

PRICING SURVEY



2024

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TradeSoft INC

Thank you for participating. Please read all instructions and specifications carefully before completing bid forms. All surveys must be returned by October 4, 2024, to be included in our special pricing report.

Welcome to the 2024 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 2024 survey will be published in the November 2024 issue of *FDMC* and online at WoodworkingNetwork.com.

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
Editorial Director,
Woodworking Network

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. **Please 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.

2024 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. Inset 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. Church doors

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. Fireplace surround.

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. Maple wine storage cabinet.

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. 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?

5. 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 October 4, 2024, to be included in the survey.**



1. Inset face-frame kitchen

Requiring precision fitting, the inset face-frame kitchen has been a hallmark of high-end work and elegant design for many years. This kitchen features painted miter-beaded doors and face-frames over pre-finished maple plywood cabinets. Dovetailed maple drawers are also featured. The U-shaped layout surrounds an island and extends off to the side.

Here are design details:

Cabinets:

- Poplar frame with 3/8" thick MDF center panel
- Inset construction
- Drawer fronts to match doors
- 2-piece soft close hinges
- Double 50 qt trash pull out
- 12" cabinet organizer pull out
- 12" canister organiser pullout

Drawers:

- 5/8" thick solid maple side material

- 1/2" thick BALTIC BIRCH bottom
- Dovetail construction
- Full extension soft close drawer guides, Blum

Finish:

- Unfinished – paint grade





**1. Inset face-
frame kitchen
(design details)**



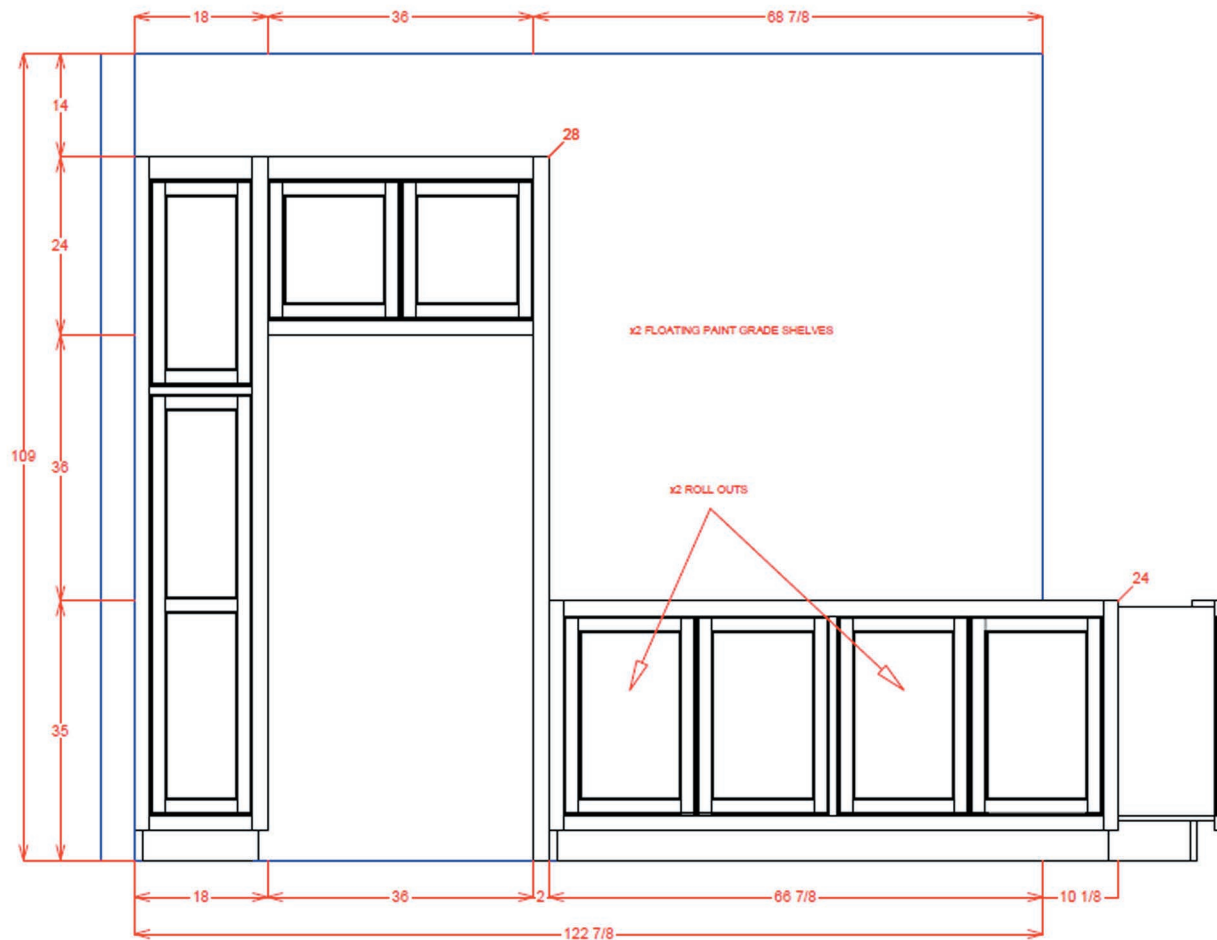
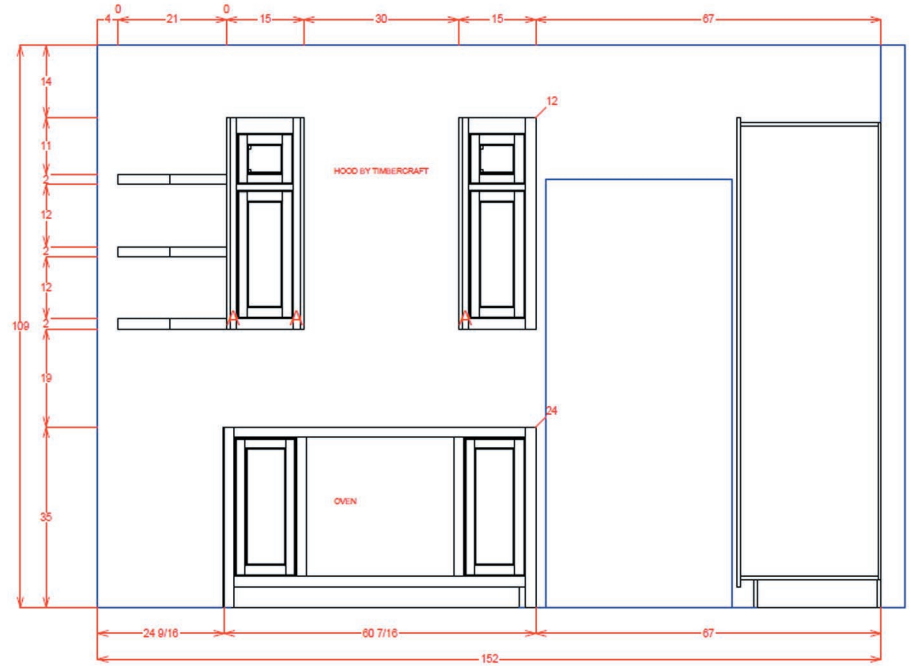
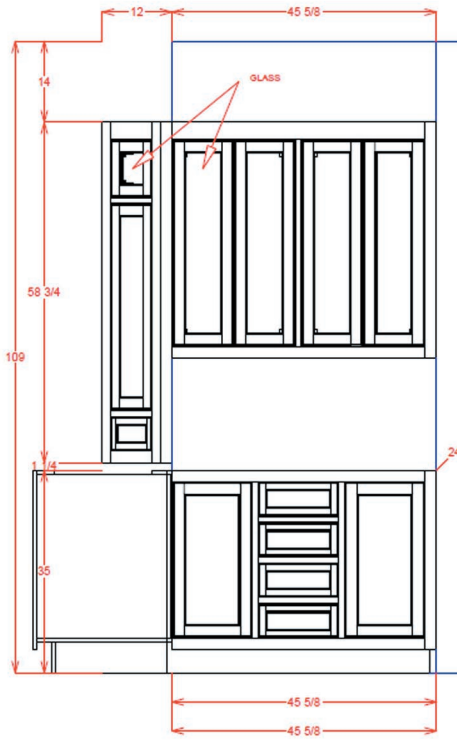
**1.Inset face-
frame kitchen
(design details
continued)**

