

Estimates and Invoicing Panel Discussion

Where to start?

Understand your EFFICIENCY and how much LABOR you have available.

Do some basic math every quarter or at the minimum every year.

- $\text{Sales (Quarter/Annual)} - \text{Materials} * \text{Markup} = \underline{\text{Labor Revenue}}$
- $\text{Labor Revenue} / \text{Shop Labor Rate} = \underline{\text{Billed Hours}}$
- $\text{Hours Worked} / \text{Billed Hours} = \underline{\% \text{ Billed}}$ (Efficiency/Productivity)
- $\text{Wages} + \text{Overhead} / \text{Billed Hours} = \underline{\text{Cost per hour}}$
- $\text{Shop Labor Rate} - \text{Cost per hour} = \underline{\text{Labor Profit}}$ (or not) per hour

| | | | | | | |
|-----------------------|-----------|-----------|------------|------------|---------|-----|
| Revenue w/ 10% Margin | \$450,000 | \$362,500 | 3776 Hrs | Labor Rate | \$84.36 | 52% |
| Revenue w/ 20% Margin | \$506,250 | \$418,750 | 4362 Hrs | | \$97.45 | 60% |
| Revenue Hitting Goals | \$499,309 | \$411,809 | 4289.7 Hrs | | \$95.84 | 59% |

Levers

Estimate or Track

Adjust your Labor Rate

Weekly Goals

| | |
|-------------------------|----------|
| Labor Billed out | \$8,404 |
| Material Billed out | \$1,786 |
| Total Weekly Production | \$10,190 |

| | | | Monthly Goal | Weekly Sales Goal | Average Hrs/Wk |
|-------|-----|--|--------------|-------------------|----------------|
| Jan | 5% | | \$24,965 | \$6,241 | 62.41 |
| Feb | 8% | | \$39,945 | \$9,986 | 99.86 |
| Mar | 10% | | \$49,931 | \$12,483 | 124.83 |
| Apr | 10% | | \$49,931 | \$12,483 | 124.83 |
| May | 10% | | \$49,931 | \$12,483 | 124.83 |
| Jun | 10% | | \$49,931 | \$12,483 | 124.83 |
| Jul | 12% | | \$59,917 | \$14,979 | 149.79 |
| Aug | 11% | | \$54,924 | \$13,731 | 137.31 |
| Sep | 7% | | \$34,952 | \$8,738 | 87.38 |
| Oct | 7% | | \$34,952 | \$8,738 | 87.38 |
| Nov | 5% | | \$24,965 | \$6,241 | 62.41 |
| Dec | 5% | | \$24,965 | \$6,241 | 62.41 |
| Total | | | 499309 | | |

Break your goal down to the week or month. Translate it to hours

Helps you estimate jobs based on number of Hours or Days that type of project typically takes your team.

Labor Materials



Bill of Materials – "Shopping Cart"

Items

+ Create Job

+ Add New Line Item

Interior Recover (26pc)

4200 Upholstery

Design - Maintain OEM Design

Colors - White/Red TBD

* Quantity

Each

Unit Discount

%

Unit Price

Total Price

T

↕

...

1

0

10,031.4

10,031.4

Helm & Passanger Seat Back to Backs (8)

- Inner Cushion with Bump Up Surround Cushion.
- Base and Backrest Support (Plastic or wrapped in vinyl) - Difficult to tell in photos.

Jump Seats (2) + Jump Seat Back Boards (2)

- 2 Color Design with bump up

Sunpad/Engine Cover/Backrest (1)

- 2 Color Design, with quilt lines/panels in top section. May be candidate for some simplification of seams/panels

Trim Panels (8)

- Upper White Trim Panel with Red Accents
- Mid Red Trim Panel
- Lower White Trim Panel
- Smaller Trim Pieces around Helm

Bow Backrests (2)

- Upper White Panel, Lower Red Panel

Bow Seat Cushions (3)

- Center White Cushion with Red Cording
- Port/Starboard Cushions with Bump up, cording, and inner red panel

