

PRICING SURVEY



2018

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Thank you for participating. Please read all instructions and specifications carefully before completing bid forms. All surveys must be returned by August 20, 2018, to be included in our special pricing report.

Welcome to the 2018 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 2018 survey will be published in the October 2018 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 email 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.

2018 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. Contemporary 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. Traditional beaded inset 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:

3. Kitchen with two islands.

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. Frameless office 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:

5. Walnut built-in den 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:

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 20, 2018, to be included in the survey.**



1. Contemporary face-frame kitchen

This project was part of an addition to the house. The cabinet shop designed the kitchen and provided cabinetry and countertops. The young couple who owns the house likes to cook together and has quite a large collection of pots and pans and cooking accessories. They were looking for help from the cabinet shop to make this a space that would be comfortable for two cooks, with organized storage of cookware and food. The homeowners also have small children and wanted to make sure it was a friendly space for them.



The shop's solution was a full-overlay faceframe kitchen that gives a contemporary look. A contrasting color island adds to the appeal. Special features such as a mixer lift, a pullout pantry, and rollouts are also incorporated.





1. Contemporary face-frame kitchen (continued)

Cabinetry on the back wall has a framed cabinet with painted exterior/white melamine interior/ reverse panel shaker door with Blumotion soft-close hinges and slab drawer front/ 1/4" reveal/ cherry dovetail drawer box with Blumotion full extension soft-close guides.



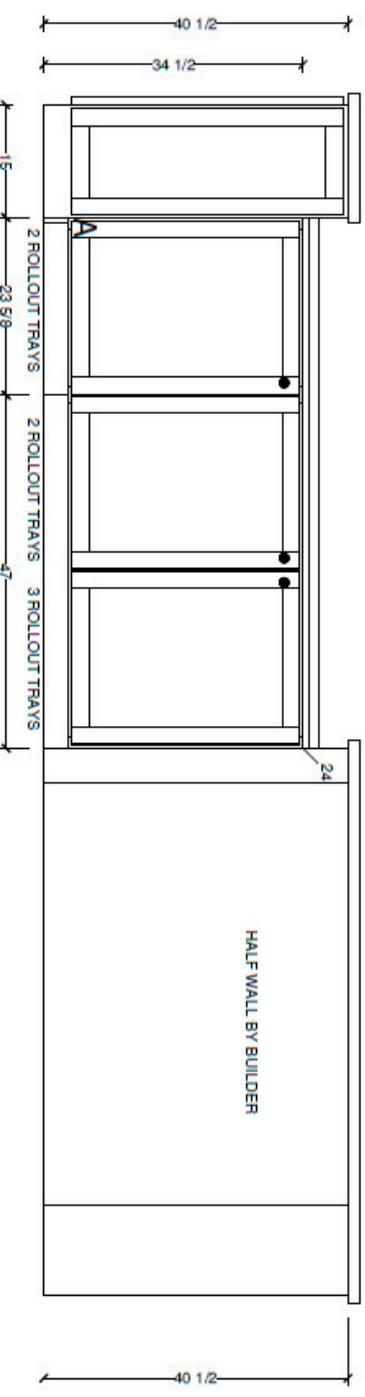
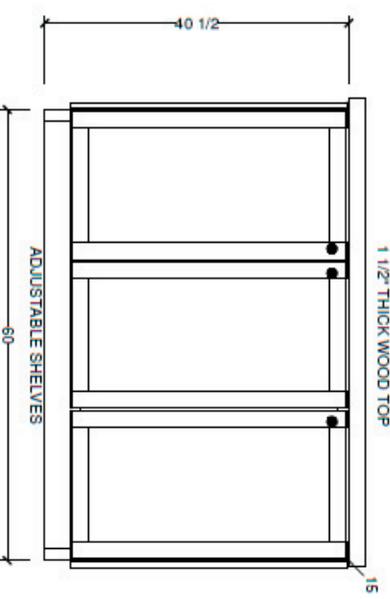
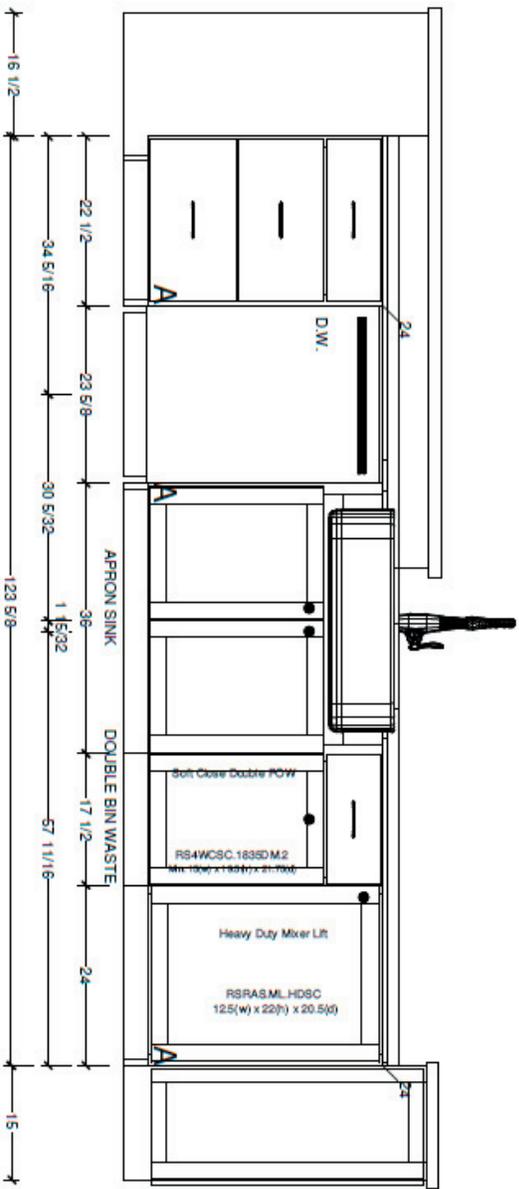
The island cabinets are the same except they are painted a different color. The taller cabinet at the end of the island, the floating shelves and the panels that wrap the wall that supports the raised island top are stained maple.

The homeowners re-used existing cabinet pulls, so they are not included in the bid.

Accessories noted on the drawings include a Hafele pullout pantry. The mixer lift/cookware organizer and double waste bin were Rev-a-shelf.



1. Contemporary face-frame kitchen design details (continued)





2. Traditional beaded inset kitchen

This kitchen features all drawers and doors with beaded inset for a traditional look, but beaded inset can dramatically affect the cost and time in construction. There were also field applied mouldings, including crown, baseboard, and a light rail. Inside the cabinets are plenty of specialty features. A white pigmented undercoat with glaze and clear topcoat finished the look. Here are the bidding specs:

Face Frames - Maple

Doors - Maple - raised panel - with ogee inside and outside edge

Door Hardware - Inset hinges - non mortised style

Drawers - solid maple - 5/8" sides - dovetail - 1/4" bottom

Drawer Slides- Grass Dynapro soft close

Box Construction - 3/4" plywood sides bottom and tops 1/2" backs

Shelving - 3/4" plywood with 1-1/4" applied molding

All drawers and door openings - full beaded with 5/16" x 3/4" bead mold

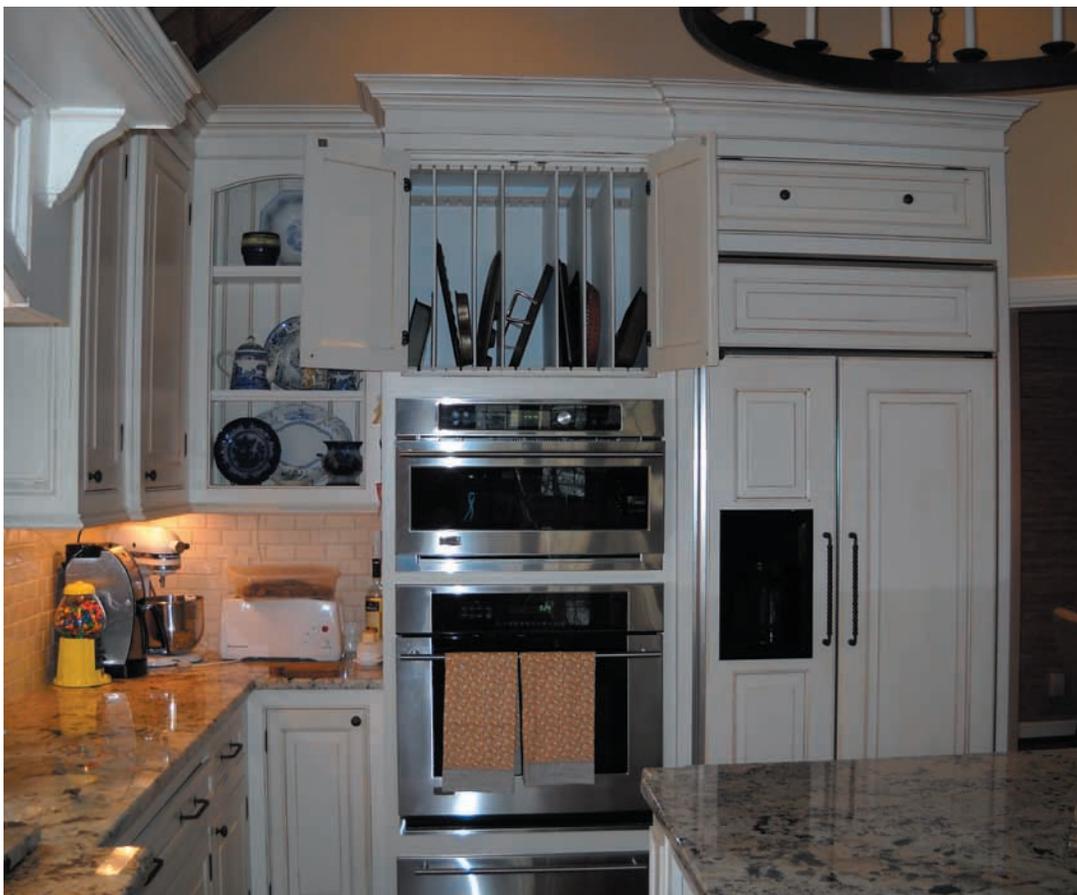
Field applied molding - 3 piece crown - 1 1/4" base cap w 1" x 4" w 4 1/2" crown

Light Rail - 1 1/4" base cap

Base board 5 1/2"

Specialty features: 1 pull out trash, 2 tv pull out, 3 cookie trays, 4 all cabinet end panels - integrated face frame design, 5 feet as shown, 6 Osborne columns - Islander style- part number 1750, 7 spice doors on cook top hood with electrical outlets inside.

Finish - White pigmented undercoat with glaze with clear top coat.



