



Cabinet Systems Manual

Effective Spring 2007

Section 12: Pricing & Ordering Information

Cabinetmaker's Choice (r-1169)

P.O. Box 729

Newtown, CT 06470-0729

Neil Ratner- Phone: (203) 426-3247 Fax: (203) 270-9994 Email: sales1@cabinetmakerschoice.com

Chad Witwer - Phone: (717) 823-6204 Fax: (717) 427-1743 Email: sales2@cabinetmakerschoice.com

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Pricing Information

Cabinet Systems pricing is calculated by using a base price per cabinet with add-on options and specie multipliers applied to arrive at the total cabinet cost per order. All cabinet related options are subject to the specie multiplier. Each section lists the base prices for all cabinets, as well as prices for the exposed end, flush end and wood shelf upgrade options per cabinet. Doors and drawer fronts are priced using the Custom door pricing structure of design plus material, with Program doors receiving special material pricing.

How to price Cabinet Systems

Three-sided drawer boxes can be upgraded to four-sided dovetailed drawer boxes by using the pricing for the cabinets with four-sided drawer boxes as appears in the column titled "4-sided". If flush ends, exposed ends or the wood shelf upgrade is ordered, the add-on price for each option appears in the columns to the right of the cabinet code. Pricing for additional cabinet options can be found in the Options section of this manual.

Cabinet Price Table

Cabinet Code	Craftsman		Pioneer			Flush End (ea.)	Exposed End (ea.)	Doors		Drawer Fronts	
	3-sided	4-sided	3-sided	4-sided	Shelf*			1/2"	1 1/4"	1/2"	1 1/4"
B1234.5	\$98.20	\$108.40	\$70.30	\$80.50	\$3.00	\$7.50	\$4.70	1.5	1.9	0.4	0.5
B1534.5	104.20	114.50	73.90	84.20	4.00	7.50	4.70	2.0	2.3	0.5	0.6

To determine the total cost of the cabinetry, first select the cabinet SKU's to be priced. Locate the appropriate charge for that item based on cabinet line and drawer box type. Add in the cost of any options for that cabinet. This is the subtotaled cabinet cost. To find the total cabinetry cost, multiply the subtotaled cost by the specie multiplier.

Specie Multiplier Table

Species	Multiplier
Cherry	1.05
Maple, Hard	1.03
Maple, Soft	1.01
Oak, Red	1.01
Pecan/Hickory	1.00

Door pricing is based on a design plus material charge using the same method of pricing used for Custom doors. Program doors (CRP-10, CRP-20, CRP-30, TW-10) with Cabinet Systems standard offering options will receive Program Grade material charges. Doors using non-Cabinet Systems options will default to Custom door pricing. See section 4 of the Custom Product Manual for design availability and pricing information. The number of door and drawer front design charges are listed in the options bar by cabinet type.

Options Bar

D	DF	DB	EXT	EXP	FL	MI	STR	FT	FTRA
1	1	1	✓	✓	✓	✓	✓	✓	✓

● Quantity of drawer boxes
 ● Quantity of drawer front design charges
 ● Quantity of door design charges

Door and drawer front square footages are listed per cabinet for 1/2" and 1-1/4" overlays. These square footages will be used to determine door pricing and can be used to approximate door charges for additional 1/4" and 1-3/8" overlays. If more precise door and drawer front pricing is required, square footage per overlay is listed per cabinet on the accompanying "Cabinet Systems Technical Specs CD". Add the square footage and number of doors and drawer fronts for the complete order. Multiply the square footage by the appropriate material charge and the number of doors and drawer fronts by the appropriate design charges. Add additional option charges as needed.

Pricing example

B1834.5 - Craftsman Cherry value grade with toeboards using four-sided assembled and finished drawer boxes, 1/2" exposed end left, extended stile right with 1/2" overlay CRP-10 doors.

Cabinet Pricing

Step 1: Select cabinet(s) to be priced.