Great for Upholstery
Projects or products
you have not created
a pricing system for.

| | Quantity | | Unit Cost | Unit Price | LI Quantity | Total Cost | Total Price |
|---|----------|------|-------------------|-------------------|-------------|-----------------|-------------------|
| Material | | | | | | | |
| Vinyl | | | | | | | |
| Islander - Estimate | 720 | Inch | \$0.56 | \$1.11 | 1 | | |
| Foam | | | | | | | |
| FOAM - 1/4" ROLL W / SCRIM BACKING - 50 | 360 | Inch | \$0.25 | \$0.50 | 1 | \$90 | \$180 |
| FOAM - 1/2" ROLL W / SCRIM BACKING - 20 | 240 | Inch | \$0.22 | \$0.53 | 1 | \$52.99 | |
| Material Totals | | | \$545.98 | \$1,106.40 | 1 | \$545.98 | \$1,106.40 |
| Labor | | | | | | | |
| Upholstery General Labor | 15 | Hr | \$45.00 | \$85.00 | 1 | \$675 | |
| Upholstery Patterning Labor | 35 | Hr | \$45.00 | \$85.00 | 1 | \$1,575 | \$2,975 |
| Upholstery Sewing Labor | 55 | Hr | \$45.00 | \$85.00 | 1 | | |
| Labor Totals | | | \$4,725.00 | \$8,925.00 | 1 | | |
| Machine | | | | | | | |
| Machine Totals | | | \$0.00 | \$0.00 | 1 | | |

Break your labor into Steps or Buckets for the project. C

Tear down, stuffing, stapling, etc

Patterning, scribing, design work

Sewing

As many buckets as you can and do some tracking to see how your estimate pans out, are you consistently underestimating one of these steps?

| | | | | | |
|--------------------------------|--------------------------------|----------------------|----------------------|------------------------|-------------------------|
| Product TEST Custom Cockpit | * Name Custom Cockpit Cover | * Quantity 1 Each | Unit Discount 0 % | Unit Price 1,892.37 | Total Price 1,892.37 |
|--------------------------------|--------------------------------|----------------------|----------------------|------------------------|-------------------------|

Custom Snap on Cockpit Cover templated and installed perfectly to fit your specific...

- **Sunbrella**
 - Medium Weight, good durability, highly water-repellent, excellent warranty. Why?
 - <https://www.sunbrella.com/browse-fabrics/fabrics-by-use/boat-covers>
- **Weathermax**
 - Lighter Weight, ripstop like durability, easier to handle and store.
 - <https://weathermax.com/products/weathermax-80/>
- **Stamoid LT**
 - Light Weight, smooth coated material, waterproof, easiest to clean and very easy
 - <https://www.sergeferrari.com/us-en/productsstamoid-range/stamoid-light>
- **Top Gun**
 - Heavy Weight, great durability, waterproof, ideal for fishing boats and applications
 - <https://www.marlentextiles.com/top-gun.html>

Estimating Notes: This estimate is based off a rough approximation of size of your ...

Formula Based Pricing (vs Grid Pricing)

Material Formulas

How would you calculate a blank for the project?
 $(2 \times \text{Length} + \text{Allowance}) = \text{Material needed}$

| | | | |
|-----------------------|---|---------------------------|------------------------------|
| Modifiers | Length 168 Inches | Width 106 Inches | Number of Poles 2 Unit |
| | <input checked="" type="checkbox"/> Over the Windshield | Num_Cut_Outs 0 Unit | |
| Dropdown Menus | * Material Sunbrella - 60" - Estim... | | |