**2. Traditional
beaded inset
kitchen design
details
(continued)**

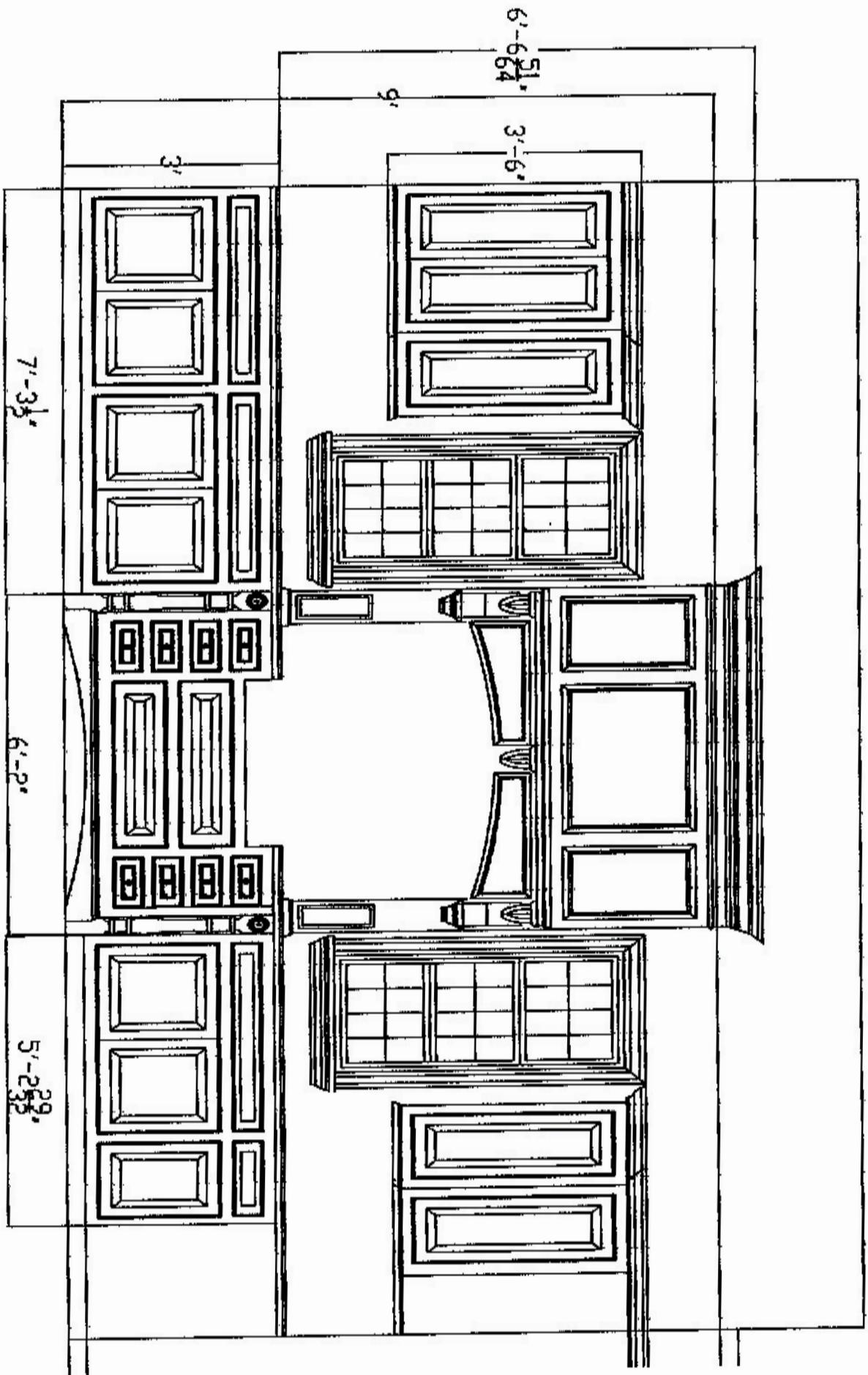


2. Traditional
beaded inset
kitchen design
details
(continued)

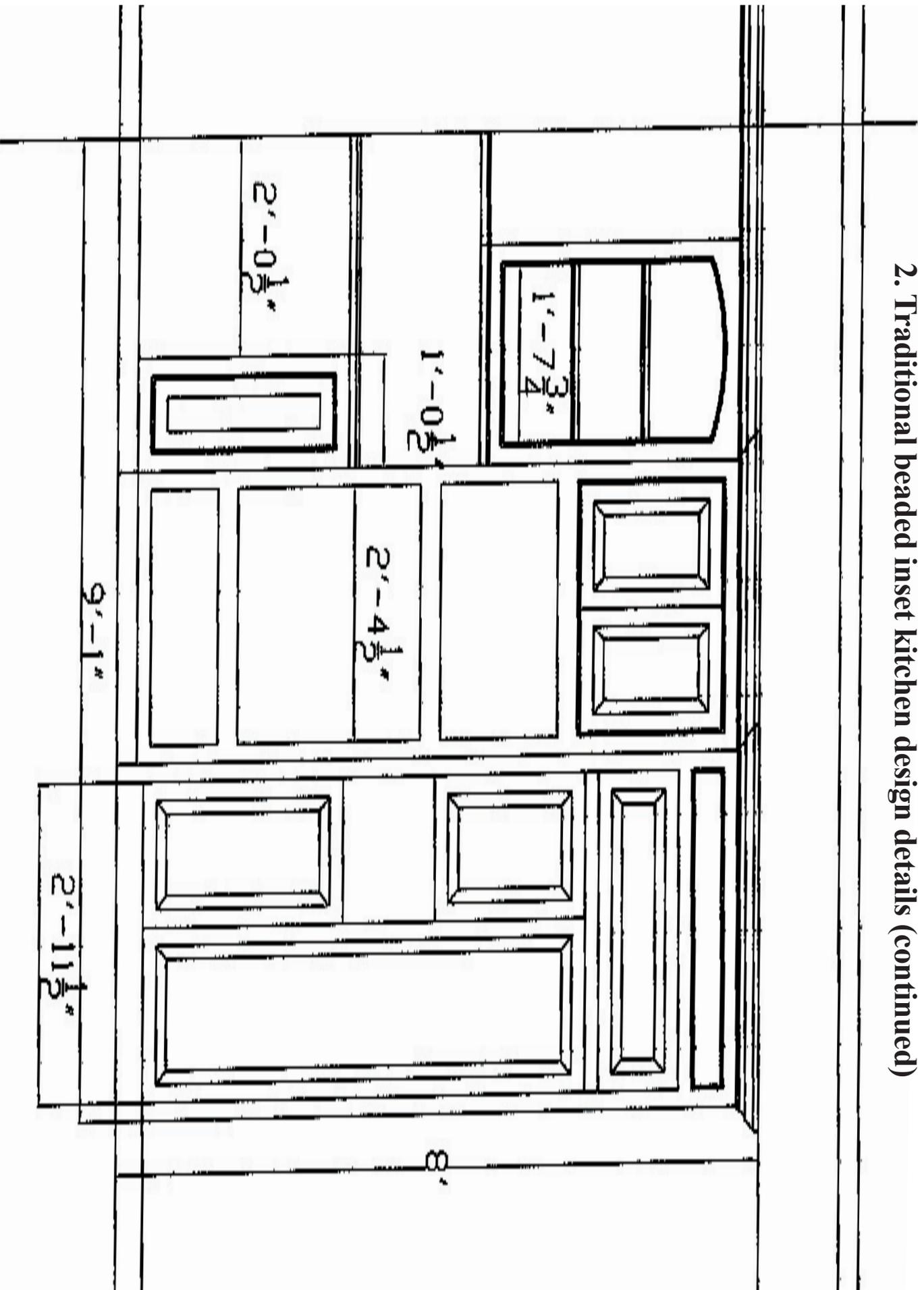


2. Traditional beaded inset kitchen design details (continued)

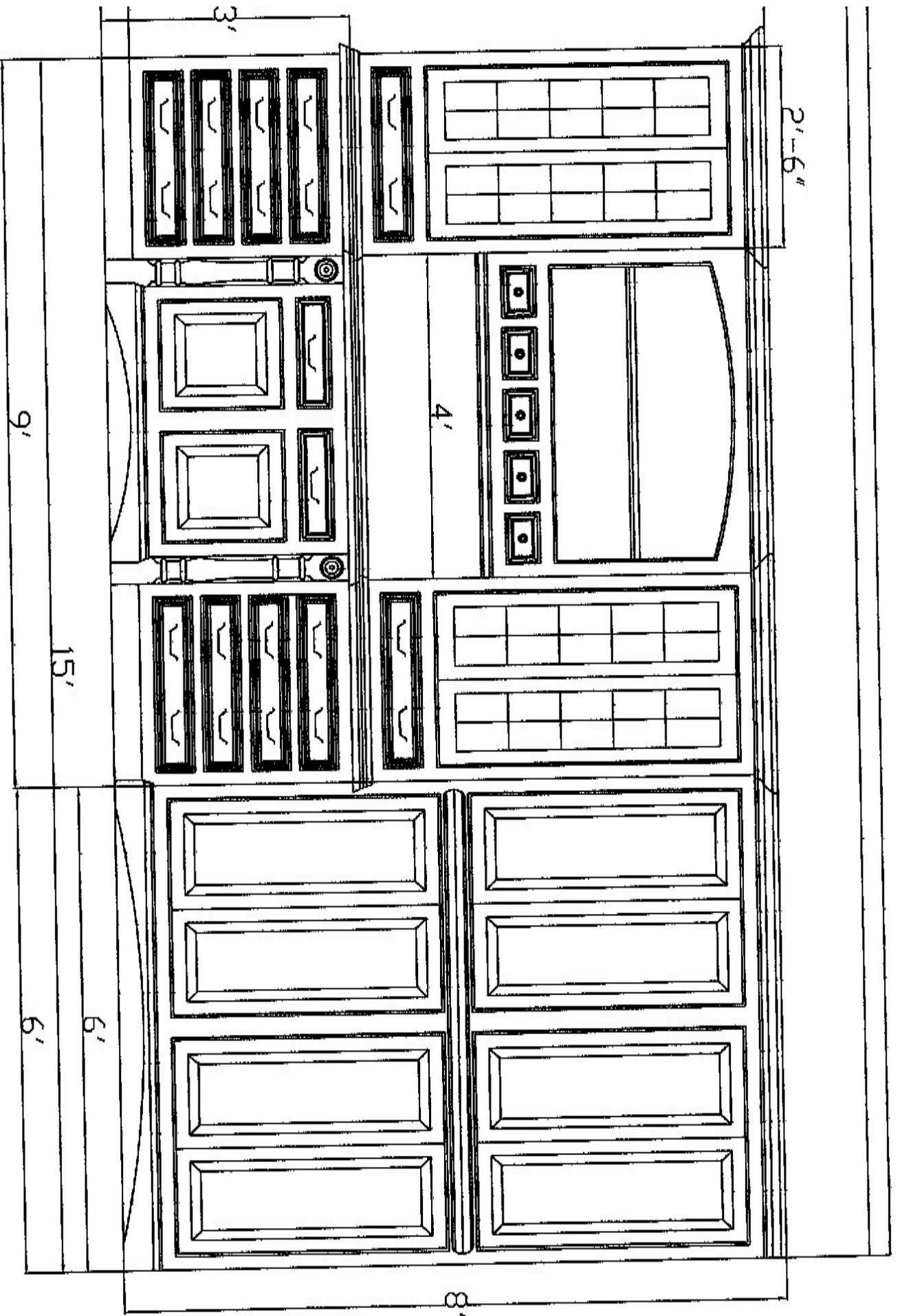
2. Traditional beaded inset kitchen design details (continued)

