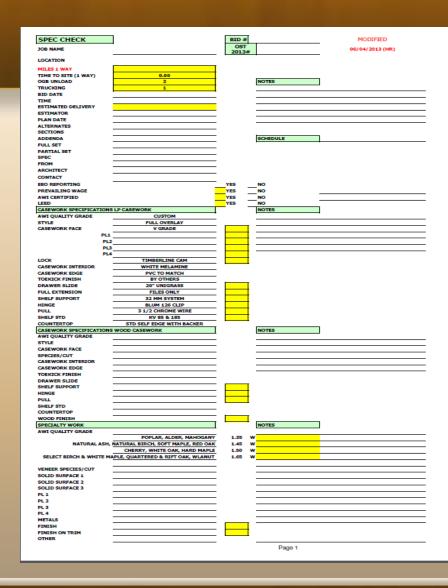
You can then ask yourself, "Will this truck allow me to get the 22,500 more in annual sales that I would need to justify spending the money to buy it?" It's often easier to answer the question if you take the analysis a step further. Say your average sale is 6,000--about the price of a pond. In that 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





BID LOG

| | | | 1 | | | 19.55% | |
|---------------|----------|------------------------------|-----------|---------|--------------|---------|-------------|
| | | | | YTD | \$18,488,137 | | \$3.614.321 |
| | BID DATE | JOB NAME | MATERIALS | INSTALL | TOTAL | SUCCESS | \$5,014,521 |
| 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 | | <i>\$0</i> |
| 814214 | 04/10/14 | LA QUINTA CARLSBAD | \$70,714 | | \$70,714 | | \$0 |
| 819313 | 08/16/13 | LANL GLOBAL RENOV. | \$391,961 | | \$391,961 | | <i>\$0</i> |
| 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 | | <i>\$0</i> |
| 835414 | 01/15/14 | DESERT PLASTICS | \$3,575 | | \$3,575 | | \$3,575 |
| 835613 | 10/18/13 | SIMMS 5TH FLR | \$24,014 | | \$24,014 | | <i>\$0</i> |
| 836913 | 10/29/13 | DAVITA ATLUS, OK | \$131,408 | | \$131,408 | | <i>\$0</i> |
| 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 | | <i>\$0</i> |
| <i>839313</i> | 11/13/13 | UNMH PHARM REMOD | \$84,405 | | \$84,405 | | <i>\$0</i> |





WOODWORK SOLUTIONS, INC.

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

| RFI No. | |
|-------------|--|
| RELINO. | |
| ~~~~~~~~~~~ | |
| | |

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





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 |
|--|
| 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?



