

# PRICING SURVEY



# 2022

Sponsored by

**Lock In More Profit.**  
**LOCKDOWEL™**

Thank you for participating. Please read all instructions and specifications carefully before completing bid forms. All surveys must be returned by September 26, 2022, to be included in our special pricing report.

# Welcome to the 2022 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 2022 survey will be published in the November 2022 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, *FDMC* magazine  
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](mailto: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.

## 2022 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. Maple Lockdowel 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. White painted Shaker-style 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. U-shaped Shaker 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. 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](mailto:will.sampson@woodworkingnetwork.com)

**All bid forms must be received  
by September 26, 2022, to be included in the survey.**





## 1. Maple Lockdowel kitchen

This large high-end kitchen features a full-overlay design and uses Lockdowel construction. If you don't use Lockdowel, you can still bid the kitchen in your standard construction method. We want to compare pricing to see what affect, if any, different construction methods have on pricing. Please specify your construction method.

Some distinctive features of this kitchen include the T-shaped, two-level island, lighted glass door top cabinets, a section of tall glass doors with interior glass shelves, and a custom wood stove hood with Arts & Crafts corbel details. There are pullout spice racks below the corbels.

All hardware is soft-close. Note the vertical lift door over the refrigerator and the matching panels on the refrigerator.

There is a 1-inch thick door that provides hidden access to a pantry room behind. The pantry room is marked on the plans, but there is no cabinetry specified for it in the kitchen project.

There are multiple power docking drawer stations, one in a wall base cabinet, and one in an island cabinet. The island features a decorative panel for the dishwasher.

There are several rollouts and other interior hardware details that are specified in the construction drawings. Please see the detail drawing pages.

The wall cabinets have a Nickel finish, contrasting with the Frosty White of the island. All countertops were done by others and are not part of the bid.

Lockdowel note: This kitchen was constructed using Lockdowel joinery, which uses polymer fasteners installed in the panels to allow fast and secure assembly. CNC machining was used to machine for the joinery and install the fasteners. Some construction photos are included to show the machinery and joinery in process.

Again, even if you don't currently use Lockdowel construction, please bid the project with your usual joinery, so we can compare for costing and pricing purposes.



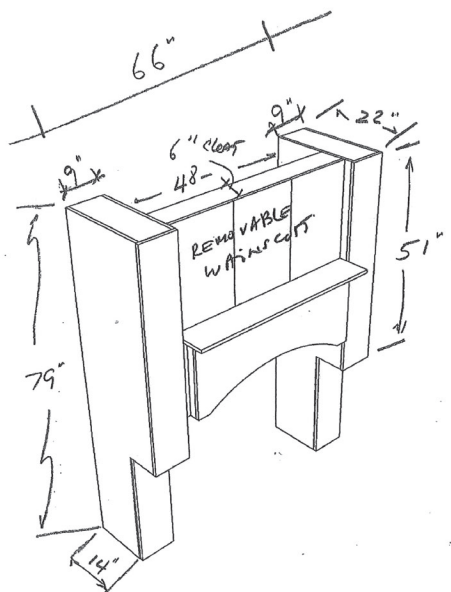
**1. Maple Lockdowel  
kitchen design de-  
tails (continued)**