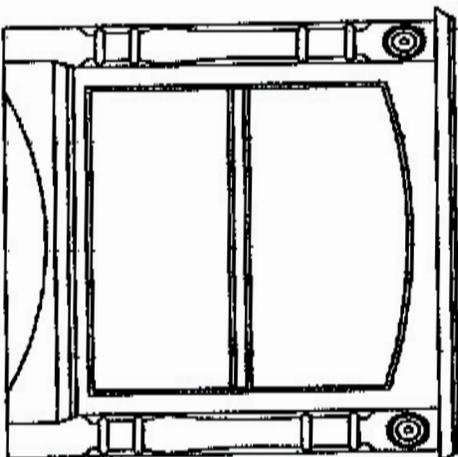
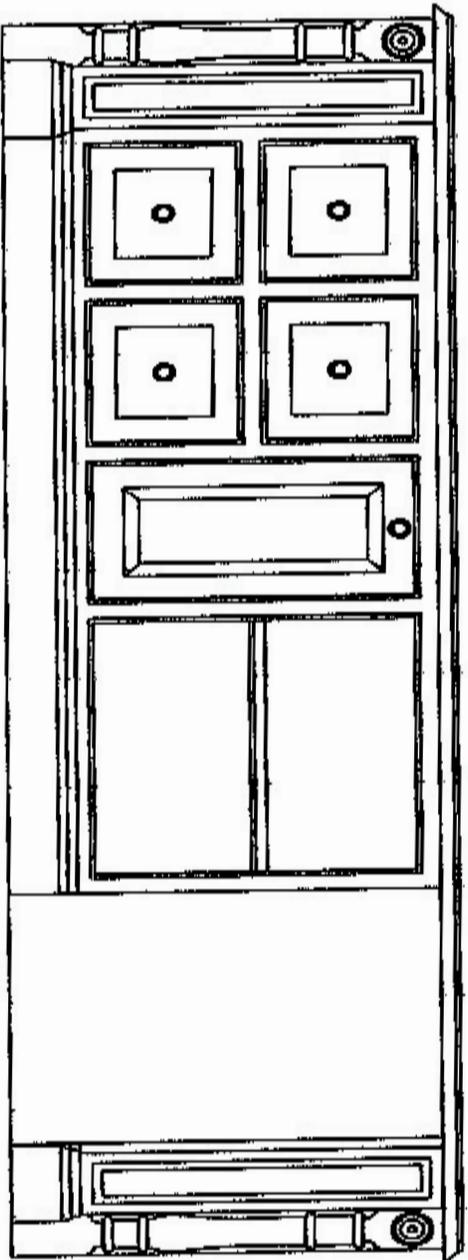


2. Traditional beaded inset kitchen design details (continued)

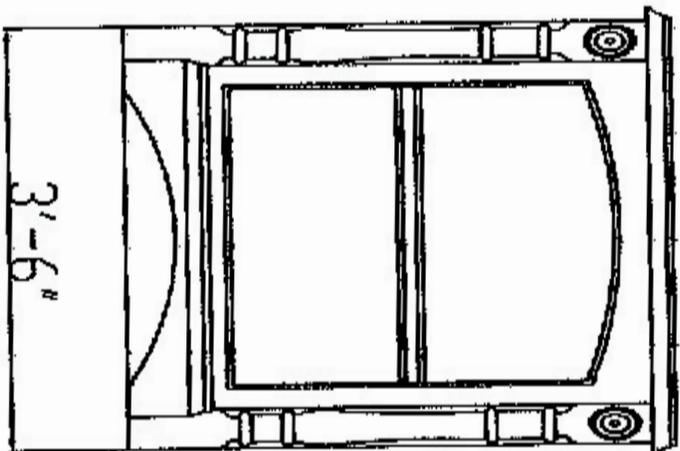
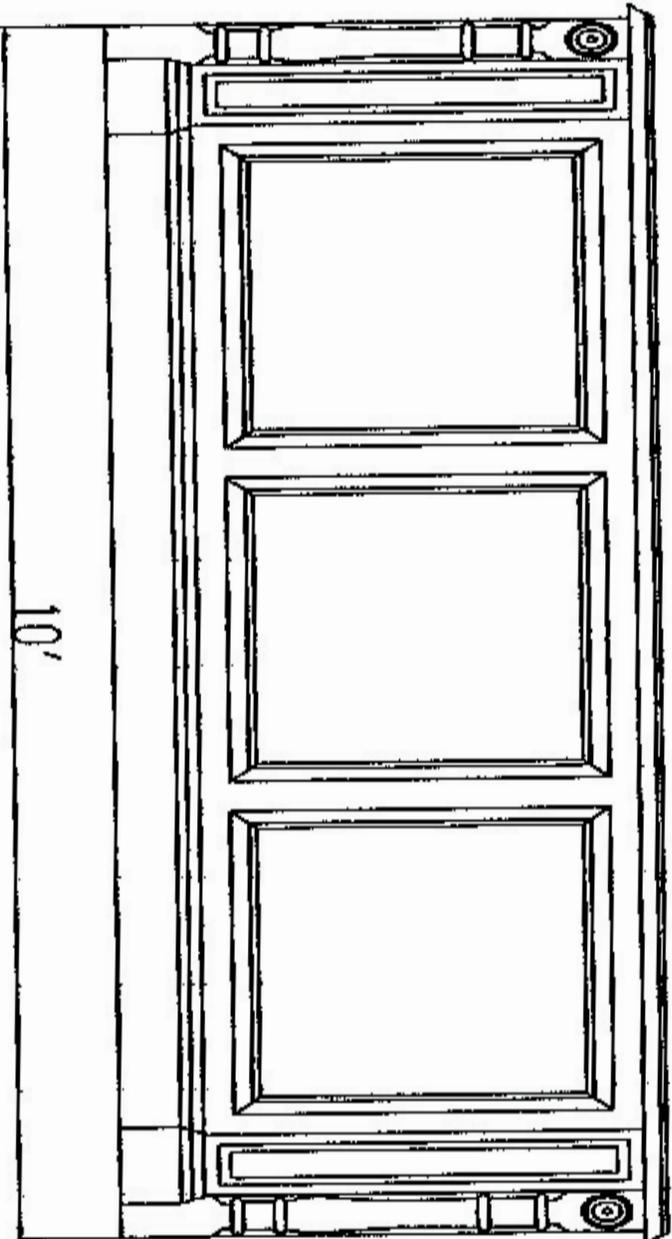


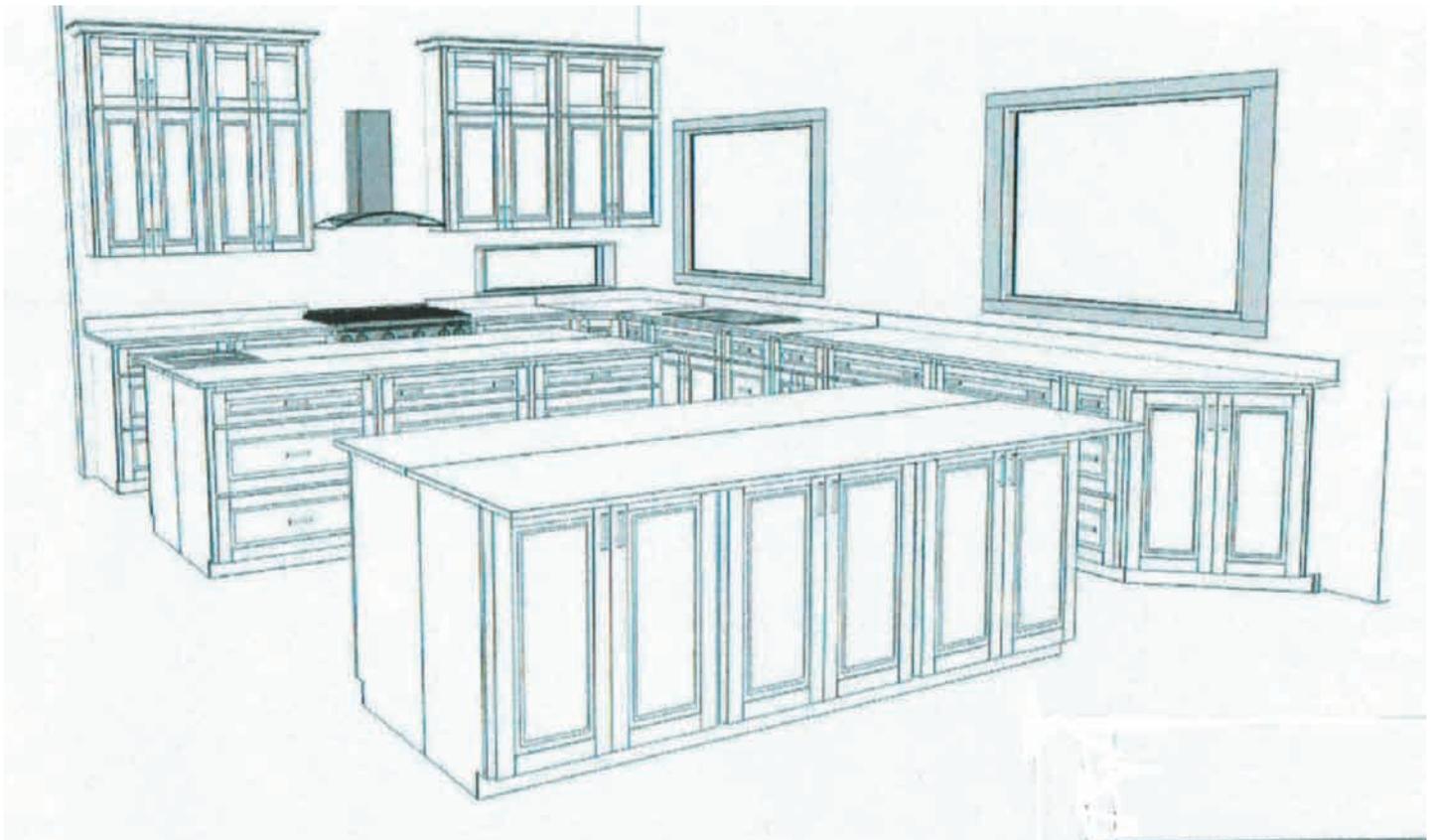
2. Traditional beaded inset kitchen design details (continued)





2. Traditional beaded inset kitchen design details (continued)





3. Kitchen with two islands

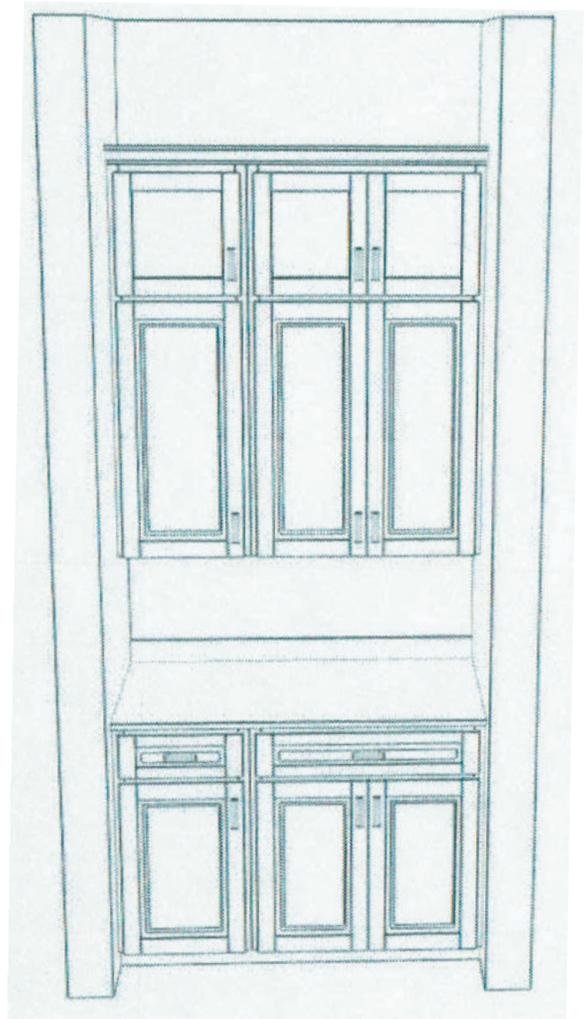
This striking kitchen features two large islands and lots of cabinets all around. Original construction was face-frame, full overlay, but the look could also be done in frameless construction. Prefinished birch boxes were used throughout, and exteriors, including the raised-panel wood doors, were finished with white lacquer. Glass was used in the top row of small doors. An extra bidding consideration was the five-hour drive to the installation location.