Item
B1834.5

B - Base

D	DF	DB	EXT	EXP	FL	MI	STR	FT	FTRA
1	1	1	✓	✓	✓	✓	✓	✓	✓

Cabinet Code	Craftsman		Pioneer			Flush End (ea.)	Exposed End (ea.)	Doors		Drawer Fronts	
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B1834.5	110.20	120.70	77.40	87.90	5.20	7.50	4.70	2.4	2.8	0.7	0.8
B2134.5	116.20	126.90	81.20	91.90	6.40	7.50	4.70	2.9	3.3	0.8	0.9
B2434.5	122.10	133.00	84.70	95.60	7.60	7.50	4.70	3.4	3.8	0.9	1.0

Step 2: Select cabinet price based on Cabinet line and drawer box type.

Item
B1834.5

List price
120.70

B - Base

D	DF	DB	EXT	EXP	FL	MI	STR	FT	FTRA
1	1	1	✓	✓	✓	✓	✓	✓	✓

Cabinet Code	Craftsman		Pioneer			Flush End (ea.)	Exposed End (ea.)	Doors		Drawer Fronts	
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B2134.5	116.20	126.90	81.20	91.90	6.40	7.50	4.70	2.9	3.3	0.8	0.9
B2434.5	122.10	133.00	84.70	95.60	7.60	7.50	4.70	3.4	3.8	0.9	1.0

Step 3: Add all options per cabinet to find subtotaled cabinet cost. Cabinet specific options are listed in the unit offering section. All others are listed in the Options section. Quantities of drawer boxes can be found in the options bar and are used to calculate the assembly/finish price, if ordered.

Item	List Price
B1834.5	120.70
Exposed End	4.70
Extended Stile	5.00
Toeboard	3.50
Drawer box assembly	4.00
+ Drawer box finishing	6.00
Subtotaled Cabinet Cost	143.90

B - Base

D	DF	DB	EXT	EXP	FL	MI	STR	FT	FTRA
1	1	1	✓	✓	✓	✓	✓	✓	✓

Cabinet Code	Craftsman		Pioneer			Flush End (ea.)	Exposed End (ea.)	Doors		Drawer Fronts	
	3-sided	4-sided	3-sided	4-sided	Shelf*			1/2"	1 1/4"	1/2"	1 1/4"
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B2434.5	122.10	133.00	84.70	95.60	7.60	7.50	4.70	3.4	3.8	0.9	1.0



Step 4: Multiply the Subtotalled Cabinet Cost by the Specie Multiplier found in the Material Pricing Guide. This is the total cabinetry cost.

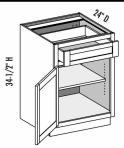
Item	List Price
B1834.5	120.70
Exposed End	4.70
Extended Stile	5.00
Toeboard	3.50
Drawer box assembly	4.00
Drawer box finishing	6.00
<hr/>	
Subtotalled Cabinet Cost	143.90
x Specie Multiplier – Cherry	1.05
Cabinet Total	151.10

Door/Drawer Front Pricing

Step 5: Calculate door and drawer front pricing using Custom door pricing methods. If a Program door is ordered, be sure to use the Program door pricing from the material pricing guide. All other material prices and all design charges follow Custom pricing. Door and drawer front quantities are listed in the options bar. Door and drawer front square footages are listed per cabinet by overlay.

Item	List Price
Design charge – CRP-10	11.25
+ Design charge – Slab Drawer Front	4.55
<hr/>	
Door/Drawer Front Design Charges	15.80
Material charge – Category B	14.00
x Door ft ²	2.4
<hr/>	
Door Material Charge	33.60
Material charge – Category B	14.00
x Drawer Front ft ²	0.7
<hr/>	
Drawer Front Material Charge	9.80

B - Base



D	DF	DB	EXT	EXP	FL	MI	STR	FT	FRRA
1	1	1	1	1	1	1	1	1	1

Cabinet Code	Craftsman		Pioneer		Flush End (ea)	Exposed End (ea)	Doors		Drawer Fronts		
	3-sided	4-sided	3-sided	4-sided			1/2"	1/4"	1/2"	1/4"	
B1234.5	\$98.20	\$108.40	\$70.30	\$80.50	\$3.00	\$7.50	\$4.70	1.5	1.9	0.4	0.5
B1534.5	104.20	114.50	73.90	84.20	4.00	7.50	4.70	2.0	2.3	0.5	0.6
B1834.5	110.20	120.70	77.40	87.90	5.20	7.50	4.70	2.4	2.8	0.7	0.8
B2134.5	116.20	126.90	81.20	91.90	6.40	7.50	4.70	2.9	3.3	0.8	0.9
B2434.5	122.10	133.00	84.70	95.60	7.60	7.50	4.70	3.4	3.8	0.9	1.0

Step 6: Add together cabinet total, door/drawer front design charges and door/drawer front material charges to arrive at total order cost.