Labor Formulas

$(\text{Perimeter} * \text{number of passes around cover}) / \text{sewing speed} = \text{Sewing Labor needed}$

| | Quantity | Unit | Unit Cost | Unit Price | LI Quantity | Total Cost | Total Price |
|---|----------|------|-----------------|-------------------|-------------|-----------------|-------------------|
| Material | | | | | | | |
| FASTENERS | | | | | | | |
| SNAP CAPS | 45.666 | Unit | \$0.09 | \$0.21 | 1 | \$4.11 | |
| SOCKETS | 45.666 | Unit | \$0.07 | \$0.30 | 1 | \$3.19 | |
| Roll Materials | | | | | | | |
| Top Gun - Estimate | 84 | Inch | \$0.35 | \$0.83 | 1 | \$29.4 | |
| Sunbrella - 60" - Estimate | 336 | Inch | \$0.47 | \$0.97 | 1 | \$159.12 | |
| TUBING & POLES & WOOD | | | | | | | |
| MOORING COVER POLES - MED - 47" - BLACK | 2 | Unit | \$5.65 | \$30.00 | 1 | \$11.3 | |
| Material Totals | | | \$207.15 | \$478.96 | 1 | \$207.15 | \$478.96 |
| Labor | | | | | | | |
| Boat Sewing Labor | 6.088 | Hr | \$54.05 | \$91.89 | 1 | \$329.1 | \$559.5 |
| Boat Patterning Labor | 2.5 | Hr | \$65.00 | \$113.75 | 1 | \$162.5 | \$284.37 |
| Boat Patterning Labor | 3.223 | Hr | \$65.00 | \$113.75 | 1 | \$209.52 | \$366.67 |
| Boat Install Labor | 1.826 | Hr | \$54.05 | \$91.89 | 1 | \$98.73 | \$167.85 |
| Labor Totals | | | \$799.87 | \$1,378.41 | 1 | \$799.87 | \$1,378.41 |

Finding the relationship between the SIZE and the time it takes you to complete.

Or between the FEATURES and how long it takes to complete that part or component.

The upside is once you find those relationships you don't need to constantly recalculate them unless you improve your process.

Time Tracking and Estimates

Est. 1941
SugarHouse
AWNING INDUSTRIES

 **MARINE**
FABRICATORS CONFERENCE

Time estimates

| Boat Here | Task Due Date | | Material Arrival | Task Due Date | PO # |
|------------------|---------------|--------------------|-------------------|---------------|--------------------|
| PrePattern | Task Due Date | Task Time Estimate | PrePattern (Shop) | Task Due Date | Task Time Estimate |
| PrePattern (Sew) | Task Due Date | Task Time Estimate | Pattern | Task Due Date | Task Time Estimate |
| Proliner | Task Due Date | Task Time Estimate | Layout | Task Due Date | Task Time Estimate |
| CAD | Task Due Date | Task Time Estimate | Cut | Task Due Date | Task Time Estimate |
| Table | Task Due Date | Task Time Estimate | Sew | Task Due Date | Task Time Estimate |
| Frame | Task Due Date | Task Time Estimate | Shopwork | Task Due Date | Task Time Estimate |
| Misc _____ | Task Due Date | Task Time Estimate | Install | Task Due Date | Task Time Estimate |
| Clean | Task Due Date | Task Time Estimate | Photos | | |
| Inspect | Task Due Date | Task Time Estimate | Welded Frame | | |
| Pick Up | | | Stage | | |
| | | | | | |

- Stapled to every order
- Estimates filled out based on similar previous jobs
- Entered into tracking system and customer drop off scheduled

- Customer calls in looking for estimate
- Rough estimate given based on information supplied by customer and our previous experience on building tops and covers.
- If customer agrees to estimate, deposit of half down is placed
- Sales Order created
- Project times estimated and given to project coordinators
- Project coordinators enter times in Tracking system
- Boat drop off scheduled with customer



SugarHouse Industries
 7526 S. State Street
 Midvale, UT 84047
 801-563-9600 800-657-6394 801-563-9606 Fax