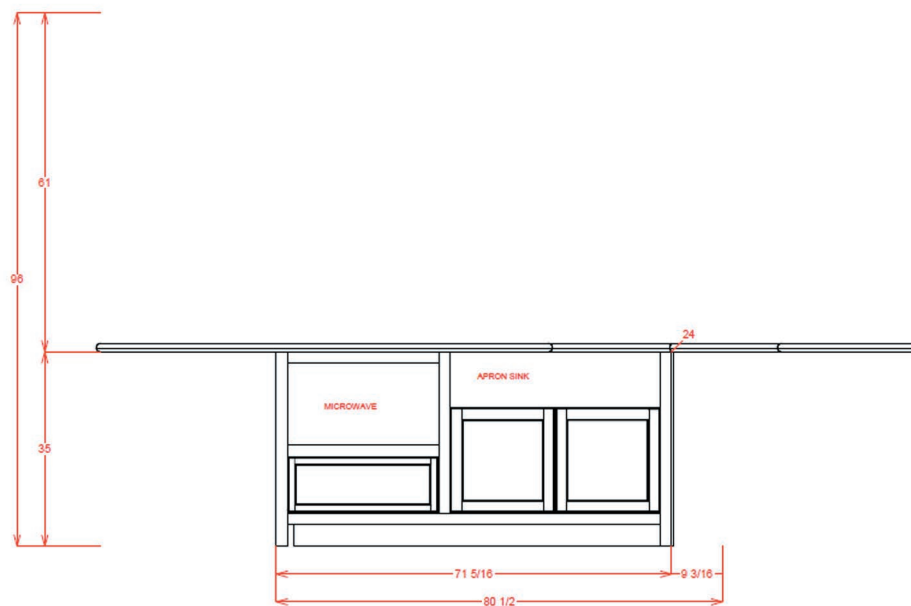


**1.Inset face-
frame kitchen
(design details
continued)**

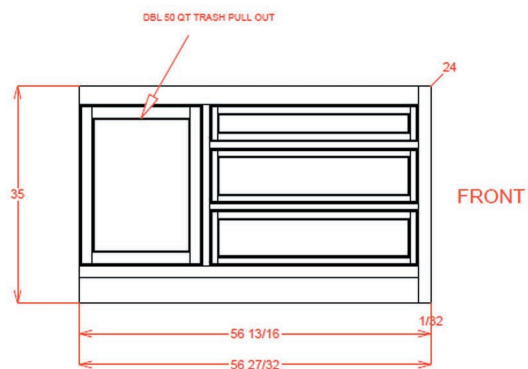
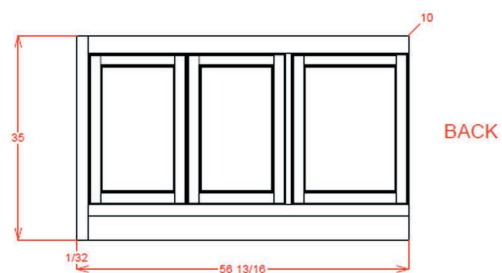
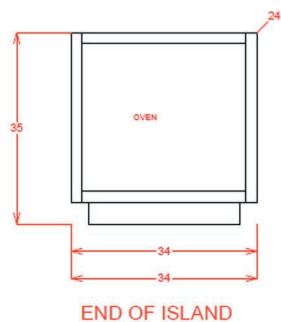


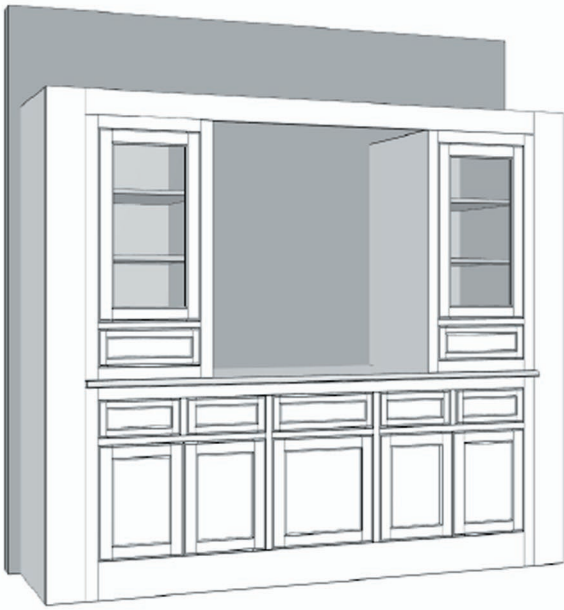
1.Inset face-frame kitchen (design details, continued)



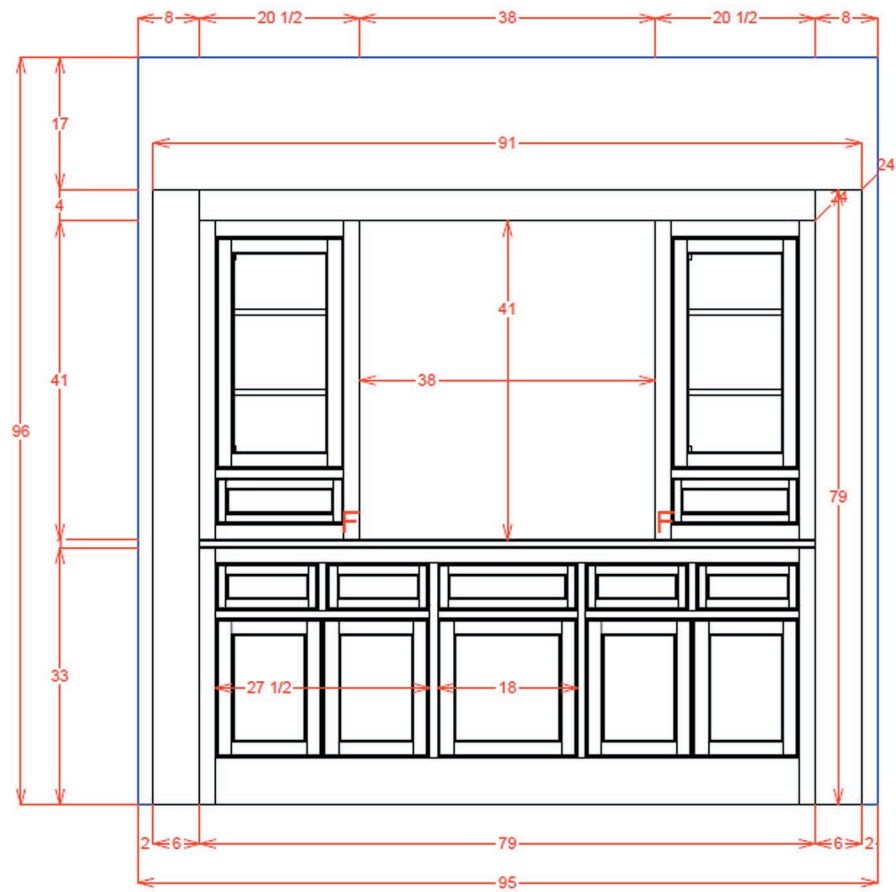


1.Inset face-frame kitchen (design details, continued)





1.Inset face-frame kitchen (design details, continued)