Cabinet Total	151.10
Door/Drawer Front Design Charges	15.80
Door Material Charge	33.60
+ Drawer Front Material Charge	9.80
<hr/>	
Total – Cabinet & Door/Drawer Front	210.30

Note: If a different specie is required, modify the Specie Multiplier for the cabinet and the Material Charge for the Door/Drawer Fronts. For pricing a different door design, the Design Charge and potentially the Material Charge (based on Material Category for the style selected) for the Door/Drawer Fronts need to be modified.

Form 2: Follow the instructions below. Refer to the examples on the next two pages.

- Enter page number in the top right corner.
- Complete the top section and be sure to enter the purchase order number, customer number, and requested ship date. To request expedite lead-time check the box beside "Green". These expedite orders carry a 35% upcharge and are based on available capacity.

Cabinet Section: Check at least one box in all eight sections. Some sections may require checking more than one box.

- Items marked with an * have special instruction. Be sure the instructions are understood prior to placing the order. The special instructions are listed on the reverse side of the order form in the box with the same number and title as the appropriate section.
- Box 2 Specie: Requires checking two boxes to upgrade the material specifications. Check the special instructions under 2-Species on the reverse side to determine availability.
- Box 5 Doors: Requires a box checked for both wall and base doors.
- Box 8 Drawer Boxes/Drawer Slides: When choosing a four-sided drawer box either the assembled/finished or unassembled/unfinished box must also be checked. Other options that may be selected are Notched for Undermount, Aspen, Hard Maple and Soft Maple. See special instructions for details.
- Note: Some options carry upcharges and may extend lead-time

Options Section: The following three options are available for Cabinet Systems door and drawer orders:

Door and drawer front finishing only.

Door and drawer front sanding.

Hinge drilling.

Mark the options that apply to your order. If choosing a finishing option, specify Finish and Special Treatment if applicable. All these options carry an upcharge and may extend lead-time.

Custom Door Design, Custom Drawer Front Sections: Applicable only for Cabinet Systems orders that include custom doors or drawer fronts. Do not send door orders on a separate custom order form for items being ordered in this section. Use this section to order custom frame only or mullion doors for a few cabinets in an order.

- Indicate which cabinets are associated with this door/drawer front order on page two of the order form under "Special Instructions".
- Make sure all options of this section are filled out completely.
- The "Special Instructions" boxes in the section apply only to custom options on doors and drawer fronts.

Form 2A: Refer to the examples on the next two pages. Follow the instructions on the back of the form.

Orders will be delayed if accurate and complete information is not provided.



Customer Name: Sample Customer	Page: 1 of 2
Ship To: 245 Reading Road	Customer #: S0000 PO #: Sample Only
East Earl, PA 17519	Order Date: 6/15/04 Request Date: 6/29/04
Attention: John Doe	Expedites: <input type="checkbox"/> Green (35% upcharge)
Phone #: 800-964-3667 Fax #:	Shipping Instructions:

Cabinet Systems (for availability and additional information see ordering instructions)