NavajoAdminConfLPEstWRFIS.xls

| JOB COST RECAP | | | | |
|---|--------------------|--------------------|--|----------|
| GENERAL CONDITIONS | LABOR | MATERIALS | | |
| 5 LOAD | \$941 | | | |
| DELIVERY TRUCK COST | | \$1,389 | | |
| 2 DELIVERY TRAVEL TIME SITE DELIVERY LABOR 6 | \$879 \$780 | | | |
| SITE DELIVERY LABOR 6 FIELD MEASURE TRAVEL 174 | \$3.654 | | | |
| ASURE COSTS (CAR RENTAL, PER DIEM ETC.) | | \$200 | | |
| SAMPLES LABOR & MATERIALS | | | | |
| UNALLOCATED LABOR & MATERIALS LABOR BURDEN ON GENERAL CONDITIONS | \$4,315 | | | |
| LABOR BORDEN ON GENERAL CONDITIONS | \$4,515 | | | |
| MATERIALS LESS LUMBER AND LAMINATES | | \$27,205 | | |
| FINISH LUMBER LAMINATES | | \$8,523 \$9,885 | LOAD HOURS \$941 FINISH HOURS \$849 | 72 57 |
| CAPITIATES | | \$3,003 | MACHINING HOURS \$2,707 | 180 |
| SHOP LABOR | \$20,498 | | SOLID LUMBER HOURS \$555 | 37 |
| DRAFTING | \$2,156 | | SAND AND DETAIL HOURS \$888 | 89 |
| ENGINEERING LABOR SUPERVISION | \$5,871 \$3,859 | | ASSEMBLY HOURS \$817 TOPS ASSEMBLY \$99 | 82 7 |
| SHOP LABOR BURDEN | \$22,345 | | SPECIALTY ASSEMBLY HOURS \$14,167 | 746 |
| | 422,010 | | (\$416) | T |
| INSTALL LABOR | \$15,908 | | | |
| INSTALLATION SUPERVISION | \$1,909 \$6,047 | \$1,893 | | |
| WEEKLY INSTALL TRAVEL DAILY INSTALL TRAVEL | \$6,047 | \$1,055 | | |
| INSTALLATION MATERIALS | | | | |
| INSTALL PER DIEM | | \$4,971 | \$2,500,000 | PER YE |
| INSTALL LABOR BURDEN INSTALLATION SUBCONTRACT | \$16,467 | | 2,500.00 10% | PERCE |
| INSTALLATION SUBCONTRACT | | | 255.29 | HOURS |
| AVERAGE SHOP LABOR | \$16.84 |] | 200,20 | |
| | | | | |
| | | . . | | |
| FABRICATION COSTS | \$112,501 | | COST CHECK | |
| OHP | \$56,250 | 50% | | |
| SUBTOTAL | \$168,751 | 1 | | |
| BUYOUT COSTS | | 1 | | |
| 1 HARDWARE | \$6,300 | | | |
| 2 PLEX | \$6,300 | | | |
| 4 | | | | |
| 5 | | | | |
| 6 | | | | |
| BUYOUTS SUBTOTAL | \$12,600 | 1 | | |
| BUYOUTS OHP | \$3,150 | 25% | | |
| BUYOUTS TOTAL | \$15,750 |] | | |
| FABRICATION TOTAL | \$184,501 | 1 | | |
| | 4101/001 | | | |
| INSTALL COSTS | \$47,195 | | | |
| INSTALL OHP | \$23,598 | 50% | | |
| INSTALL TOTAL | \$70,793 | | | |
| TOTAL COSTS | \$172,296 | | | |
| TOTAL OHP | \$82,998 | | | |
| BASE BID TOTAL | \$255,294 | 1 | 847213 BID # | |
| | ,, | • | | |
| | | | | |
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4/28/2014



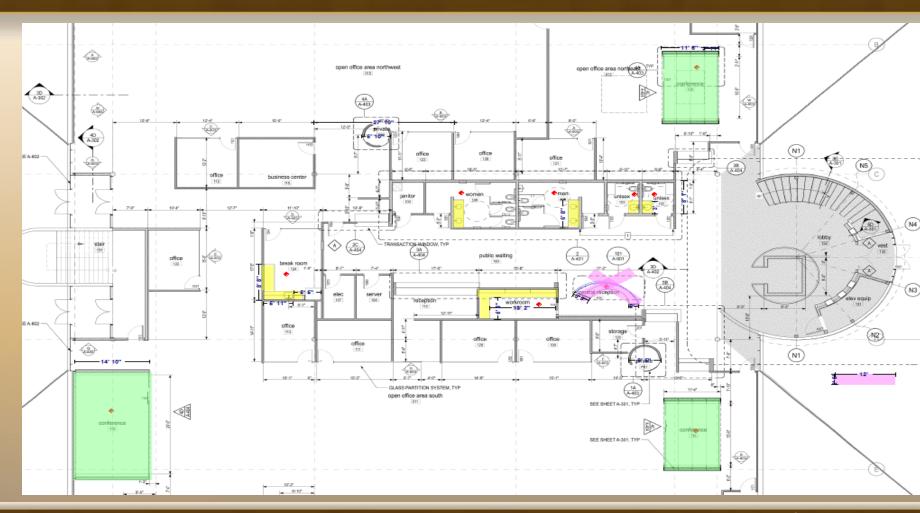
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LIST