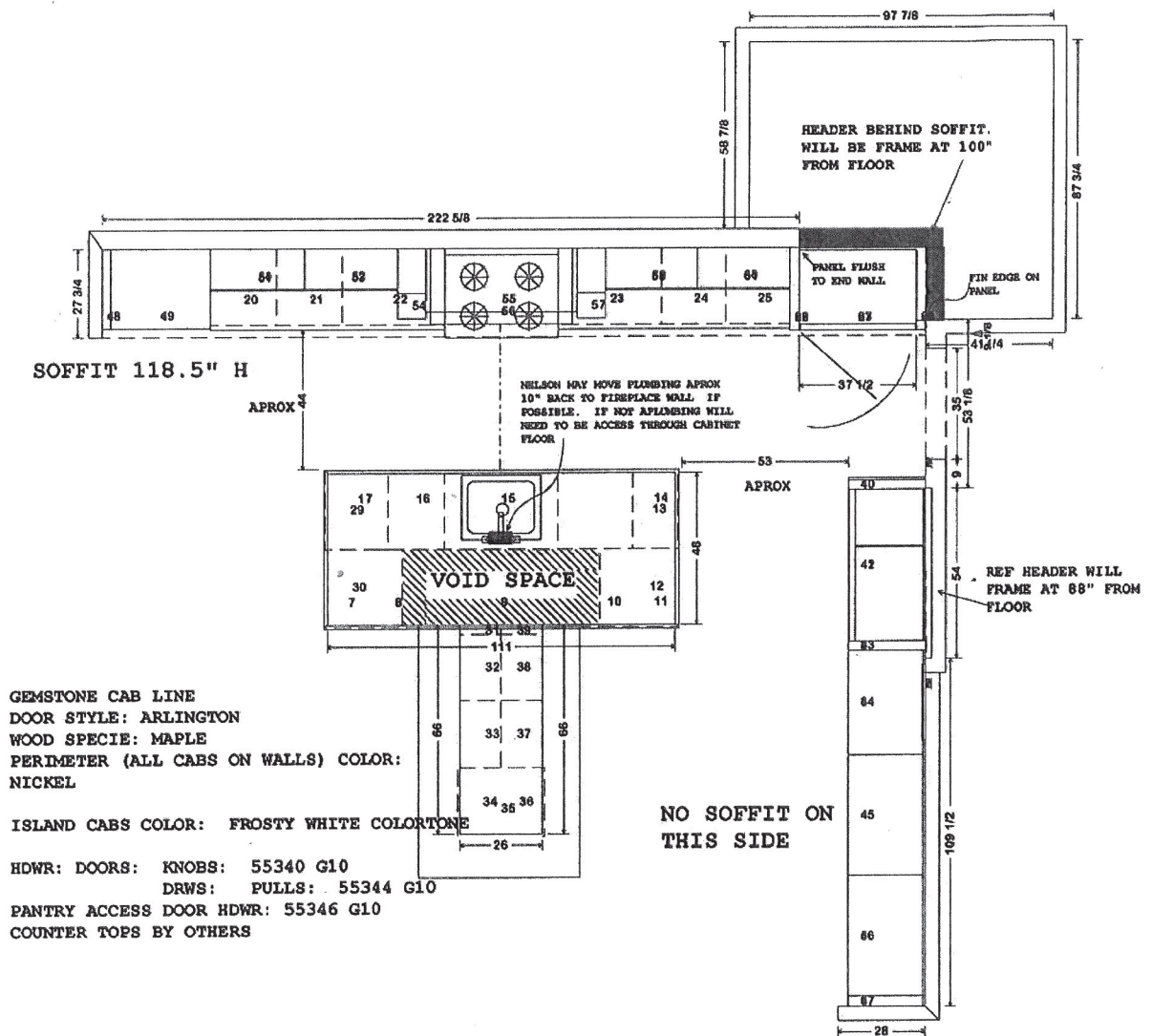




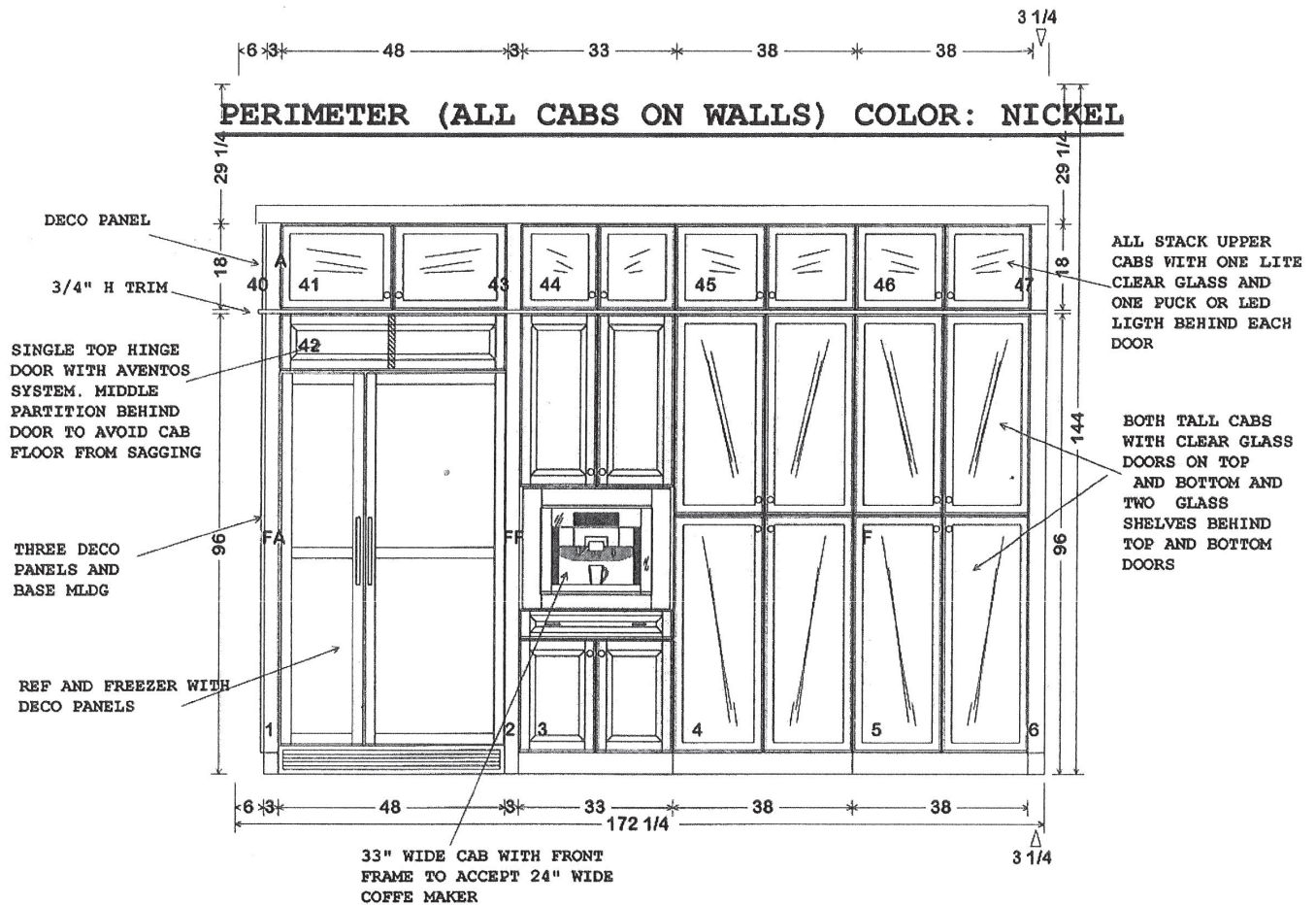


**1. Maple Lockdowel  
kitchen design details  
(continued)**



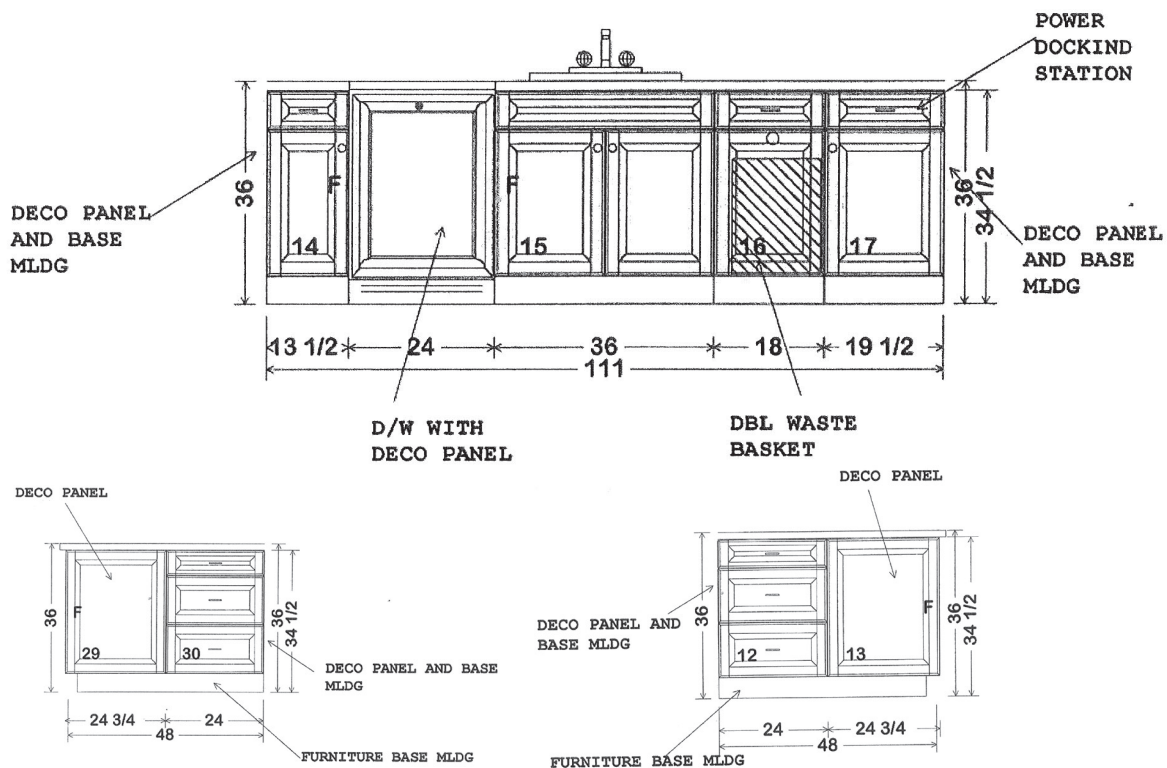




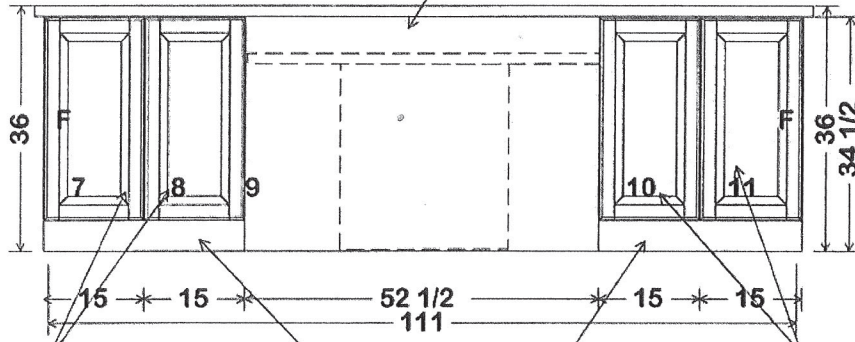


## 1. Maple Lockdowel kitchen design details (continued)

### ISLAND CABS COLOR: FROSTY WHITE COLORTONE



FINISH SLAB BACK FOR  
LOWER TABLE COUNTER TOP  
TO BE ATTACHED TO.