1. Cabinet Line <input checked="" type="checkbox"/> Craftsman <input type="checkbox"/> Pioneer <input type="checkbox"/> Pioneer Wood Shelf Upgrade	3. Overlay <input type="checkbox"/> 1/4" <input checked="" type="checkbox"/> 1-1/4" <input type="checkbox"/> 1/2" <input type="checkbox"/> 1-3/8"	6. Edge Profile <input checked="" type="checkbox"/> C-2 <input type="checkbox"/> E-2 <input type="checkbox"/> ME <input type="checkbox"/> LC-2 <input type="checkbox"/> PRS-2 <input type="checkbox"/> FP <input type="checkbox"/> B-2 <input type="checkbox"/> C (1/4" overlay only)	8. Drawer Boxes 3-Sided (Standard) <input type="checkbox"/> Blum STANDARD 230 (Bottom-Lip Mount Slides) 4-Sided (Optional) <input type="checkbox"/> Blum STANDARD 230 (Bottom-Lip Mount Slides) <input checked="" type="checkbox"/> Blum SOLO (3/4 Extension Undermount Slides) <input type="checkbox"/> Blum TANDEM Plus 562 (Full Extension Undermount Slides) <input type="checkbox"/> Blum TANDEM Sizing Only (No Slides) Options (4-Sided Boxes Only) <input checked="" type="checkbox"/> Assembled/Finished <input type="checkbox"/> Unassembled/Unfinished Undermount Notching <input checked="" type="checkbox"/> Standard Notch <input type="checkbox"/> Wide Notch <input type="checkbox"/> Hook Hole Optional Specie (4-Sided Boxes Only) <input type="checkbox"/> Aspen <input type="checkbox"/> Soft Maple <input type="checkbox"/> Hard Maple
	2. Specie <input type="checkbox"/> Red Oak (Value) <input checked="" type="checkbox"/> Cherry (Value) <input type="checkbox"/> Hard Maple (Standard) <input type="checkbox"/> Soft Maple (Standard) <input type="checkbox"/> Hickory (Standard)		
Door & Drawer Front Specie Upgrade <input type="checkbox"/> Standard <input type="checkbox"/> Premium	5. Drawer Fronts <input checked="" type="checkbox"/> 3/4" Slab <input type="checkbox"/> 1" #10		

Custom Door Information		Custom Drawer Front Information	
Design:	Design:	Design:	Design:
Thickness: <input type="checkbox"/> 3/4" <input type="checkbox"/> 1"	Thickness: <input type="checkbox"/> 3/4" <input type="checkbox"/> 1"	Thickness: <input type="checkbox"/> 3/4" <input type="checkbox"/> 1"	Thickness: <input type="checkbox"/> 3/4" <input type="checkbox"/> 1"
Grade: <input type="checkbox"/> Standard <input type="checkbox"/> Premium <input type="checkbox"/> Rustic Knotty (putty knots <input type="checkbox"/> No <input type="checkbox"/> Yes)	Grade: <input type="checkbox"/> Standard <input type="checkbox"/> Premium <input type="checkbox"/> Rustic Knotty (putty knots <input type="checkbox"/> No <input type="checkbox"/> Yes)	Grade: <input type="checkbox"/> Standard <input type="checkbox"/> Premium <input type="checkbox"/> Rustic Knotty (putty knots <input type="checkbox"/> No <input type="checkbox"/> Yes)	Grade: <input type="checkbox"/> Standard <input type="checkbox"/> Premium <input type="checkbox"/> Rustic Knotty (putty knots <input type="checkbox"/> No <input type="checkbox"/> Yes)
Specie: Panel Raise:	Specie: Panel Raise:	Specie: Panel Raise:	Specie: Panel Raise:
Edge Profile: Framing Bead:	Edge Profile: Framing Bead:	Edge Profile: Framing Bead:	Edge Profile: Framing Bead:
Special Instructions:	Grain Direction: <input type="checkbox"/> Horizontal <input type="checkbox"/> Vertical	Special Instructions:	

Options		
Finishing (Door & Drawer Front Only): <input type="checkbox"/> Face, Back, Lip Cross Grain Removal <input type="checkbox"/> Lip Sanding	Door & Drawer Front Sanding: <input type="checkbox"/> Face, Back, Lip Cross Grain Removal <input type="checkbox"/> Lip Sanding	Hinge Drilling: <input type="checkbox"/> Pattern A (2.5mm) <input type="checkbox"/> Pattern B (5mm) Cup Only: <input type="checkbox"/> Yes <input type="checkbox"/> No Insert Holes: <input type="checkbox"/> Yes <input type="checkbox"/> No

