

2023

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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 September 25, 2023, to be included in our special pricing report.

Welcome to the 2023 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 2023 survey will be published in the November 2023 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.

2023 Pricing Survey Bid Form

Bidder information (confidential except for state)

Name	eCompany					
Address		City		State	Zip	
Phone	Fax		E-mail			
How many years ha	ve you been in business?					

1. Children's library reading nook

Design/Plans	Materials	Shop Rate	Construction hrs.		
Install rate	Install hrs.	Finishing Rate	Finishing hrs.		
Did you use comp	outer software to calculate	e this bid? If so	, note the program below in the	Notes section.	
Do you use CNC	equipment in your manuf	facturing process?			
Total Bid (including finishing and installation)					
Notes:					

2. White oak 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 sect					
Do you use CNC equipment in your manufacturing process?					
Total Bid (including t	finishing and install	ation)			
Notes:					

3. Stained birch mantle.

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					
Do you use CNC equipment in your manufacturing process?					
Total Bid (including finishing and installation)					
Notes:					

4. Crab-leg coffee table.

Design/Plans	Materials	Shop Rate	Construction hrs		
Install rate	Install hrs	Finishing Rate	Finishing hrs		
Did you use compu	iter software to calculate	e 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. Display cabinet.

Design/Plans	Materials	Shop Rate	Construction hrs		
Install rate	Install hrs.	Finishing Rate	Finishing hrs		
Did you use com	puter software to calculate	If so, note the program below in the Notes see	ction.		
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 September 25, 2023, to be included in the survey.



1.Children's library reading nook

This is a commercial furniture project for a children's library reading room. It is a reading nookdesigned to adjoin existing shelf units in the library. Two of the nooks are shown in the picture.

Basic construction of the reading nooks requires high-pressure laminate over

MDF center core and a balancing backer.

Upholstered pads are attached by hook-and-loop fastenings to all of the inside surfaces of the nook.

Further construction details are shown in the drawing. Price per nook but assume the project requires two or more.





2. White oak Shaker-style kitchen

This small but complex kitchen was done with birch plywood with quartersawn white oak veneer where exposed. It features solid quartersawn white oak face frames and Shaker-style flat panel doors.

The crown moulding is also quartersawn white oak. Drawers are red oak dovetailed with 1/2-inch plywood bottoms riding on soft-close slides. Pullouts are 3/4-inch maple miterlocked with 1/2-inch bottoms on the soft-close slides. Hinges are 32mm concealed Euro-style soft close. Countertops are solid surface with a seamed double-bowl sink. The island has a pullout trash can. There is undercabinet lighting.

Price included installation of new 3/4-inch prefinished hardwood floor.

There are wine and glass racks, pullouts and special details throughout. Complementing the kitchen cabinets is an overhead lighting surround. Pay particular attention to the details highlighted on the plans.





IN ALL PANTER OPPERS,

3. Stained birch mantle

This elegant mantle is one of four that were done for a corporate office. It was designed and built to blend with the existing cabinets and shelves on either side of it.

The mantle was built with birch but a red stain was specified to match the adjoining, pre-existing cabinetry. round that separates the firebox from the mantle's woodwork. The marble is Olympia-Rojo Alicante.

Three 3/4-inch thick pieces were used, with two measuring 30 1/2 inches long and 5 1/8 inches wide and one piece measuring 44 7/8 inches long and 5 1/8 inches wide.

Another distinctive detail is the marble sur-

3. Stained birch mantle design details (continued)

4. Crab-leg coffee table

This elegant coffee table is made with bird's-eye maple veneer in the top with mahogany legs and frame and wenge corner splices. The top is two layers of 5/8inch MDF laminated to make a 1-1/4-inch core, which was vacuum veneered with the maple.

The nosing is laminated mahogany, resawn, glued up on a form and then mitered and splined to the core. Then the corners were grooved out for the wenge plines. These are both decorative and structural to reinforce the miters. The miters were also internally splined.

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

18"

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

Finished measurements are 48 x 22 x 18 inches.

5. Display cabinet

This was a commission from a retired couple who wanted a small display cabinet for someof the items they collect. The cabinet needed to hang on a living room wall and display its contents without any interior lighting. and since the items on display would be rotated from time to time, a bit of storage space was requested.

The result was an elegant cabinet in highly figured bird's-eye maple with two small drawers faced in cherry. Rosewood was used for the bowtie-shaped pulls on the drawers and glass door, which swings on solid -brass knife hinges and is secured by a bullet catch. Shelves rest on adustable pegs.

In keeping with the overall craftsmanship, the drawers were dovetailed with half-blind dovetails in front and through dovetails in the rear. The drawer boxes were maple, providing a good contrast to show off the dovetails against the cherry fronts.

The cabinet can hang on the wall on a French cleat or it can rest on its felt-covered bottom on top of another piece of furniture.

Basic measurements are 22-1/2 inches high, 13 inches wide, and 8 inches deep.