DECO PANELS AND BASE  
MLDG

FURNITURE BASE MLDG

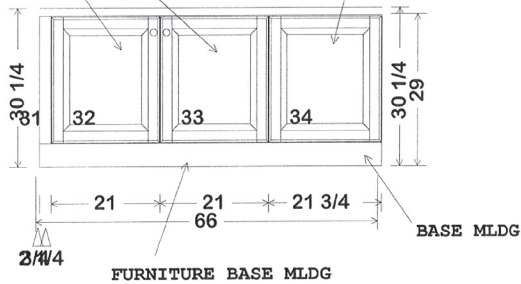
DECO PANELS AND BASE  
MLDG

**ISLAND CABS COLOR:**  
**FROSTY WHITE**

**COLORTONE**

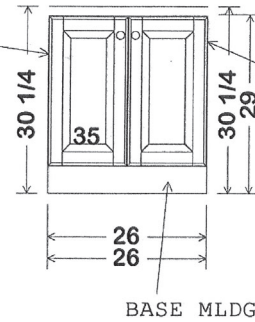
13" DEEP X 29"  
H CAB BOXES

DECO PANEL



21" DEEP X 29" H  
CAB BOX

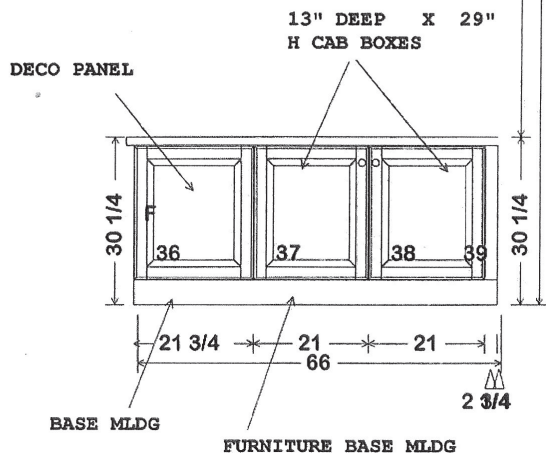
DECO PANEL AND  
BASE MLDG



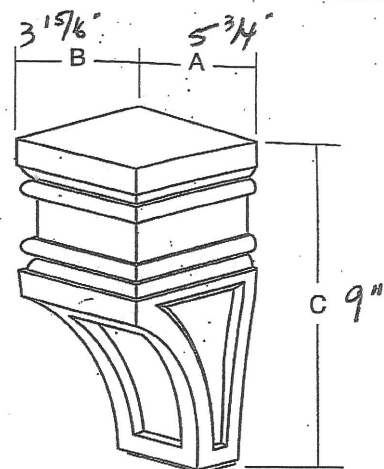
DECO PANEL AND  
BASE MLDG

## 1. Maple Lockdowel kitchen design details (continued)

**ISLAND CABS COLOR:**  
**FROSTY WHITE COLORTONE**



## Arts & Crafts Corbel

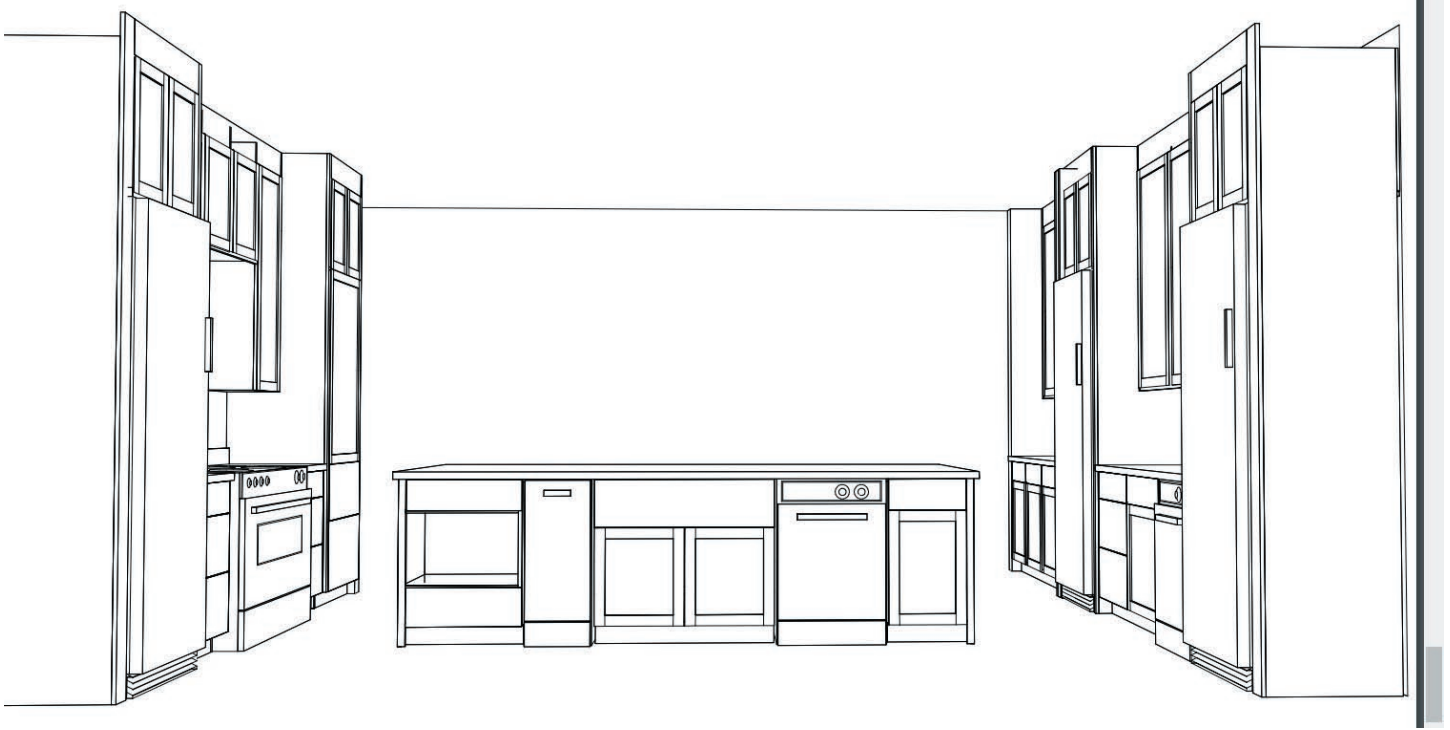






## 1. Maple Lockdowel kitchen manufacturing details (continued)





## 2. White painted Shaker-style kitchen

There is nothing still more in demand than a white painted Shaker-style kitchen.

