

From: Gianna Santoro <[REDACTED]>
To: "[REDACTED]" <[REDACTED]>
Subject: a few more options for you....
Date: Fri, 26 Apr 2013 19:40:59 +0000

Hi Lesley –

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.

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

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.

Take off 5% from the cost of the cabinetry (not installation) to determine what 4/4" would cost vs. 5/4"

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.

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

230-327-7008.

Have a great weekend!

Best,

Gianna