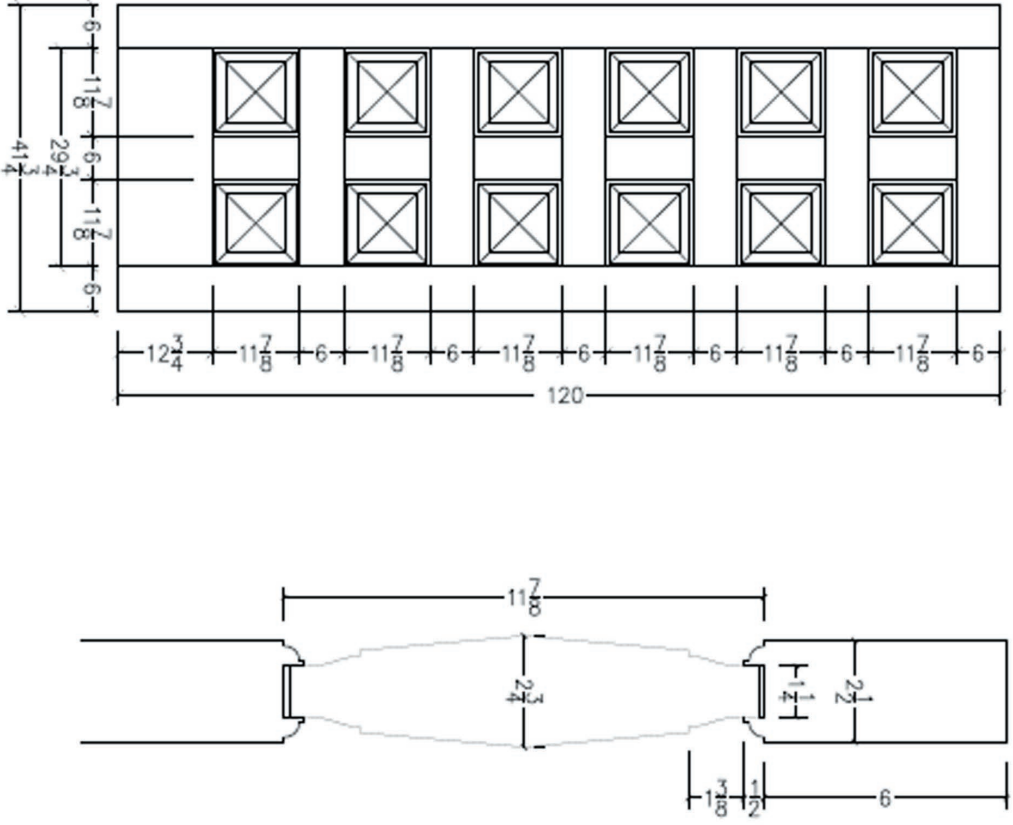




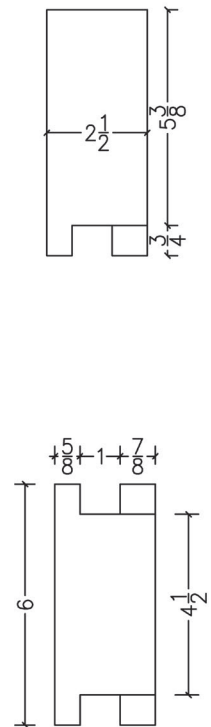
2. Church doors

What happens when you attempt work that is larger and different than you have done before? How does it affect your ability to properly price the project? Those are questions raised by these massive church doors and their

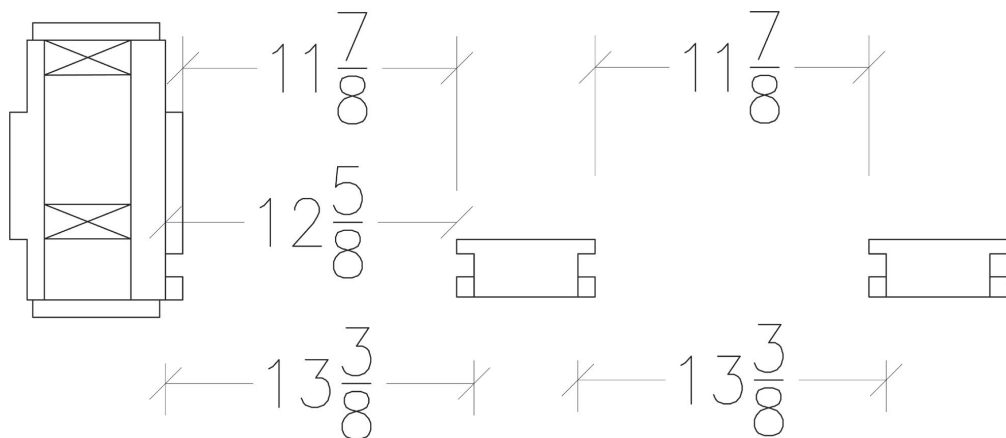
surrounding millwork. The doors were delivered pre-hung but unfinished and were done in red oak. Check out all of the cut lists dimensions and specifications on the following pages. Take into account the size and logistics. These doors were delivered pre-hung but unfinished to the job site.

