

From: [REDACTED] >
To: Gianna Santoro <[REDACTED]>
Subject: Re: One shelf above sink!
Date: Wed, 01 May 2013 14:22:55 +0000

yes it does! thanks

On May 1, 2013, at 10:09 AM, Gianna Santoro wrote:

You got it.

I also just had a phone conversation with Gaelle Parks, from Stonehenge, the stone fabrication company I recommend to the majority of my clients, to see what granites she'd recommend. Stonehenge is a non-stocking fabricator, meaning they don't only sell slabs that are on their lot. Instead, Gaelle sources stone based on each job. Clients get better selected slabs at competitive prices since they're not paying the overhead to stock slabs on a fabricator's lot. Since there are quite a few granites and possible combinations we can work with, we came up with what we thought might be a better plan. Let me see how far down we can get the cabinetry. Then, let's see what we have for counters, backsplash, sinks and faucets. Then, she'll have a budget to work within and can give us an honest opinion as to what can be gotten for that amount.

Sound like a plan?

Gianna



From: [REDACTED]
Sent: Wednesday, May 01, 2013 10:01 AM
To: Gianna Santoro
Subject: One shelf above sink!

Instead of 3 shelves, make it one shelf above the sink ;)

On Apr 30, 2013, at 9:29 PM, Gianna Santoro wrote:

Hi [REDACTED]-

I just read your email after having company leave and will get back to you in more depth tomorrow with answers to all your questions. Your flexibility will certainly get the pricing down and I will work with you to get there, including sharpening my pencil because I truly enjoy you!

As for counters, it's the quartzites that tend to be so expensive. There are granites that are much less expensive and I have a couple thoughts of mixing materials too, but that might be an easier phone conversation.

Let me see if there are other ways I can value engineer and I'll get back to you tomorrow with all your answers and then some.

Sleep tight....hopefully your phone is charging somewhere where you can't here it by now!

Gianna

On Apr 30, 2013, at 3:50 PM, "[REDACTED]" > wrote:

Hi Gianna...Ok, I tried to 'digest' this all! Below are options I have chosen to incorporate:

1. 42" High Cabinets
2. 4/4 Thick Doors
3. Use the 3/4" Melamine Construction Cabinet Boxes (I would like to see sample)
4. Butler's Pantry to be Solid Wood (no glass)
5. One Spice Rack
6. Forget the roll out under the sink

-Are Drawers more expensive than plain cabinets? If so, then change the cabinetry under the stove top: 2 drawers directly under the stove top, cabinets on either side of the drawers. Perhaps we can do elsewhere as well...

-After looking at all my pictures I have collected of kitchens I love...they ALL have only the one square panel (not the 2 as we discussed) I'm not sure if one panel is less expensive than 2, but I would like only one panel.

I want to be honest up front...this quote scares me...when I gave you a budget of \$75-85k, in my mind, that was inclusive of everything except appliances...I wanted this amount to include counter tops, back splashes, hardware, sinks and faucets...am I crazy? (maybe!) If there is any way we can sharpen your pencil on pricing I would very much appreciate it. When you told me counter tops would be an additional \$20-25K I almost fell off my chair...! Do you think any granite I choose would cost this much or is it just the luce de luna or white macauba quartzite granite that comes in this high? What if we did the wood top on the center island as well?

Please email me and let me know your thoughts when you have a moment...maybe there are other items we can save on? taking out a drawer divider doesn't do much..

Thanks so much! (I know the decorative wains panels would bring down the amount, but I think making the panels flat on the angled island and the end of the dishwasher cabinetry would not look good)

Help! [REDACTED] :)

On Apr 26, 2013, at 3:40 PM, Gianna Santoro wrote:

Hi [REDACTED] -

Thank you for coming in to thoroughly go through the estimate and drawings I put together for you and Ike. I have listed several options below that I think will help bring the price down.

- 1) The manufacturer's price drop occurs when a wall cabinet goes from a 48" to a 42" , which would leave a finished height including cabinet crown of approx.. 100" . Leaving all the doors and drawers 5/4", the prices would be as follows: (labor and freight stay the same as the original estimate)
Kitchen Perimeter Cabinets \$ 48,620
Island: stays the same since there aren't any wall cabinets
Butler's Pantry \$13,035
In total, going from 48" high wall cabinets to 42" high wall cabinets would save \$1,225

- 2) In the butler's pantry, if you changed the wall cabinet doors from glass to solid the price of the cabinets would go from \$13,125 to \$10,989 , a \$2,136 savings. This is still based off using a 5/4" thick door.
- 3) Take off 5% from the cost of the cabinetry (not installation) to determine what 4/4" would cost vs. 5/4"
- 4) Another option we discussed would be to change the lower decorative wains panels to flat panels. There are three painted panels I believe you were considering doing this with...the end of the dishwasher and both angled ends of the angled island. This would save \$500 for each panel.
- 5) One more option that I forgot to offer when you were here is using a 3/4" melamine construction cabinet box (not the doors and drawers) instead of 3/4" maple plywood. The melamine would be a hard rock maple wood grain impregnated on a commercial grade particle board.
I have samples in the showroom that I could show you if you're interested. Based on your original estimate with 5/4" doors, 48" h wall cabinets the price would be \$79,908. You could then still reduce the pricing by using any of the options above.

Confused? Don't hesitate to call me. Bottom line is you do have quite a few options. I'll help you get where you need to be. I'll be in New Canaan today and covering our Stamford showroom on Monday [REDACTED].

Have a great weekend!

Best,
Gianna