Hardware: Soft-close doors and drawers.

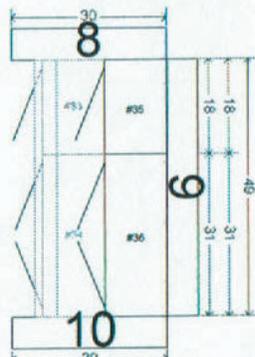
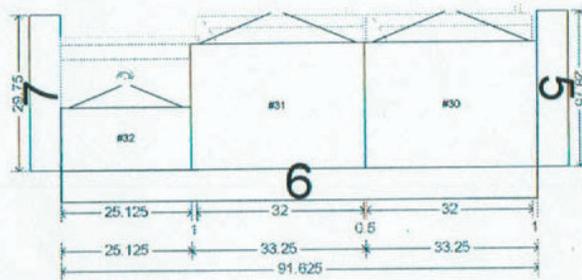
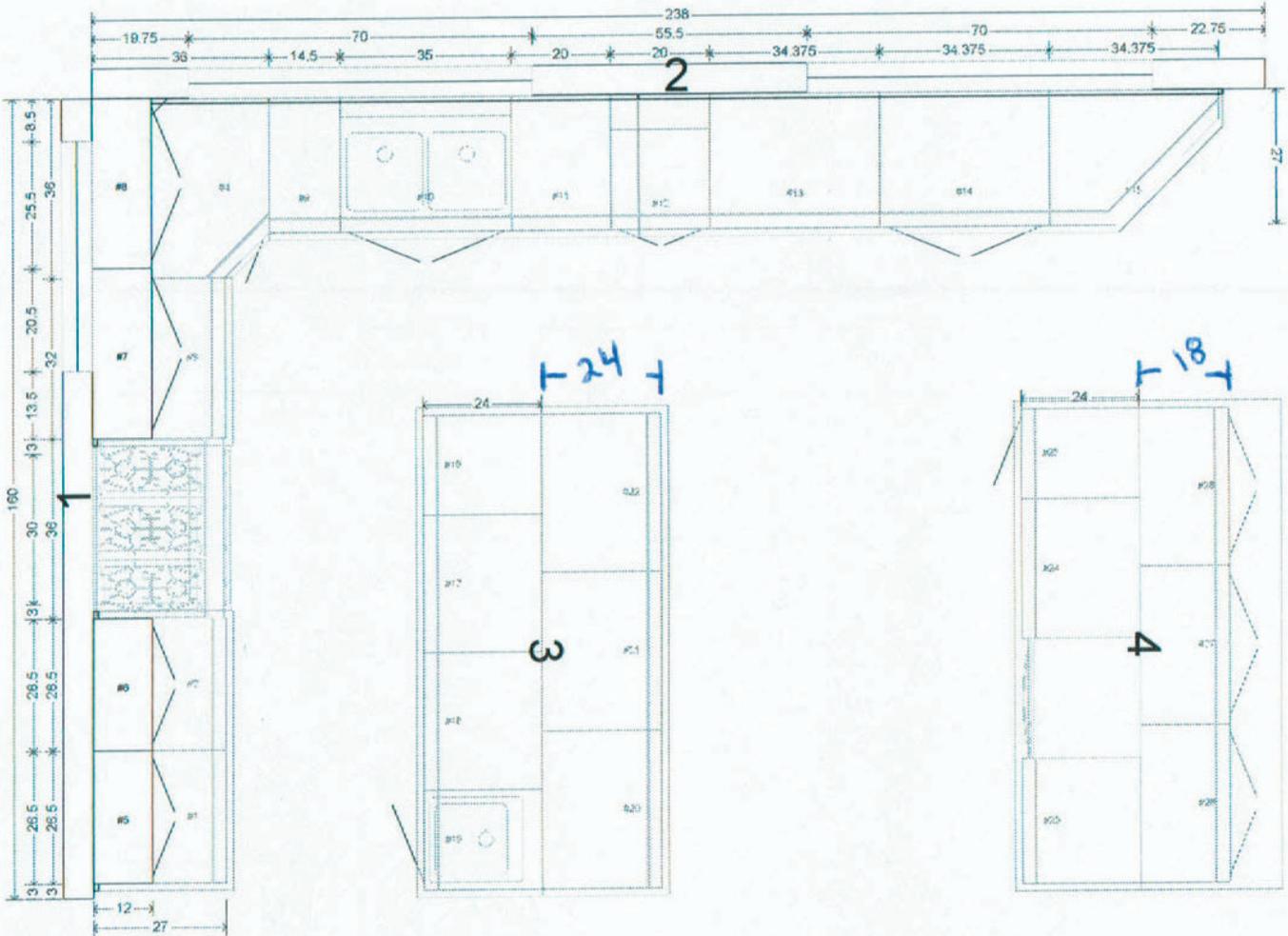
Countertops: Laminate tops for counters and islands.

Doors: Raised panel wood doors.

Finish: White lacquer.