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

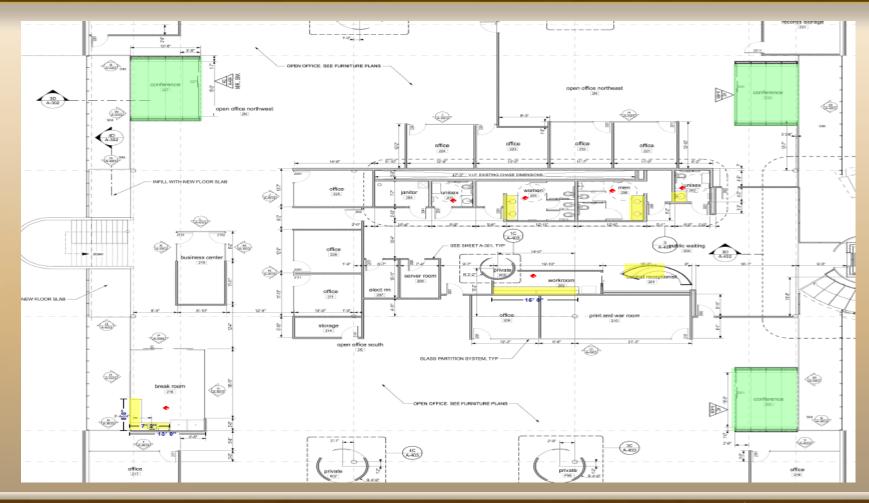


FLOOR PLAN





FLOOR PLAN





RATES AND MARKUPS

| MACHINING \$15.00 \$16.50 \$15.00 SAND/DETAIL \$10.00 \$11.00 \$10.00 ASSEMBLY \$15.00 \$15.00 \$15.00 SPECIALTY ASSEMBLY \$19.00 \$20.00 \$19.00 LOAD \$13.00 \$21.00 \$22.100 FINISHING \$15.00 \$22.10 \$22.100 PREV. RATE W/O.T. \$24.00 \$26.40 \$21.00 SETUP 0.5 \$255,294 0.T. OUT OF TOWN \$26.50 SETUP 0.5 \$255,294 0.T. OUT OF TOWN \$26.50 SETUP 0.5 \$255,294 0.T. OUT OF TOWN \$26.50 PREV. RATE W/O.T. \$21.00 STANDARD RATE \$21.00 SETUP 0.5 \$255,294 0.T. OUT OF TOWN \$26.50 PREV. RATE W/O.T. \$21.00 STANDARD RATE \$22.00 SHOPS 1256 \$18.50 \$15.00 \$15.00 BURDEN 6956 \$125 \$25,294 \$1.00 \$1.00 SHOPS 126 \$26.00 \$1.00 \$1.50 \$25.00 OHP BUYOUT | | | | | | | | |
|--|--------------------|---------|------|------------------|---------------|-------------|----------------------|---------|
| ASSEMBLY \$15.00 \$15.00 SPECIALTY ASSEMBLY \$19.00 \$20.90 \$19.00 LOAD \$13.00 \$21.00 \$21.00 \$21.00 ENGINEERING \$21.00 \$21.00 \$24.00 \$21.00 \$24.00 PREV. RATE W/O.T. \$24.00 \$20.90 \$10.50 \$21.00 \$10.00 PREV. RATE W/O.T. \$24.00 \$21.00 \$10.00 PREV. RATE \$21.00 SETUP 0.5 \$255,294 O.T. OUT OF TOWN \$26.50 NSTALL PREMIUM 30% \$31.50 \$255,294 O.T. OUT OF TOWN \$26.50 NSTALL PREMIUM 30% \$40.00 \$20.00 | MACHINING | \$15.00 | | \$16.50 | | \$15.00 | | |
| SPECIALTY ASSEMBLY \$19.00 \$19.00 LOAD \$13.00 \$14.30 \$13.00 ENGINEERING \$21.00 \$22.100 \$21.00 FINISHING \$15.00 \$22.100 \$21.00 PREV. RATE W/0.1 \$24.00 \$26.40 \$21.00 SETUP 0.5 \$255,294 0.7. OUT OF TOWN \$26.50 PREV. RATE (NO 0.1.7.) \$28.00 0.7. OUT OF TOWN \$26.50 SETUP 0.5 \$255,294 0.7. OUT OF TOWN \$26.50 PREV. RATE (NO 0.1.7.) \$28.00 0.0. OVERTIME \$23.00 SHOPS 12% 0.0. OVERTIME \$28.00 LABORSUPER 18% 12% BURDEN 69% 0HP 50% OHP 50% 0HP 50% 0HP 50% OHPBUYOUT 25% POPLAR, ALDER, MAHOGANY HW 1.5 NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 CHERRY, WHITE OAK, HARD MAPLE | SAND/DETAIL | \$10.00 | | \$11.00 | | \$10.00 | | |
| LOAD \$13.00 \$13.00 \$13.00 \$13.00 \$21.00 \$22.00 | ASSEMBLY | \$15.00 | | \$16.50 | | \$15.00 | | |
| ENGINEERING \$21.00 \$21.00 \$21.00 \$15.00 FINISHING \$15.00 \$21.00 \$15.00 \$21.00 \$15.00 PREV. RATE W/O.T. \$24.00 \$21.00 \$15.00 \$23.50 \$25.50 SETUP 0.5 \$255,294 \$255,294 \$0.T. OUT OF TOWN \$28.50 INSTALL PREMIUM 30% \$400 \$21.00 \$15.00 \$25.00 SHOPS 12% \$255,294 \$255,294 \$0.T. OUT OF TOWN \$28.50 INSTALL PREMIUM 30% \$400 \$200 \$25.00 \$0.0.00 \$26.40 \$200 INSTALL PREMIUM 30% \$400 \$15.00 \$25.20 \$0.50 \$0.00 \$0.00 \$26.50 INSTALL PREMIUM 30% \$12% \$25.00 \$0.00 \$0.00 \$26.00 \$0.00 \$26.00 \$0.00 \$26.00 \$0.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 \$26.00 | SPECIALTY ASSEMBLY | \$19.00 | | \$20.90 | | \$19.00 | | |