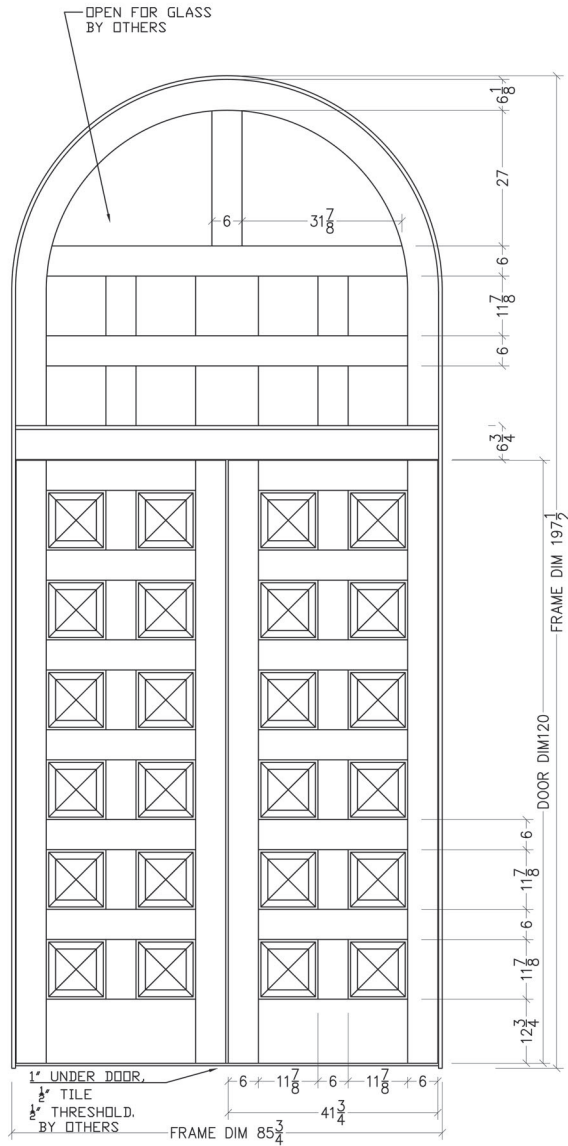


PART	QTY	THK	WIDE	LONG	SHOULDER	NOTE
STILE	20	2 1/2	6 1/2	120		KNIFE#1584
C STILE	60	2 1/2	7	11 7/8		
T RAIL	10	2 1/2	6 1/2	29 3/4	29 3/4	COPE STICK
M RAIL	50	2 1/2	7	29 3/4	29 3/4	DOWEL
B RAIL	10	2 1/2	13 1/4	29 3/4	29 3/4	
PANELS	120	2 3/4	11 5/8	11 5/8		KNIFE#1586
NO UNITS	10					SG RED OAK

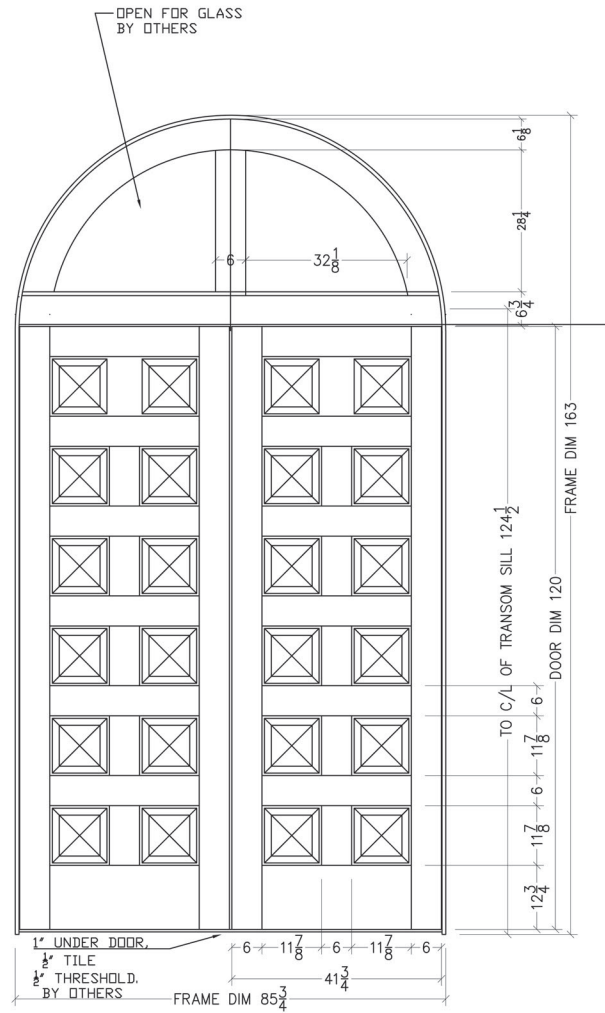


PART	QTY	THK	WIDE	LONG	SHOULDER	NOTE
STILE	6	2 1/2	6 1/8	27 1/2	26 3/4	
RND T RAIL	3	2 1/2	6 1/8	84 1/4		CNC PATT.
U M RAIL	3	2 1/2	6	73 1/2	72	PATTERN
L M RAIL	3	2 1/2	6	73 1/2	72	
C STILE	3	2 1/2	6	28 1/2	27	PATTERN
C STILE	6	2 1/2	12 1/2	13 3/8	11 7/8	
C STILE	12	2 1/2	6	13 3/8	11 7/8	
NO. UNITS	3					SG RED OAK