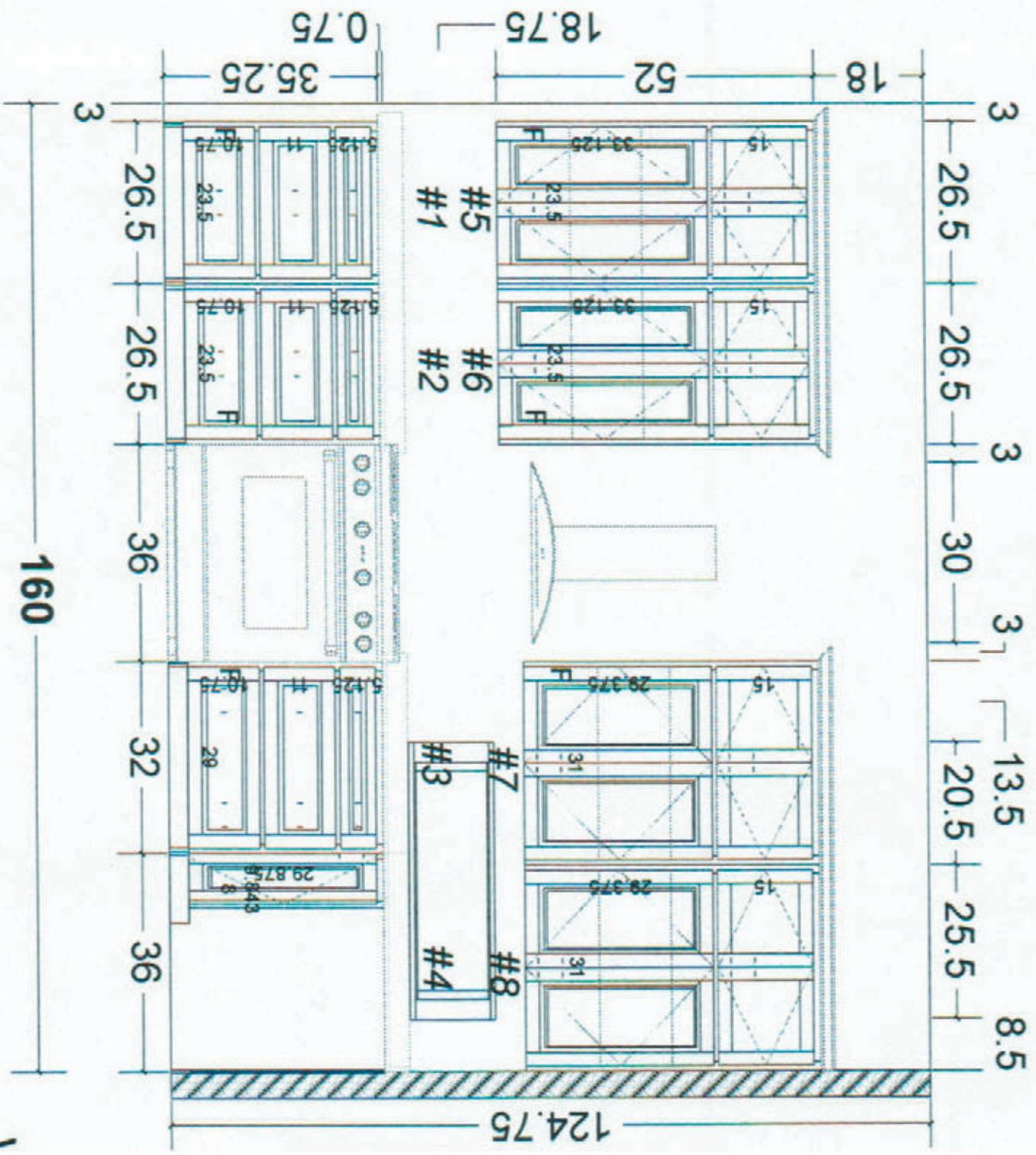


Main Kitchen

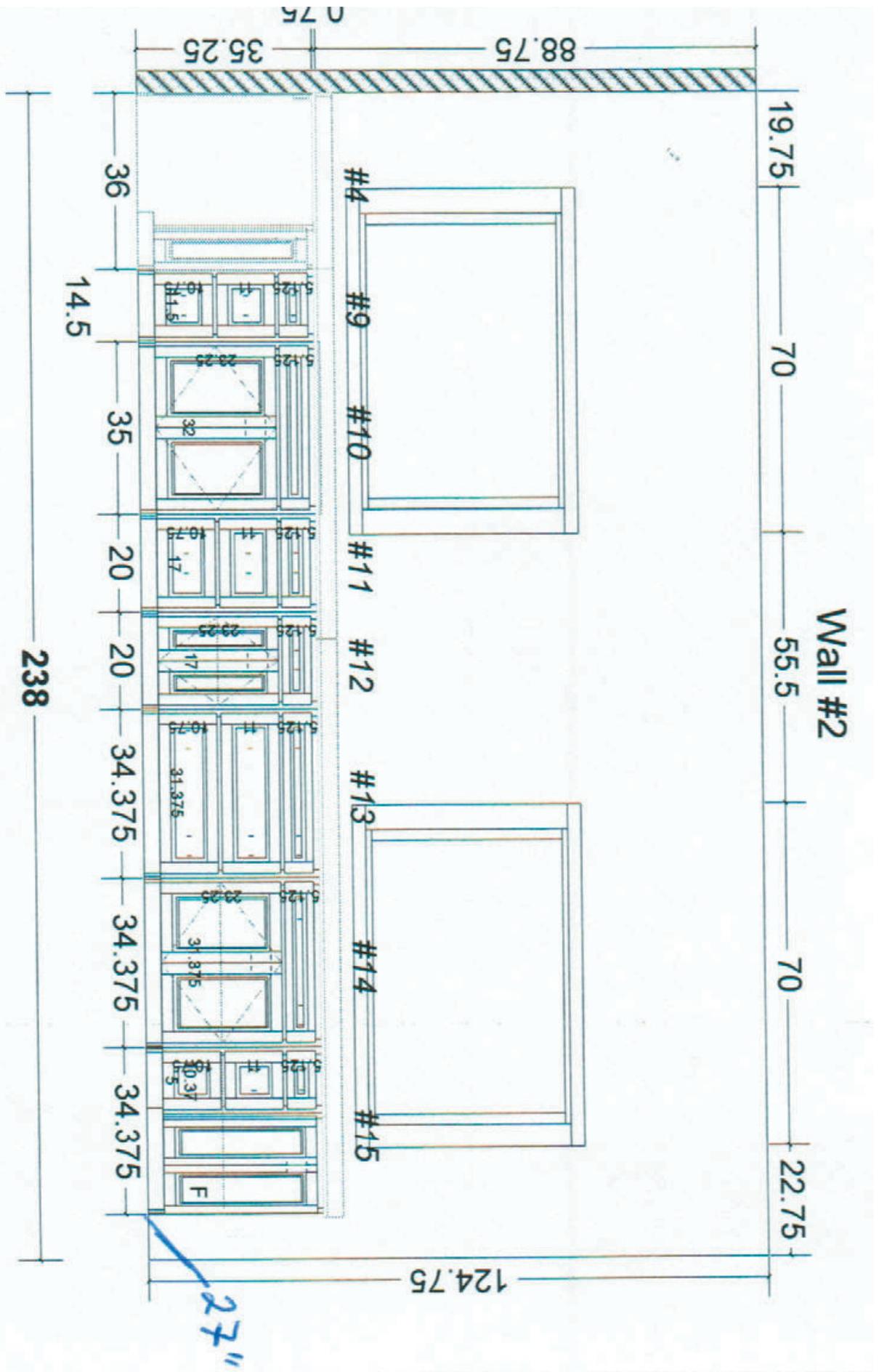


3. Kitchen with two islands design details (continued)

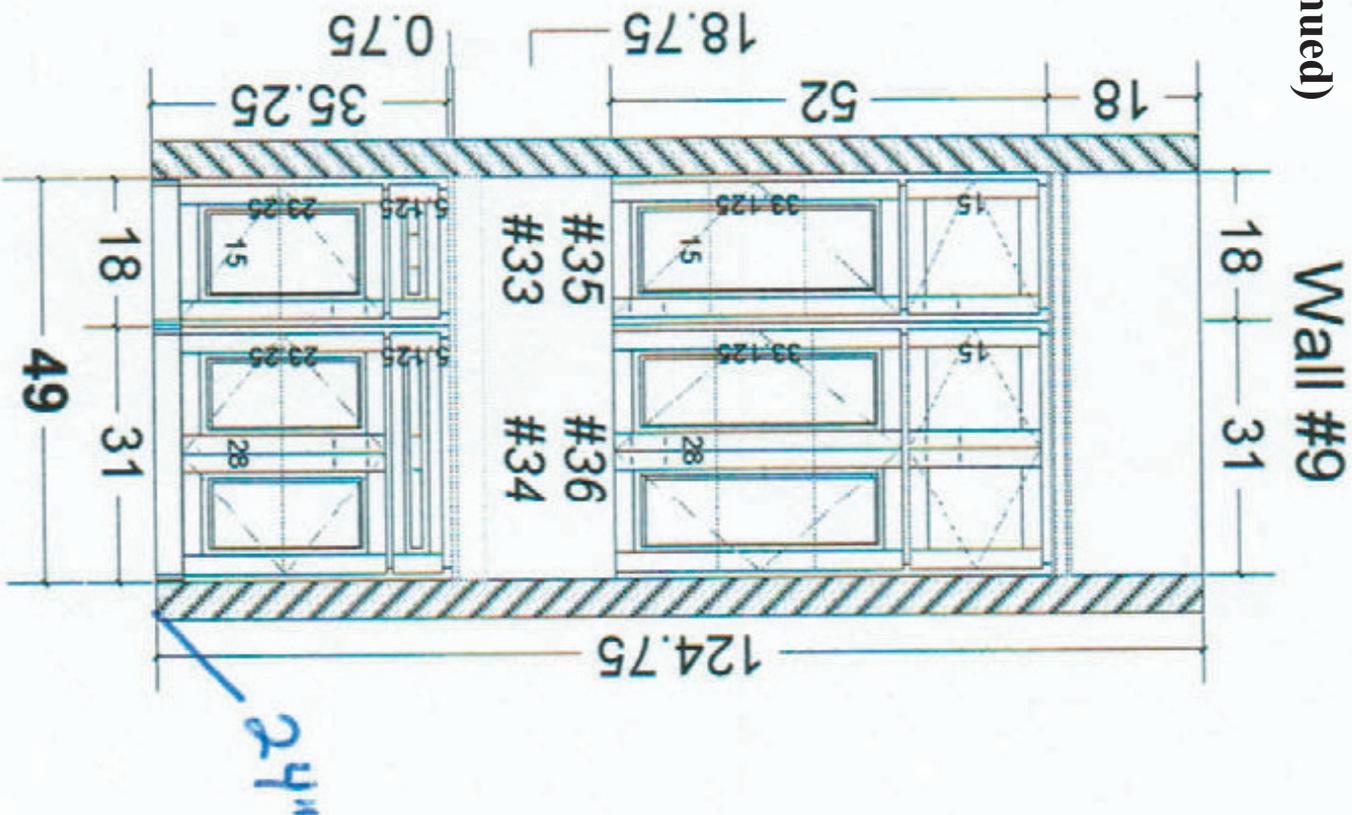
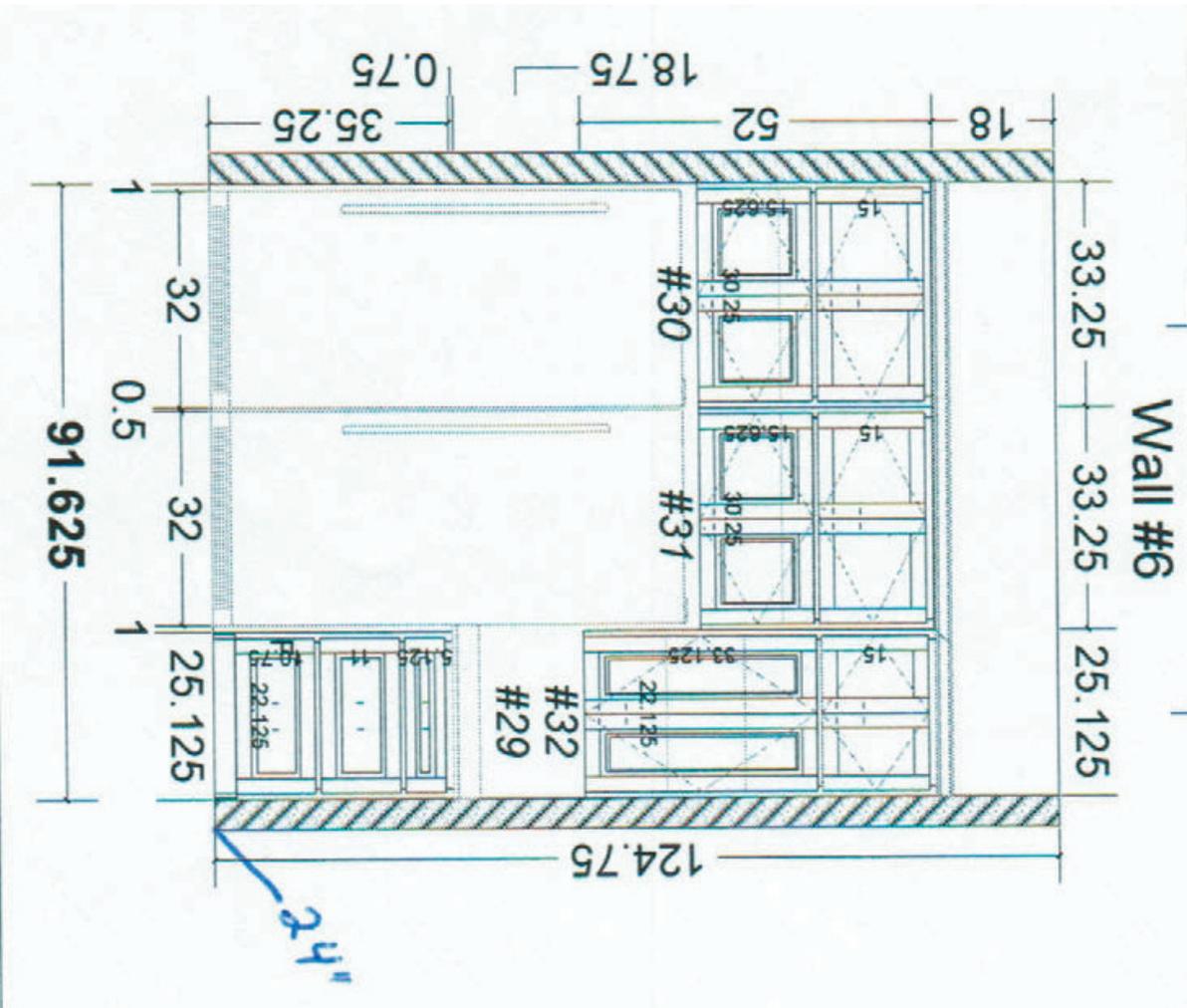
Wall #1