This one features full-overlay doors so it can be done in face-frame or frameless style without changing the appearance, although the original was done as face-frame construction.

The basic plan is two facing walls of cabinets with the island in the middle.

Other features include a central island and recesses for three refrigerator/freezer units.

Besides the white painted exteriors, the

kitchen features prefinished maple interiors. All doors use Blum European hinges, and all drawers use Blum soft-close undermount drawer slides.

Countertops are not specified in the project and so are not part of the bid.







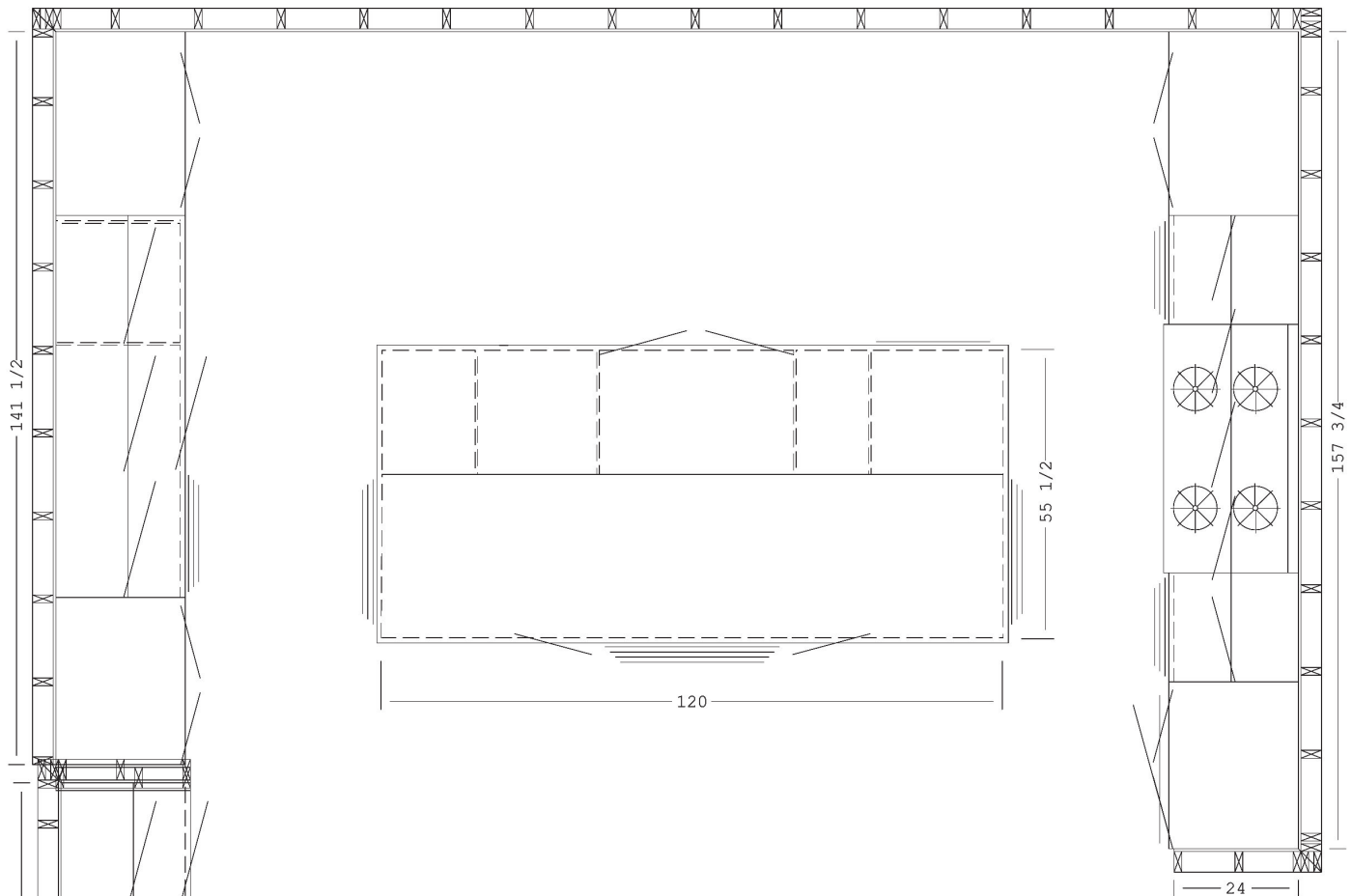
## 2. White painted Shaker-style kitchen design details (continued)



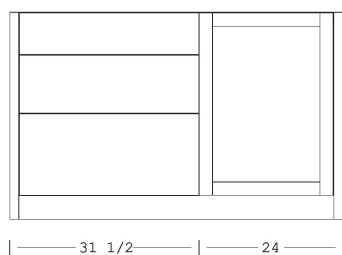
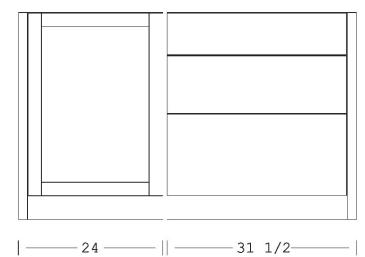
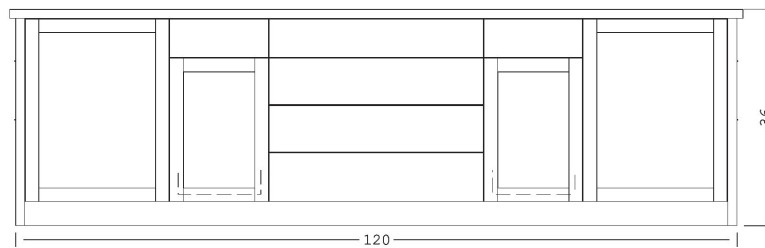