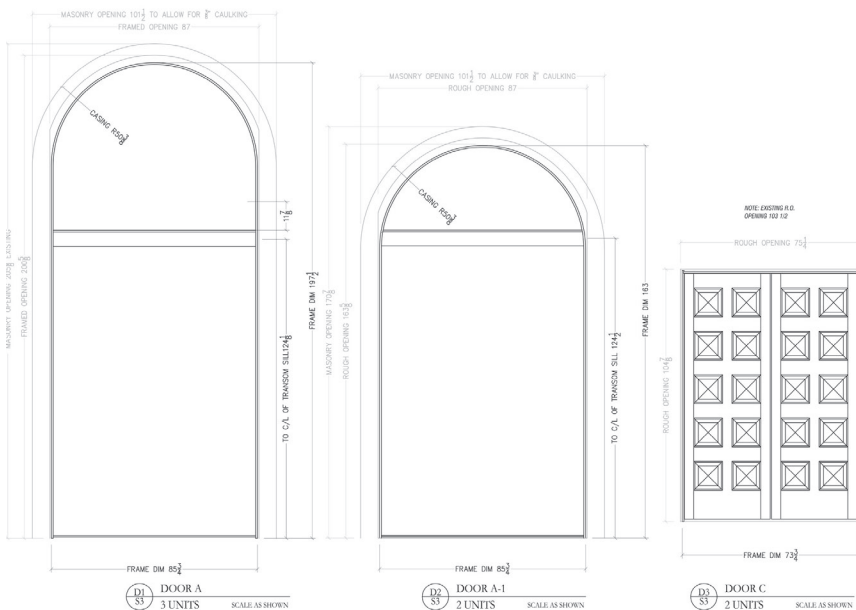




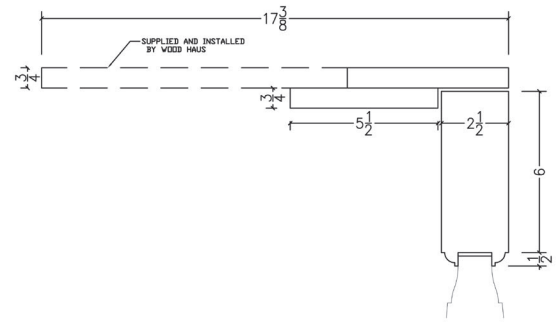
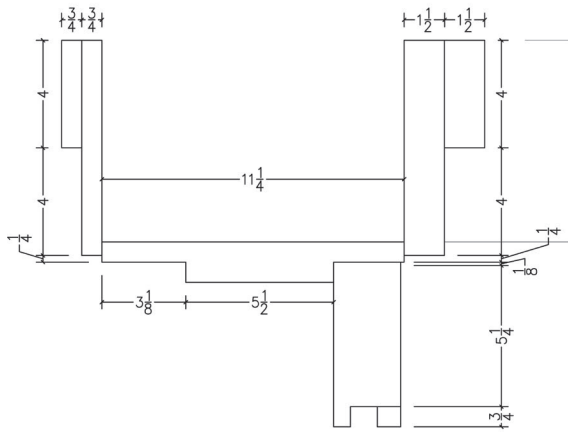
D1
S1 DOOR A
3 UNITS SCALE AS SHOWN



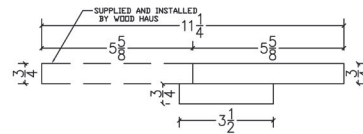
D2
S1 DOOR A-1
2 UNITS SCALE AS SHOWN



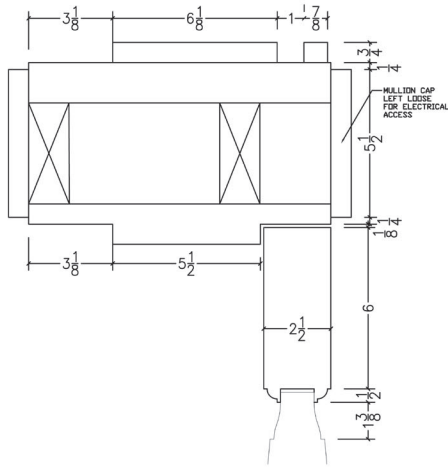
2. Church doors (design details continued)



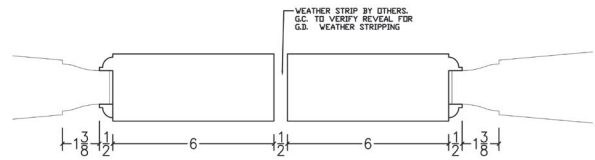
D2
S4 HEADER DETAIL
DOOR C SCALE AS SHOWN



D3
S4 HEADER DETAIL
DOOR D SCALE AS SHOWN



D1
S4 HEADER/TRANSOM DETAIL
DOORS A, A-1 SCALE AS SHOWN



D4
S4 DOOR DETAIL
DOORS A, A-1 SCALE AS SHOWN

2. Church doors (design details continued)



3. Fireplace surround

A fireplace surround with cabinets and shelves on either side and provisions for a television is a popular kind of custom built-in project. But every such project has subtle differences and challenges from scribing to walls and masonry to accommodating modern electronics. How would you price this one?

This project uses maple wood painted a custom color of a piece that customers provided. Salice inset door hinges were used. TV opening was specified and the panel on the back needed to be left off until install so that electrician could run his wires through.