3. Kitchen with two islands design details (continued)

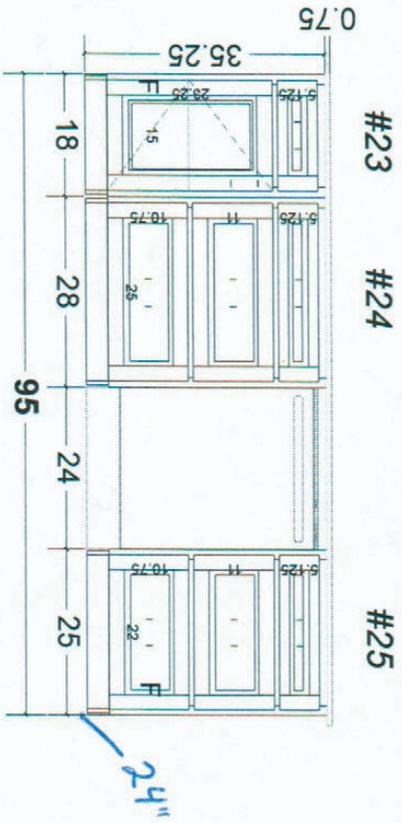


3. Kitchen with two islands design details (continued)

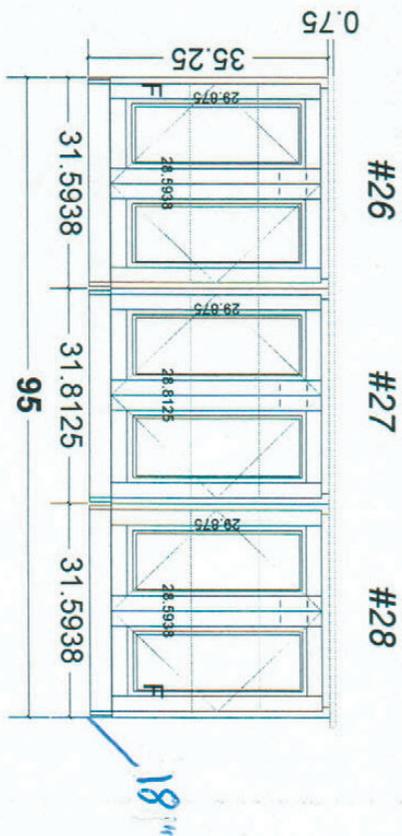


3. Kitchen with two islands design details (continued)

Island 1



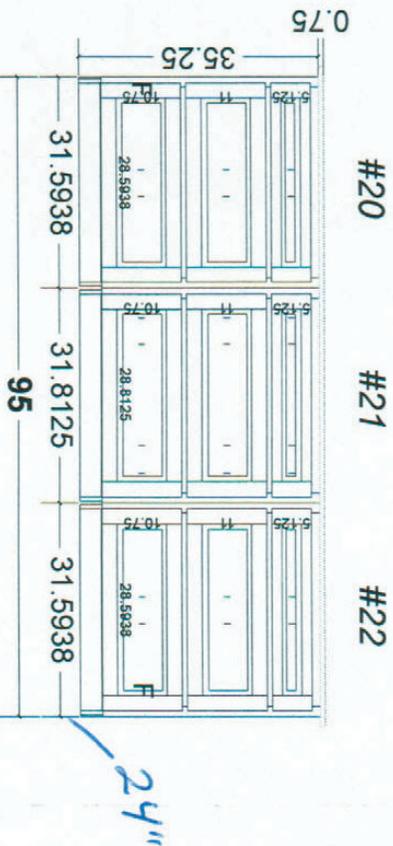
Island 1 Back



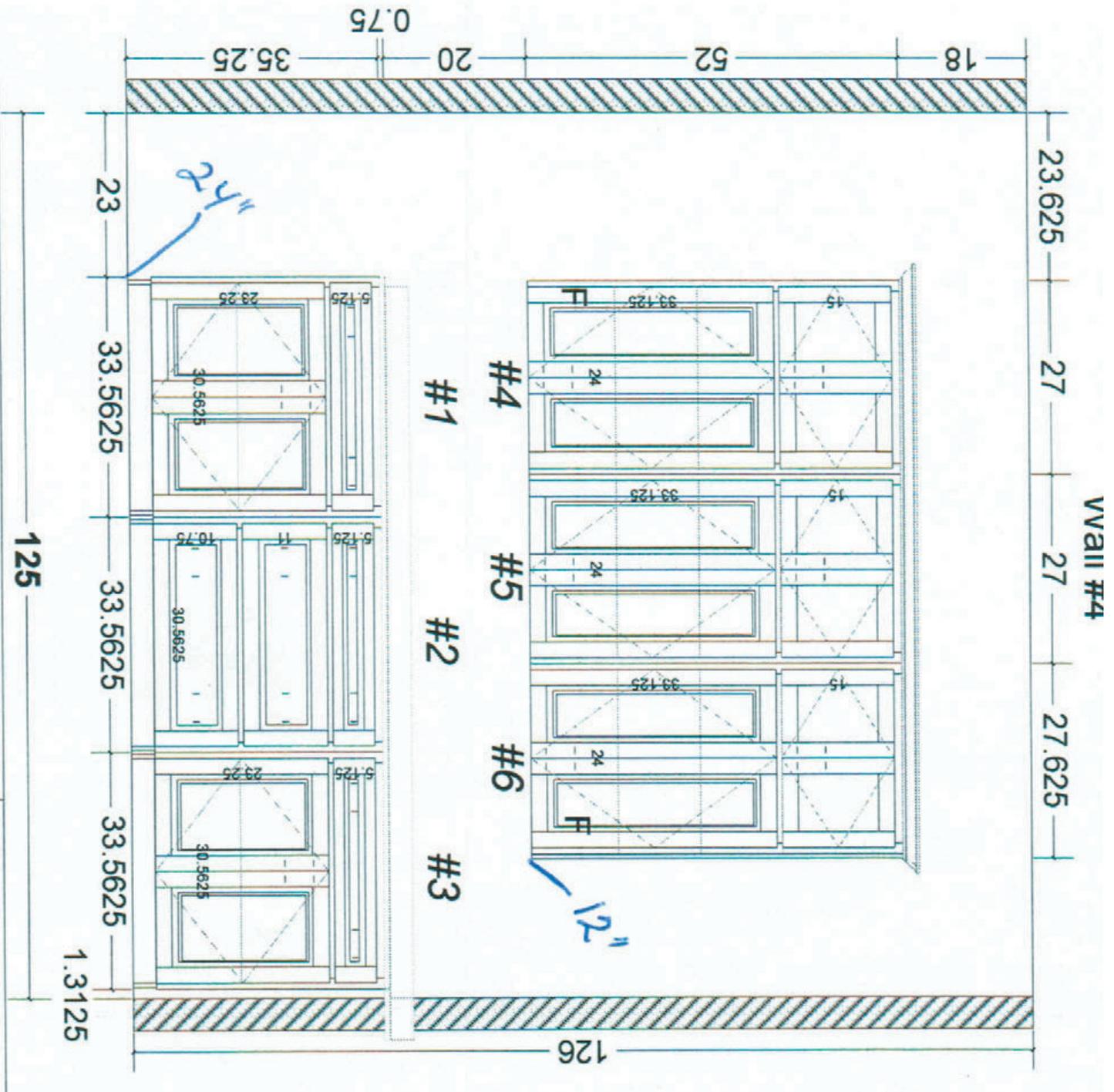
Island 2



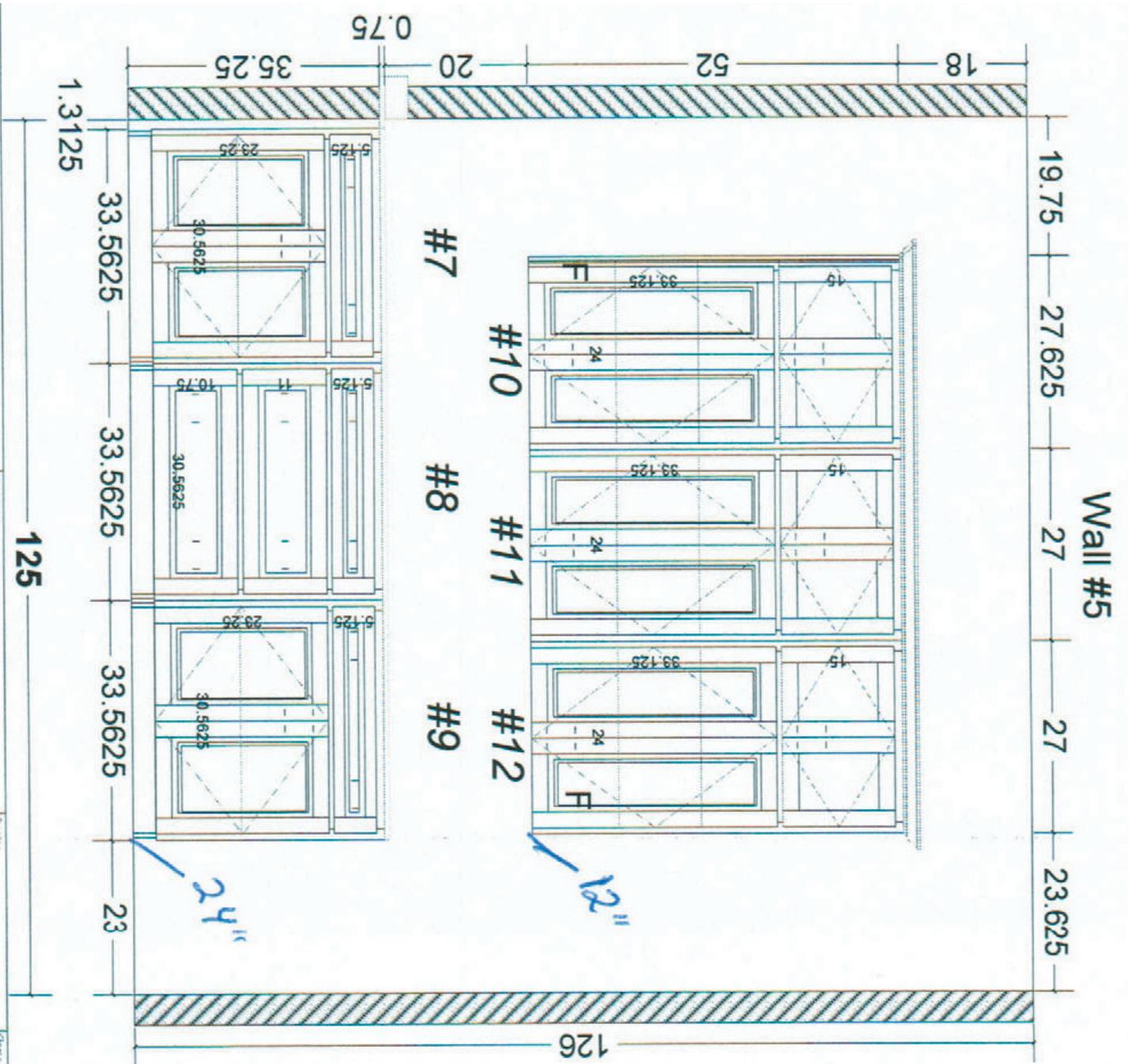
Island 2 Back



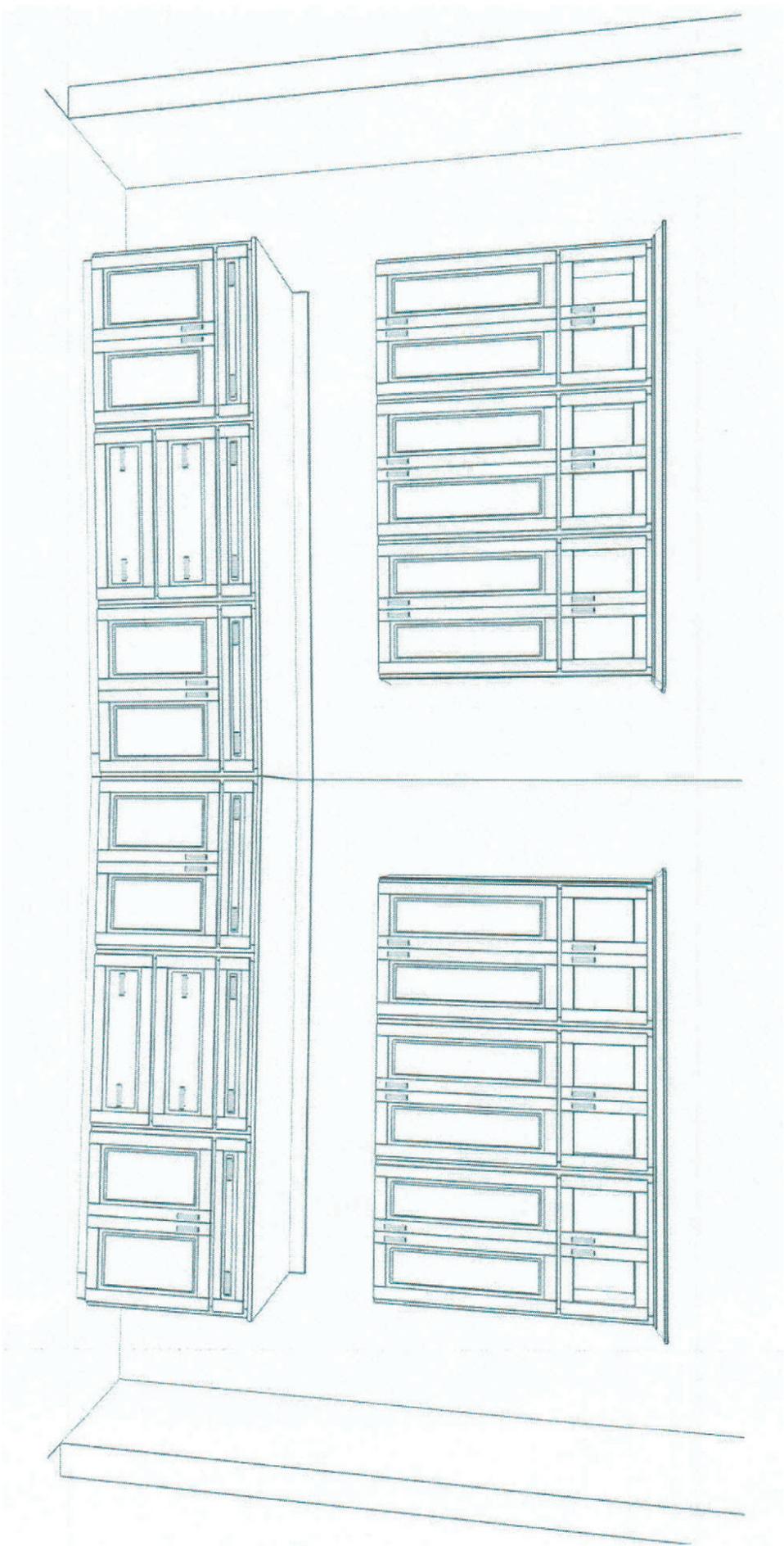
**3. Kitchen
with two
islands
design
details
(continued)**

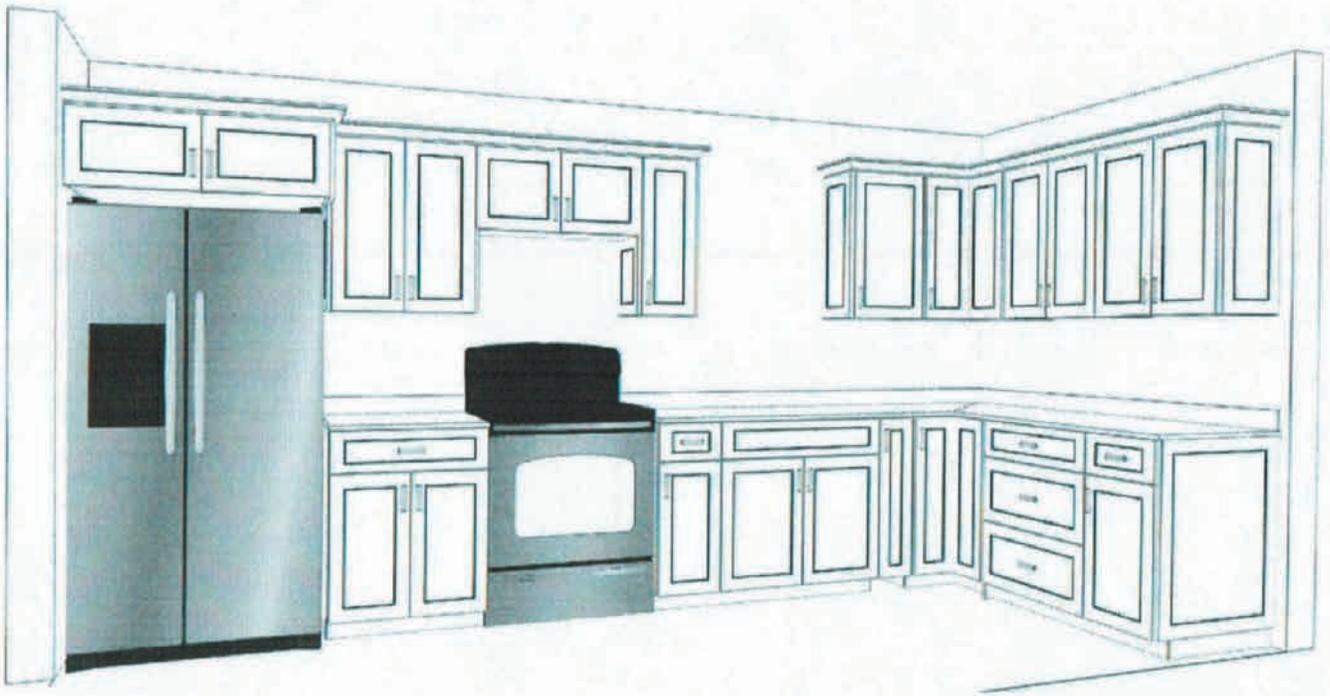


