

Newsletter

The Professional Cabinet

And

Furniture Makers Guild

Of Southern California



June 2008

The Guild Officers

President	Joe Dusel	joe@woodistry.com
Vice President	Trinna Langdon	kaleidoscopecabs@gmail.com
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Secretary	Laura Van Linge	lvfoto@yahoo.com
Newsletter Editor	Charlie Wolfe	wolfe_custom_woodworks@cox.net
Membership	Ervin Walker	ewalker@cox.net

MISSION STATEMENT

Foster professionalism, communication, growth and cooperation among our members to maximize quality, profitability and efficiency.

OUR VISION

We see an association of professional woodworkers where each member is valued for their ideas, techniques and methods; the sharing of each is beneficial to all.

Visit our Web Site at www.proguild.com

President's Message

Well, it's time again for our annual pricing survey meeting. What a timely meeting for me! All of a sudden I have a bunch of people who want bids. I tell you what, for me it's either feast or famine. I always do my pricing the same way. I start out by trying to get some sort of budget from the client to determine whether or not I would be wasting their time and mine to even talk about the project. That's kind of like pulling teeth.

If we get past that point, I get together with the client and gather all of the data for the project making measurements and talking to the client to about what they want. With this information I draw the project up using eCabinet Systems cabinet design software. This gives me a list of almost all the materials I will need to do the project, and more importantly the cost of these. I then move on to the spreadsheet program where I enter the materials costs from my cabinet design software, plus anything extra I will need like finishing materials. I also have task items for anything that I think I will need to do to complete the job from customer consultations to installation. The spreadsheet is where I also calculate what the taxes on the job will be, markup on materials, profit, overhead costs and such. If I have entered all of the data correctly I should have a price for the job that is fairly accurate. But, just as a sanity check I usually take this figure and then compare it to a lineal foot price.

At this meeting we hope that we will have a number of our members put together a bid for the sample projects we have emailed out. This is truly one of our most informative meetings and I always learn a lot from the various ways our members arrive at their bid prices. I hope to see a lot of you here.

Work safely, and of course carefully.

Joe Dusel

Membership Report

Ervin Walker

At present our membership total is 32. We have 25 regular members and 7 student members.

Treasury Report

Charlie Wolfe

The current Guild account balance is \$1804.39.

This Month's Meeting – June 14

Annual Pricing Survey

***Location: Joe Dusel's Shop
505 Sunrise Drive East
Vista, CA 92084***

***Time: General Meeting at 9:30 am
Board Meeting at 8:30 am***

From the Newsletter Editor RE: Monthly Trade Article

Your board of officers has decided to no longer strive to have an article written or reprinted in each newsletter. We will still encourage members to write articles and will include them in the newsletter as appropriate. As an adjunct, articles such as those in past newsletters will be included in a reference section of the Guild homepage, either as complete articles or as links to articles on source sites such as those provided by CabinetMaker, Custom Woodworking Business & Remodeling magazines.

I will be working with Joe Dusel in his role as webmaster to transition this archive section into a business and professional development reference section that we hope will be more useful to our members.

Stay tuned...
Charlie Wolfe

Member Application Form

Dear Fellow Woodworker:

If you are a professional cabinet or furniture maker and you share the goals of our Mission Statement, we would like to invite you to come to our next meeting. We are a group of independent shop owners who are committed to expanding our knowledge and creating new business opportunities.

At past meetings, we have had discussions on pricing, marketing, outsourcing and finishing. We all have had opportunities to share our individual areas of expertise and learn from others. In the future, we will be sponsoring more intensive seminars and workshops and we have developed our own GUILD web site with individual web pages for each member.

If you are interested in improving your career or pursuing a career in woodworking, we welcome your participation.

NAME: _____

COMPANY NAME _____

ADDRESS: _____

PHONE: _____ **FAX:** _____

E-MAIL ADDRESS: _____

PLEASE DESCRIBE YOUR BUSINESS AND PRODUCTS:

MAIL TO OUR MEMBER COORDINATER

ERVIN WALKER ewalker@cox.net

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