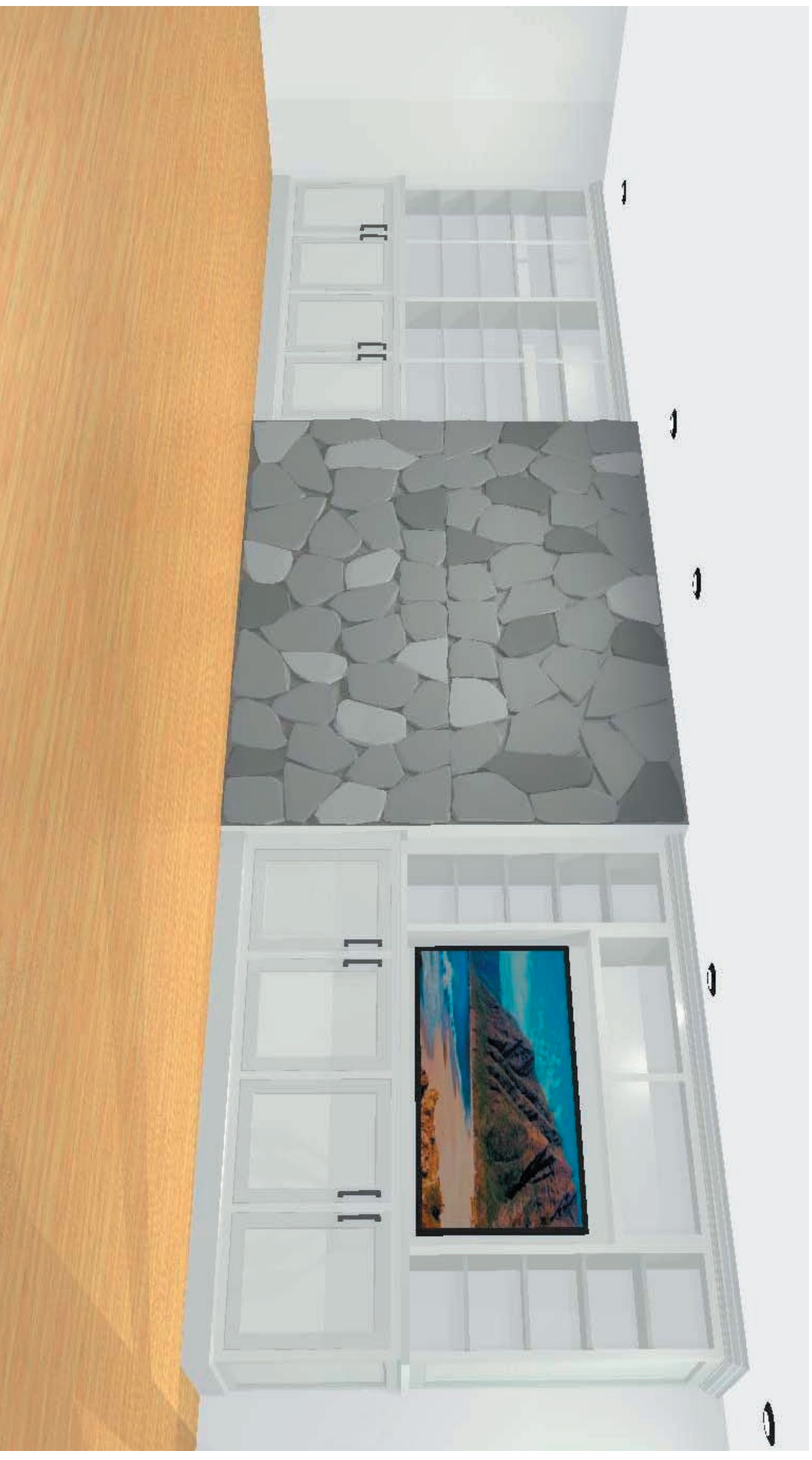
The left side of fireplace was wall to wall. The bottom of the left side needed a removable door to access the gas shut off for fireplace. The shelves got stained the same as the maple

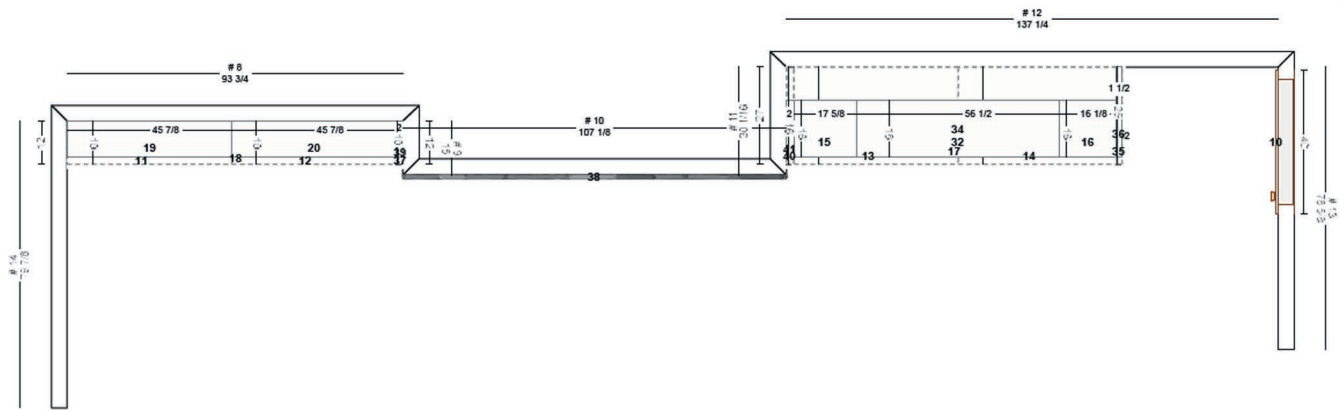
countertop. The inside of the bottom cabinets was pre-finished maple plywood.

Different depths were involved and they wanted the front face to line up when done. There was some special fitting around the fireplace to make it all tight, especially the one-piece countertop! End panel on the right end of top and bottom.