3. Kitchen
with two
islands
design
details
(continued)



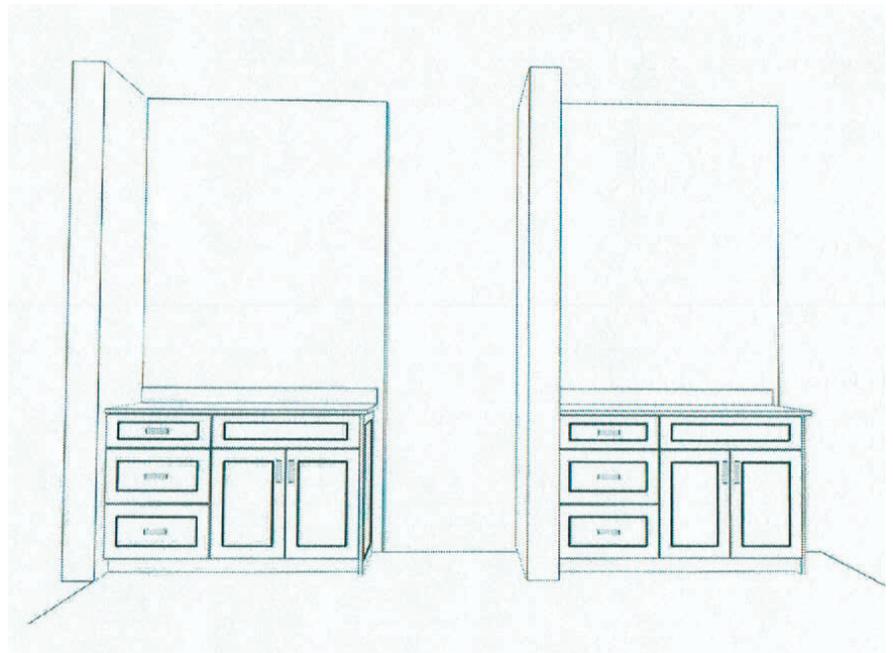
3. Kitchen with two islands design details (continued)



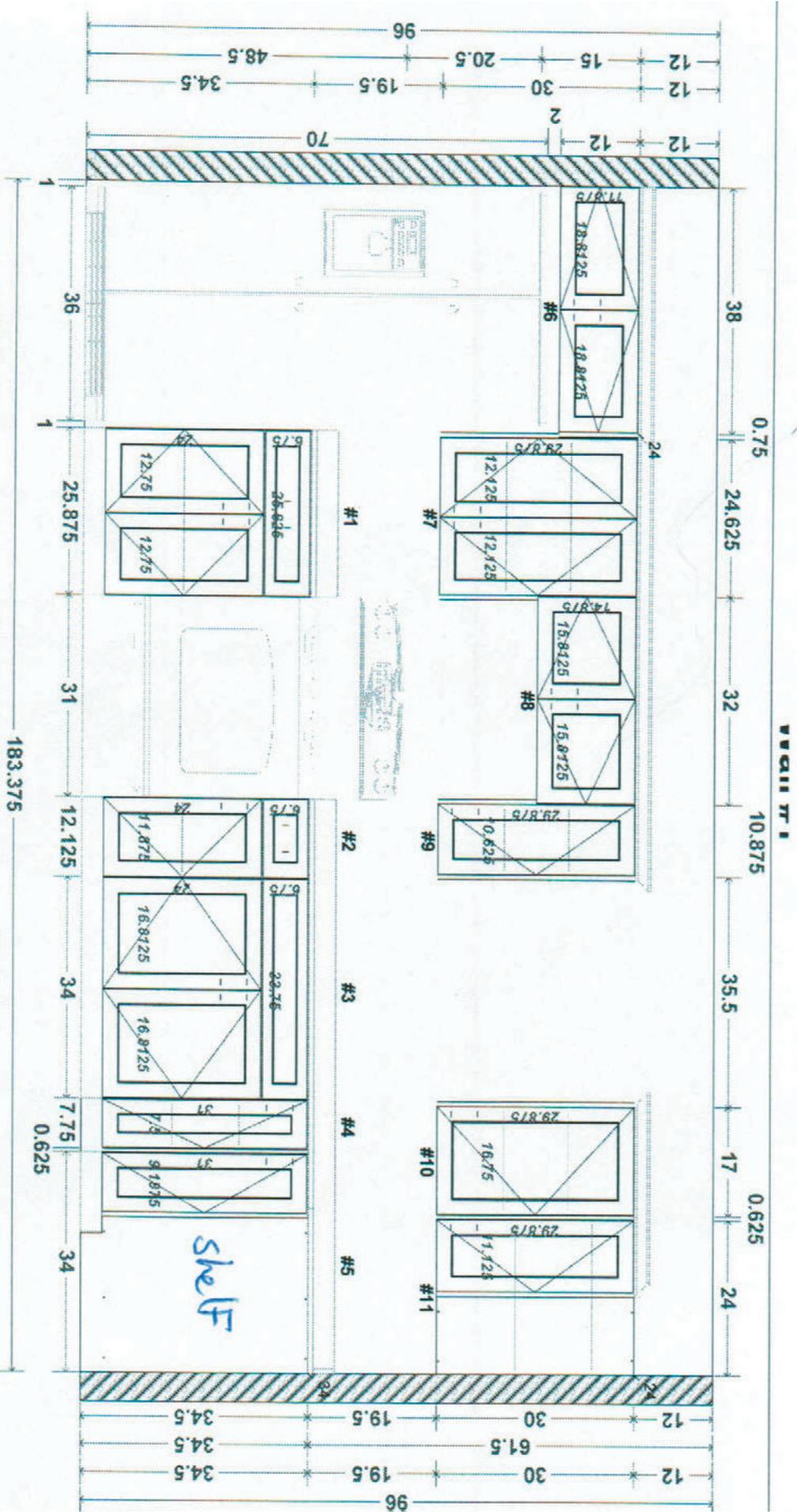


4. Frameless office kitchen

Done in the Euro style with frameless cabinetry, this office kitchen shows clean lines and straightforward design. It features melamine boxes with foil wrapped MDF doors and laminate countertops. An additional bidding consideration was the two-hour drive to the installation site. It uses standard (not soft close) hardware for doors and drawers.