## 2. White painted Shaker-style kitchen design details (continued)



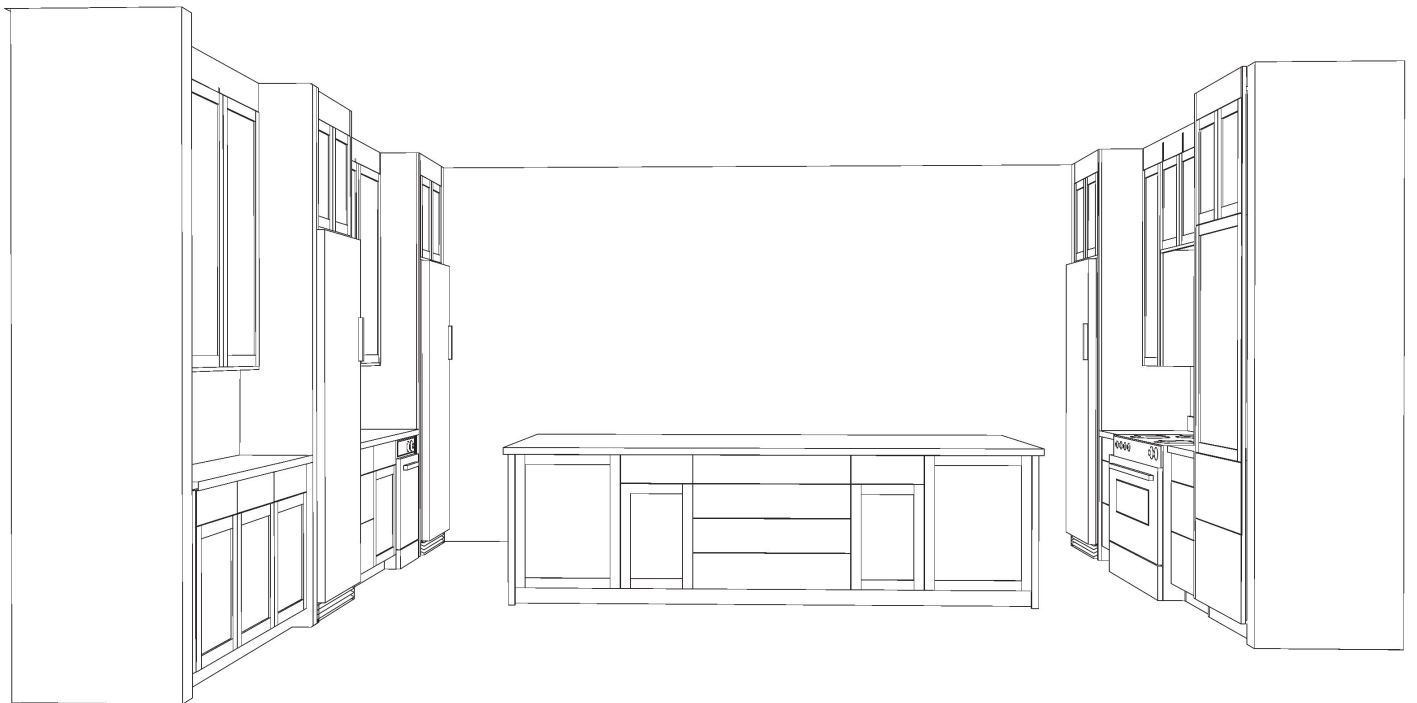


## 2. White painted Shaker-style kitchen design details (continued)





## 2. White painted Shaker-style kitchen design details (continued)







### 3. U-shaped Shaker kitchen

This kitchen flows Shaker style into a U-shaped room with an overflow cabinet and wine storage around the corner. The full-overlay face-frame design could also be done in a frameless construction without losing the stylish features.

The white kitchen with white quartz countertops surrounds an island with espresso cabinets and a white quartz top.

Dishwasher and refrigerator panels are included in the cabinets, as are custom angled shelves for the corners. There is also under-cabinet lighting. Crown moulding tops the cabinets throughout the installation.

Interior details include a small cutlery tray, a 9-inch spice pullout, a Docking Drawer, wood pegboard, wood insert large drawer, bread drawer cover, base pullout utensil bins with knife block, a mixer lift and shelf, and three tray dividers.