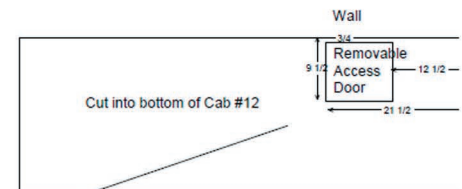
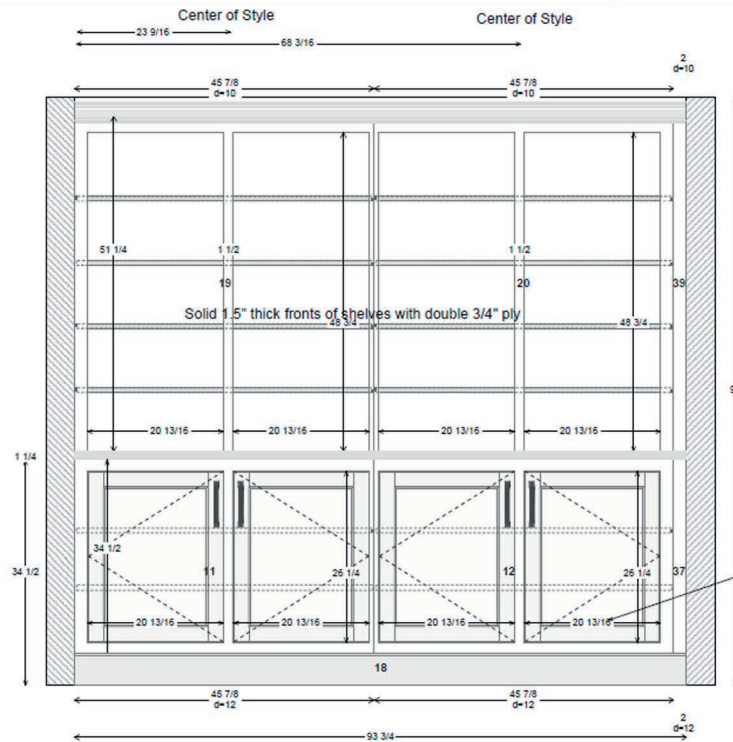
Doors for the project were outsourced.

3. Fireplace surround design details (continued)

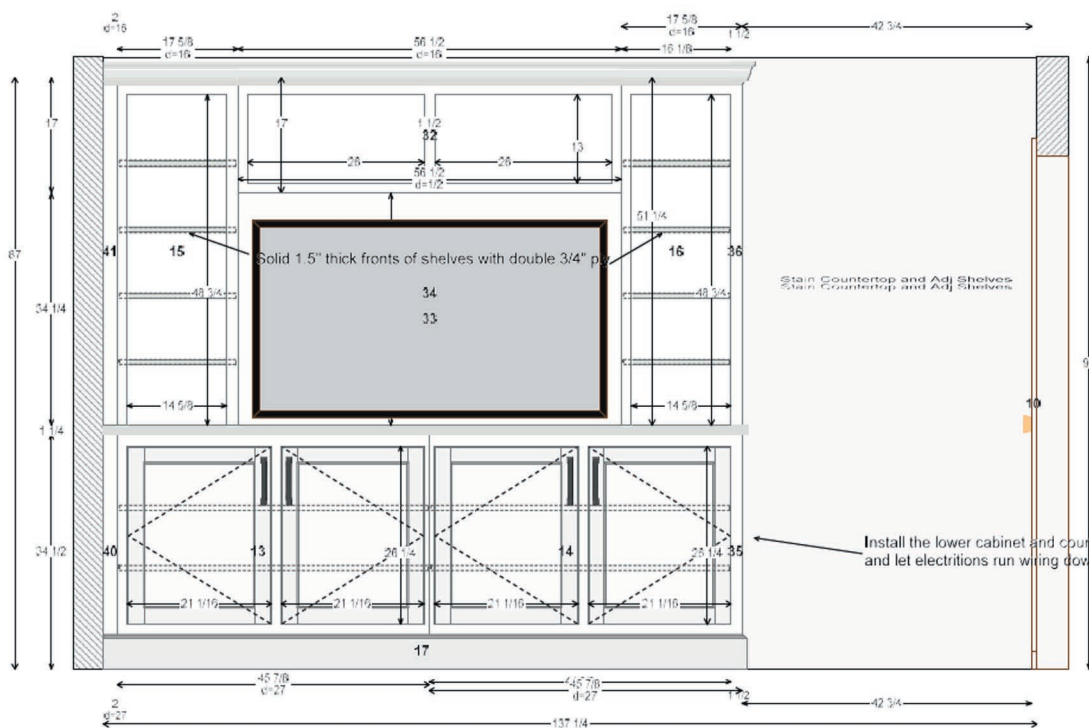




3. Fireplace surround design details (continued)



Front of Cabinet



Stain Countertop and Adj Shelves
Stain Countertop and Adj Shelves

Install the lower cabinet and countertop first
and let electricians run wiring down before installing upper



4. Maple wine storage cabinet

Even a small wine storage cabinet offers challenges for the custom woodworking shop. It needs to be suitably elegant to match the wine collection and construction needs to follow certain conventions for proper wine storage. That typically means angled joinery and some complex and fussy work. How would

you price this one?

This wine cabinet was built using maple plywood for the box and a 3/4" face frame on the front. It was made to fit wall to wall and floor to ceiling with scribe molding around it after installation. It was stained with wiping stain and sprayed with 3 coats of clear.