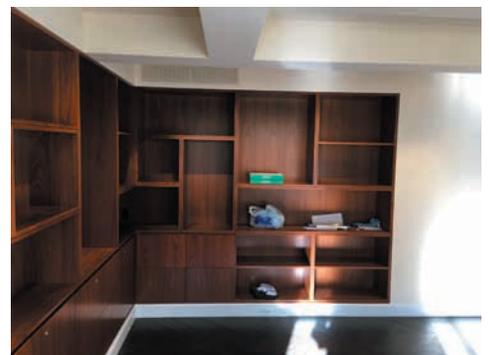
4. Frameless office kitchen design details (continued)



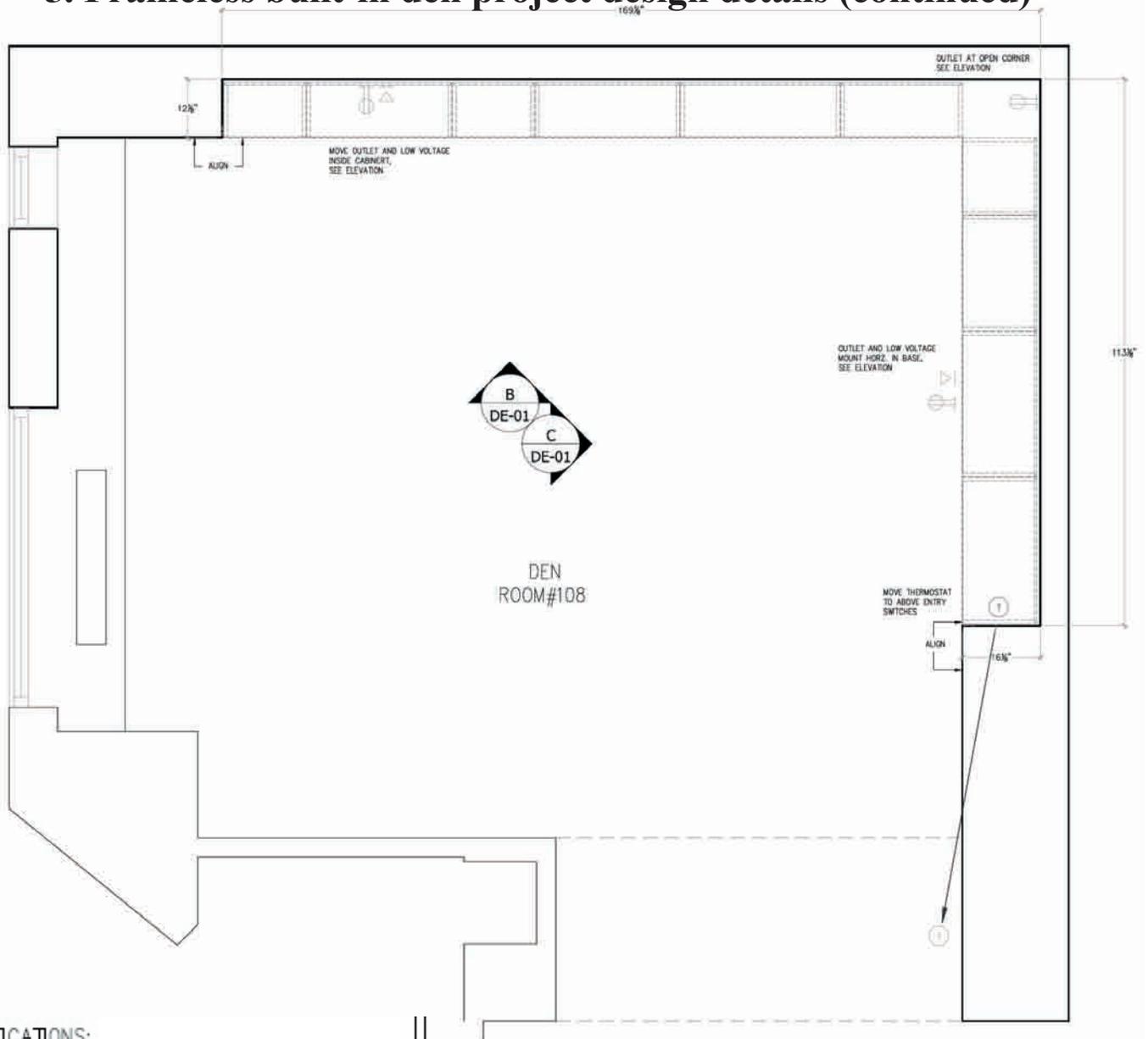


5. Walnut built-in den project

This built-in project for a den was done all in frameless walnut boxes. Plain sliced walnut was used for all exterior surfaces and walnut was also specified for drawers and interiors. Individual boxes were used for upper cabinets with veneer-taped edges. Base cabinets have flip down doors, and the lower portions below the doors are inaccessible space. Pictures, clockwise from top, are corner view, left elevation, right elevation, and panoramic view of entire project.



5. Frameless built-in den project design details (continued)

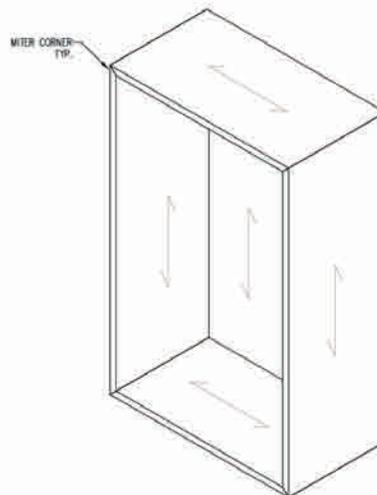


SPECIFICATIONS:

- WD-03 PLAIN SLICED WALNUT
EXTERIOR AND EXPOSED INTERIOR
TO MATCH APPROVED SAMPLE
- WD-03A PLAIN SLICED WALNUT CAB.
INTERIOR IN PRE-FINISHED PLYWOOD
WITH SOLID DOVETAIL DRAWER TO MATCH
- H-1 5 MM SHELF PINS-HAFELE #282.204.13
NICKEL PLATED FINISH
- H-2 SALICE BLIND CORNER HINGE#CAC27N99AC
- H-3 CABINET LOCKS IN NICKEL MATT FINISH
INCLUDE: LOCK BODY HAFELE 232.18.360
CYLINDER HAFELE 210.04.725
KEYED ALIKE ROSETTE HAFELE 210.04.070
- H-4 MAGNETIC CATCH HAFELE 246.28.100

X= EXCLUSIONS:

- X-1 -STONE FOR COUNTER TOPS
- X-3 -OUTLETS, THERMOSTAST, DIMMER,
LIGHTS, ELECTRICAL HOOKUPS
- X-4 -GRILLES

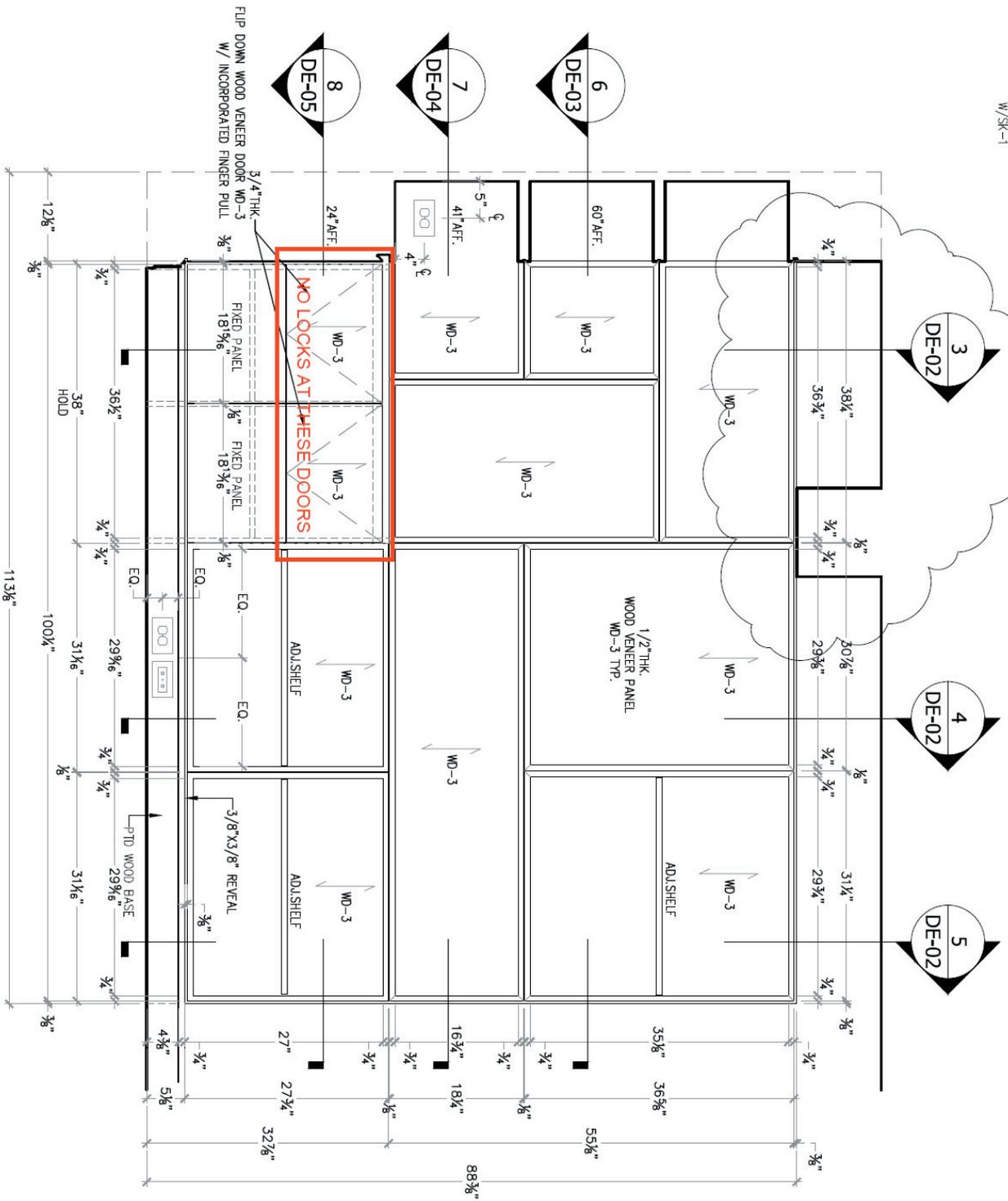


D GRAIN DIRECTION @ BOXES TYP.
Scale: 1-1/2"=1'-0"

A PLAN VIEW
Scale: 3/4"=1'-0"

5. Frameless built-in den project design details (continued)

NOTE:
COORDINATE FRAMING ABOVE
W/SK-1



C
ELEVATION
Scale: 3/4=1'0"