| FINISHING \$15.00 \$15.00 \$15.00 PREV. RATE W/0.T. \$24.00 \$26.40 \$21.00 STANDARD RATE \$21.00 OVERTIME \$23.50 0.T. OUT OF TOWN \$26.50 SETUP 0.5 \$255,294 0.T. OUT OF TOWN \$26.50 INSTALL PREMIUM 30% \$4005 \$100 \$275,294 0.T. OUT OF TOWN \$26.50 INSTALL PREMIUM 30% \$100 \$100 \$100 \$28.50 \$255,294 0.T. OUT OF TOWN \$26.50 INSTALL PREMIUM 30% \$100 \$100 \$100 \$28.50 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$26,00 \$21,00 \$28,50 \$255,294 \$255,294 \$255,294 \$255,294 \$255,294 \$26,00 \$20,01 \$25,294 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 \$25,200 2 | LOAD | \$13.00 | | \$14.30 | | \$13.00 | | |
| PREV. RATE W/O.T. \$24.00 \$26.40 \$21.00 STANDARD RATE \$21.00 OVERTIME \$23.50 SETUP 0.5 INSTALL PREMIUM 30% SHOPS 12% LABORSUPER 18% FIELDSUPER 12% OHP 50% OHP 50% OHP 50% OHP 50% OHP 1.35 POPLAR, ALDER, MAHOGANY HW 1.5 LPF 1.35 CHERRY, WHITE OAK, HARD MAPLE | ENGINEERING | \$21.00 | | \$23.10 | | \$21.00 | | |
| SETUP 0.5 SETUP 0.5 INSTALL PREMIUM 30% SHOPS 12% LABORSUPER 18% FIELDSUPER 22% OHP 50% 0.4 OHP 50% 0.4 OHP 50% 1.35 POPLAR, ALDER, MAHOGANY HW 1.5 LPF 1.3 CHERY, WHITE OAK, HARD MAPLE | FINISHING | \$15.00 | | \$16.50 | | \$15.00 | | |
| SETUP 0.5 INSTALL PREMIUM 30% SHOPS 12% LABORSUPER 18% FIELDSUPER 12% BURDEN 69% OHP 50% OHP 50% OHPBUYOUT 25% POPLAR, ALDER, MAHOGANY NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 LPF 1.5 | PREV. RATE W/O.T. | \$24.00 | | \$26.40 | | \$21.00 | STANDARD RATE | \$21.00 |
| SETUP 0.5 INSTALL PREMIUM 30% SHOPS 12% LABORSUPER 18% FIELDSUPER 12% BURDEN 69% OHP 50% OHPBUYOUT 25% SGF 1.35 POPLAR, ALDER, MAHOGANY HW 1.5 LPF 1.35 OHERY, WHITE OAK, HARD MAPLE | | | | | | | OVERTIME | \$23.50 |
| INSTALL PREMIUM 30% SHOPS 12% LABORSUPER 18% FIELDSUPER 12% BURDEN 69% OHP 50% OHP 50% TX. OVERTIME MURDEN 25% Image: Seference 12% 1.35 PREV. RATE \$23.00 TX. OVERTIME \$26.00 OHP 50% OHPBUYOUT 25% Image: Seference 12% 1.35 PREV. RATE \$26.00 TX. PREV. RATE \$26.00 TX. PREV. RATE \$26.00 OHP 50% OHP 50% TX. PREV. RATE NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 OHERRY, WHITE OAK, HARD MAPLE | | | | \$255,294 | | | O.T. OUT OF TOWN | \$26.50 |