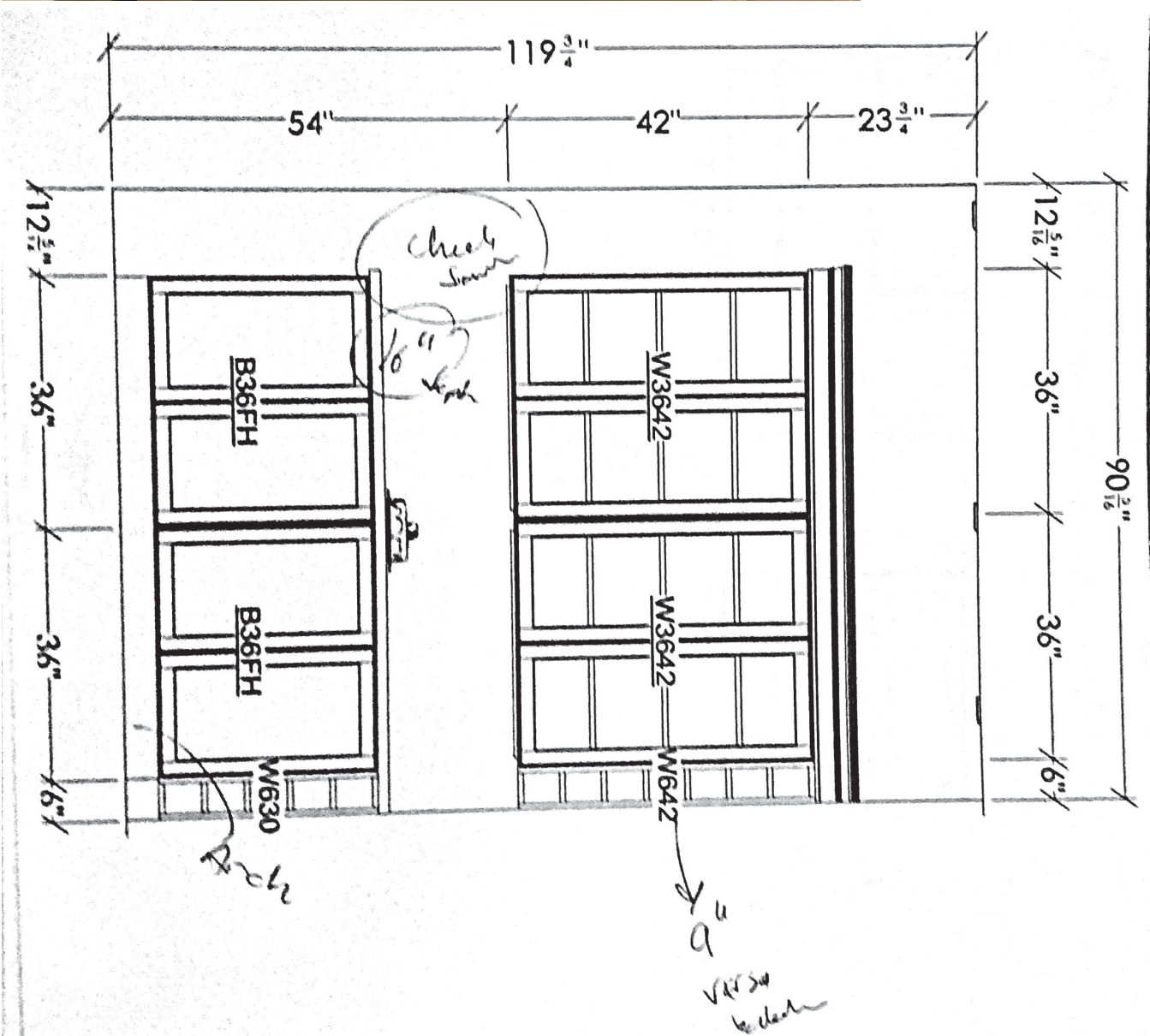
Quartz countertops are part of the bid, but tile for backsplashes was provided by the client.

There are several glass doors including the ones on the separate wine and glasses cabinet around the corner.