| INSTALL PREMIUM30%CO. STANDARD RATE\$25.00SHOPS12%CO. OVERTIME\$28.00LABORSUPER18%CO. PREV. RATE\$34.00FIELDSUPER12%TX. OVERTIME\$23.00BURDEN69%TX. PREV. RATE\$26.00OHP50%TX. PREV. RATE\$26.00OHPBUYOUT25%TX. PREV. RATE\$26.00SGF1.25POPLAR, ALDER, MAHOGANYHW1.51.45NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAKLPF1.3CHERRY, WHITE OAK, HARD MAPLE | SETUP | 0.5 | | | | | PREV. RATE (NO O.T.) | \$28.50 |
| SHOPS 12% CO. OVERTIME \$28.00 LABORSUPER 18% CO. PREV. RATE \$34.00 FIELDSUPER 12% TX. OVERTIME \$23.00 BURDEN 69% TX. PREV. RATE \$26.00 OHP 50% TX. PREV. RATE \$26.00 OHPBUYOUT 25% POPLAR, ALDER, MAHOGANY HW 1.5 1.45 HW 1.5 1.45 NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF LPF 1.3 1.5 | | | | | | | PREV. RATE W/O.T. | \$31.50 |
| LABORSUPER 18% FIELDSUPER 12% BURDEN 69% OHP 50% OHPBUYOUT 25% SGF 1.25 HW 1.5 HW 1.5 LPF 1.3 CHERRY, WHITE OAK, HARD MAPLE | INSTALL PREMIUM | 30% | | | | _ | CO. STANDARD RATE | \$25.00 |
| FIELDSUPER 12% BURDEN 69% OHP 50% OHPBUYOUT 25% SGF 1.25 HW 1.5 LPF 1.3 CHERRY, WHITE OAK, HARD MAPLE | SHOPS | 12% | | | | 1 | CO. OVERTIME | \$28.00 |
| BURDEN 69% OHP 50% OHPBUYOUT 25% SGF 1.25 HW 1.5 LPF 1.3 1.45 CHERRY, WHITE OAK, HARD MAPLE | LABORSUPER | 18% | | | | - | CO. PREV. RATE | \$34.00 |
| OHP 50% OHPBUYOUT 25% SGF 1.25 HW 1.5 LPF 1.3 LPF 1.3 LPF 1.5 LPF 1.5 CHERRY, WHITE OAK, HARD MAPLE | FIELDSUPER | 12% | | | | | TX. OVERTIME | \$23.00 |
| OHPBUYOUT 25% SGF 1.25 HW 1.5 LPF 1.3 POPLAR, ALDER, MAHOGANY CHERRY, WHITE OAK, HARD MAPLE | BURDEN | 69% | | | | | TX. PREV. RATE | \$26.00 |
| 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 | ОНР | 50% | | | | | | |
| HW 1.5 1.45 NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 1.5 CHERRY, WHITE OAK, HARD MAPLE | OHPBUYOUT | 25% | | | | | | |
| HW 1.5 1.45 NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 1.5 CHERRY, WHITE OAK, HARD MAPLE | | | | | | | | |
| HW 1.5 1.45 NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 1.5 CHERRY, WHITE OAK, HARD MAPLE | | | | | | | | |
| HW 1.5 1.45 NATURAL ASH, NATURAL BIRCH, SOFT MAPLE, RED OAK LPF 1.3 1.5 CHERRY, WHITE OAK, HARD MAPLE | | | | | | | | |
| LPF 1.3 1.5 CHERRY, WHITE OAK, HARD MAPLE | SGF | 1.25 | 1.35 | POPLAR, ALDER, N | MAHOGANY | | | |
| | HW | 1.5 | 1.45 | NATURAL ASH, NA | ATURAL BIRCH, | SOFT MAPLE, | RED OAK | |
| 1.6 SELECT BIRCH & WHITE MAPLE, QUARTERED & RIFT OAK, WLANUT | LPF | 1.3 | 1.5 | CHERRY, WHITE O | DAK, HARD MAR | PLE | | |
| | | | 1.6 | SELECT BIRCH & \ | WHITE MAPLE, | QUARTERED 8 | RIFT OAK, WLANUT | |





| SOURCE | CONTACT | PHONE | PRICE | | QTY | GOOD UNTIL |
|----------|---------|-------|----------|-----|-----|---------------|
| HALLMARK | JOHN R | | \$440.00 | SHT | 24 | |
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DATE 6-Jun

JOB NAME DELORES GONZALES ES

QUOTE SHEET

PROPOSAL



3711 PASEO DEL NORTE NE SUITE B ALBUQUERQUE, NM 87113 RHONE(202) 898 0000 FAX (505) 998 9998 website: www.ogb-am.com

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 pxc 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:
 - Solid metal, 4", 5/16" diameter wire pulls
 - Full overlay 120° European hinges •
 - "Blum" meta-box drawer glides w/nylon rollers on drawers. •
 - Institutional grade cam-locks are included on one one one 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 Oustom grade high pressure laminate with full backer. Waterproof cores at wet areas.

EXCEPTIONS: NONE

SCOPE:

| ROOM | DETAIL | DESCRIPTION |
|-------|------------|--|
| 12-29 | D1/A-401 | SOLID SURFACE TOP W/SUPPORT FRAME |
| 13-30 | D1/A-401 | SOLID SURFACE TOP W/SUPPORT FRAME |
| 13-31 | L11/A-401 | LAMINATE CASEWORK, CUSTOM TOPS, METAL SUPPORT BRACKETS & LEG |
| 29-09 | L1/A-401 | LAMINATE CASEWORK & SOLID SURFACE TOPS |
| | 38L6/A-401 | SOLID SURFACE TOPS ON METAL SUPPORT BRACKETS |
| | J1/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 OCP 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 CERIFICATION: \$575

MATERIALS:

- Decorative laminates from Pionite, "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

eque-Rick Thaler President

| Accepted | | |
|------------|-----------|--|
| Date | Signature | |
| Print Name | | |
| PO # | | |

Page 2 of 2









PROPOSED PROJECT CHANGE

Proposed Project Change

| Job Name: Strickling OGB Project Manager: Requested COR date: | | | Job Number: Date: | ⁷ 3742 3/31/14 |
|---|-----|--|--|---|
| Customer contact: email: <u>JFay@Flin</u> Cell: 918-706-5 Jobsite Address: Jobsite Phone: | | | Company: Phone: Fax: Address: | Flintco 505-262-1888 505-262-1979 6020 Indian School Rd. NE Albuquerque, NM 87110 |
| ASI # or R Other Iden Job Phase: | FQ# | none Submittal markups Kitchen, Butlers pantry | Originator: 7, Breakfast, H | Architect er 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



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

LIQUES

DATE

COCT

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!

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Rick Thaler rthaler@ogb-am.com



The Final Piece in Building a Successful Woodworking Business