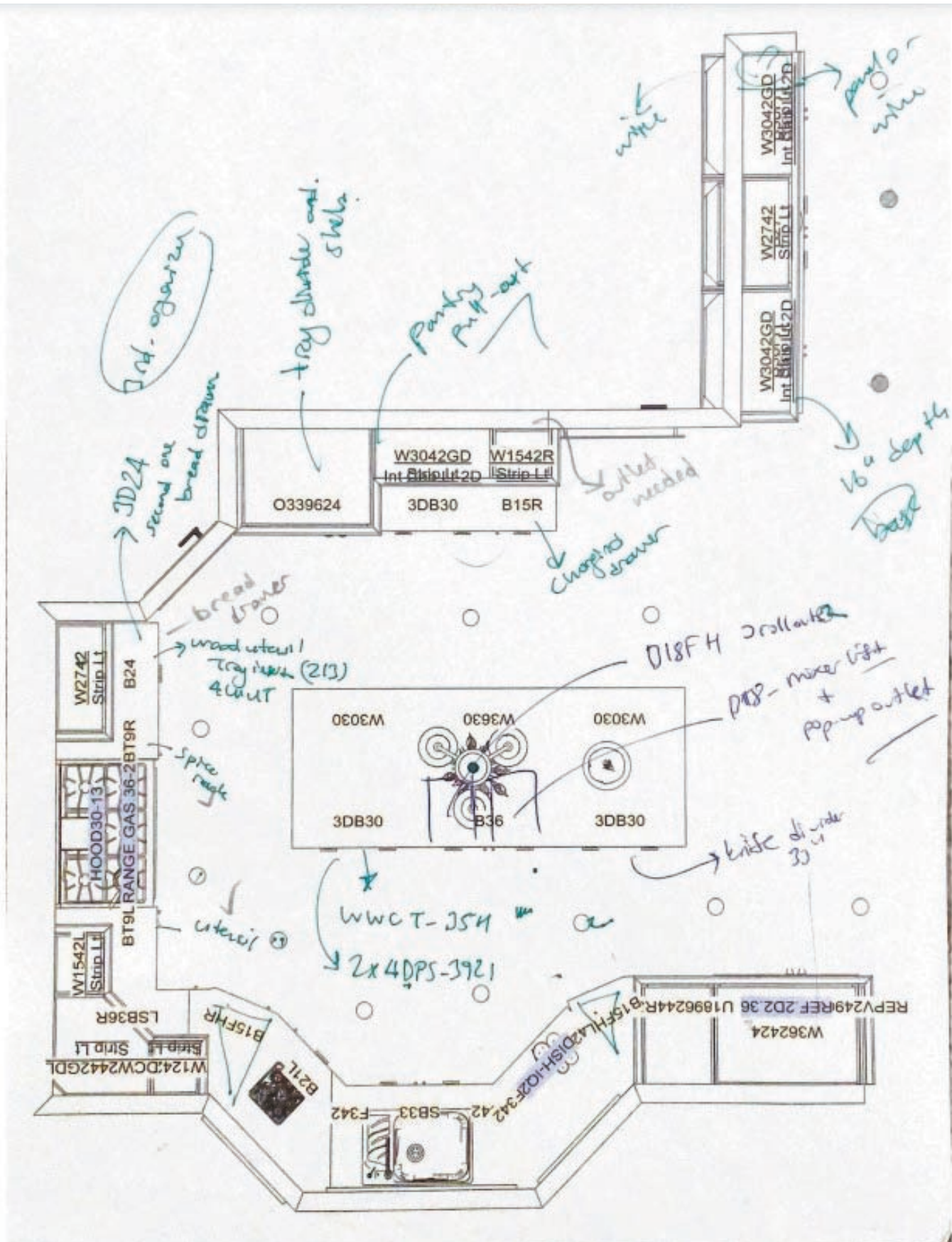




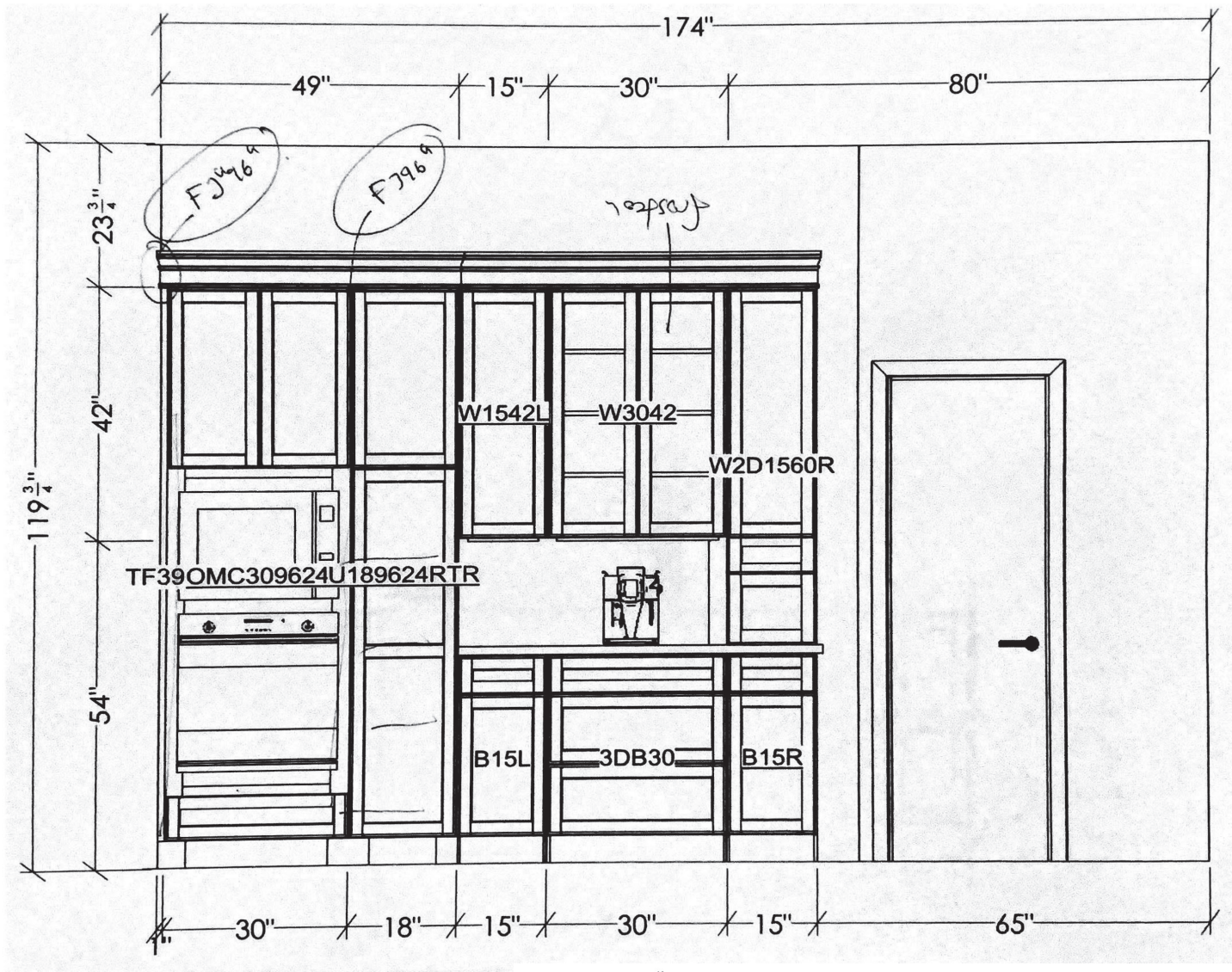
### 3. U-shaped Shaker kitchen design details (continued)



### 3. U-shaped Shaker kitchen design details (continued)







### 3. U-shaped Shaker kitchen design details (continued)