Sales Order Number
 268473
 Order Date: Jan 3, 2024

| Billing Address | Vehicle Information | Additional Info |
|--------------------|--|---|
| Salt Lake City, UT | Make: Tracker Model: v19 Year: 2024 Length: 19 ft. Date Vehicle Brought In: 1/5 @ 11 | Robert Dressman - - 10. Marine - Marine - Bimini Top Salesman: Tanner Peterson Method: Install - Here Finish Date: |
| PO Number: | | |
| Package Dimensions | Package Weight | P/U Loc Department 10. Marine |
| Warranty | UPS Actual Terms Inspect | Ready to Close |
| | Cash | Paid/Billed |
| | 25766 | TP 1/5/24 |

| Product / Description | Price | Qty | Total |
|--|-------|-----|-------|
| Marine - Bimini Top Bimini Top: Frame: Aluminum Fittings: Stainless Steel Support Bars: Yes (front) Fisherman's Bar Add zippers: Yes Fabric: Sunbrella Color & #: Slate 4684 Binding Color: Black Thread: Black Boot: Yes How are you going to store the bimini: Leaning on front Support Bars | | 1 | |
| Marine - Enclosure Set of side curtains Solid sunbrella front curtain Back Curtain with 1 zipper Add Zippers to bimini 6 inches of material on top and bottom of sides | | 1 | |
| Sub Total | | | |
| Tax | | | TP |

A deposit of 50% will be required to begin your project.

Terms and Conditions

1. ALL WORK IS GUARANTEED against defects in materials and workmanship for 90 days after delivery, may have longer warranties. Ask your sales person for those details and warranties.
2. CHANGES in the above order will only be made after customer approval of any changes, including any 3.
3. FULL PAYMENT is due upon delivery.
4. RETURNED CHECK charge is \$20.00 plus costs of collection.
5. PAYMENT AND PRE-PAYMENTS are non-refundable. No returns on custom orders.
6. WE CLAIM A LIEN on all property until services are paid in full, and may retain possession of any prop performed labor until full payment, including interest and storage charges have been made.
7. STORAGE FEES may be charged for any property not claimed and paid for within 30 days after complete
8. PROPERTY MAY BE SOLD IF not claimed within 45 days, or if it is held by us more than 45 days due all reasons above. Property will be sold to an unknown buyer. We retain the right after sale to use for any reason.

| Task Name | Task Due Date | Material Arrival | Task Due Date | P/C |
|------------------|---------------|------------------|---------------|------|
| Boat Here | | | | |
| PrePattern | 1/11 | 33 | 1/10 | 50 |
| PrePattern (Sew) | | | | |
| Proliner | 1/11 | 15 | | |
| CAD | 1/12 | 3,000 | | |
| Table | 1/15 | 75 | 1/10 | 8.50 |
| Frame | 1/10 | 50 | 1/14 | 50 |
| Misc | | | | |
| Clean | | | | |
| Inspect | 1/12 | 0.17 | | |
| Pick Up | | | | |

Enclosure

Sales Order: 268473

Written By: TAN

ENCLOSURE

ADD ZIPPERS

SET LONG SIDES

BACK CURTAIN
straight down to floor
SOLID FRONT CURTAIN
Sunbrella

SIDES
ON BACK CURTAIN
SEATS WHEN INSTALLING BACK CURTAIN
FRONT CURTAIN
original on top & bottom of both sides

No
 New (quantity)

No with Straps with Pocket

ne as Bimini Other
ne as Bimini Other
ne as Bimini Other
ne as Bimini Other

| | | | | |
|-----|--|---|--------------------------------|---|
| N/A | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| N/A | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| N/A | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| N/A | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| N/A | <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| N/A | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| N/A | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |

Type:

Standard Pontoon Custom

Standard Glass Screen Only

Front Curtain Backdrop Left Side Right Side

Frame:

Aluminum Alu/Nylon Bar Alu/Stnls Bars

Material:

Name: Sunbrella
Color #: SLATE
Binding Name: BL
Binding Color: BL
Zipper Color: W

Thread:

Bonded Poly White
 Bonded Poly Black
 Other

Hardware:

Black Nylon Ball & Socket
 Stainless Other

Mounting: Existing New Storage

Work Orders filled out at Appointment

- Meet with customer
- Finalize project details
- Adjust pricing accordingly with final project details

Bimini

Sales Order: 268473

Written By: TANNER

BIMINI TOP
SS HARDWARE
FISHERMANS BAR
BOOT
FRONT SUPPORT BARS

Type:

Standard Over Tower Off Tower Custom

Options:

Zippers Yes black No Cutouts Yes No

Frame: (3 bow)

Aluminum Telescoping Alu/Stnls Bars Stainless Breakdown Stnls/Stnls Bars Adjustable

Material:

Name: Sunbrella
Color #: SLATE 4684
Binding Name: BLACK
Binding Color: _____

with Straps with Pocket

Other
 Other
 Other
 Other

| | | | | |
|--|--|---|--------------------------------|---|
| | <input type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| | <input type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| | <input type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| | <input type="checkbox"/> No | <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |
| | <input checked="" type="checkbox"/> No | <input type="checkbox"/> Yes | <input type="checkbox"/> Quote | Condition: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 |

Thread:

Bonded Poly White
 Bonded Poly Black
 Other

Hardware:

Black Nylon Ball & Socket
 Stainless Other

Mounting: Existing New 2nd storage

Storage Location: Laying down in mounts Out of mounts & under cover

Install Info:

| PrePattern Shop | PrePattern Sew | Pattern | Proliner | Layout | CAD | Cut | Table | Sew | Frame | Shopwork | Misc | Install | Clean | Photos | Inspect | Welded Frame |
|-----------------|----------------|---------|----------|--------|------|-----|-------|------|-------|----------|------|---------|-------|--------|---------|--------------|
| | | ✓ | | ✓ | | ✓ | | ✓ | | | ✓ | 1/08 | | | 1/08 | |
| | | | | | 1/09 | | | | | | | | | | | |
| | | ✓ | | | | ✓ | | ✓ | | ✓ | | | ✓ | | ✓ | |
| | | | | | | ✓ | | ✓ | | ✓ | | | | | | |
| ✓ | | ✓ | | ✓ | | ✓ | | ✓ | | ✓ | ✓ | ✓ | ✓ | | ✓ | |
| | | | | | | | | 1/11 | | | | | | | | |
| | | | | | | | | | | 1/12 | | | | | | |
| | | ✓ | | | | ✓ | | 1/10 | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| 1/15 | | | | | | | | | | 4/15 | | | | | | |
| | | | | | | | | | | 1/16 | | | | | | |
| | | ✓ | | | ✓ | | 1/08 | 1/09 | | 1/10 | 1/09 | 1/10 | | | | |
| | | | | | | | | | | 1/17 | | | | | | |

| Edit | Order # | Customer Name | Description | Boat Type | Notes | Finish Date | Dept. | Price | Hours Left | Boat Here |
|------|---------|---|---|-----------------------------------|---|------------------|-------|-----------|------------|-----------|
| edit | 267671 | Richard Luddington(W)(2/2) <i>(2nd order in upholstery)</i> | Cockpit and bow Cover | 1999 Cobalt 220 22' | 1/2 is for the bimini recover. MISC: get PO from Rick for material. | Monday (1/08) | 10 | \$0 | 1.17 | ✓ |
| edit | *0 | SH Task: clean up shelf under the junk table | CAD: Clean up shelf under the junk table | | Eric to do. | Tuesday (1/09) | 10 | \$0 | 0.75 | ✓ |
| edit | 268637 | Jim Jacobs | Full Cover | 1987 Boston Whaler Outrage 18 19' | add notes | Wednesday (1/10) | 08 | \$2214.71 | 0 | ✓ |
| edit | 268469 | KC Tubbs | Bimini Boot | | | Wednesday (1/10) | 10 | \$235.95 | 0 | ✓ |
| edit | 267671 | Richard Luddington(W)(1/2) <i>(2nd order in upholstery)</i> | Bimini top Recover | 1999 Cobalt 220 22' | 2/2 is for the cockpit and bow cover MISC: get PO from Rick for material. | Wednesday (1/10) | 10 | \$0 | 0 | ✓ |
| edit | *0 | SH Task: Boat Cover Bags | Sew: take inventory of Boat Cover Bags and make them if needed. | | Antonio to do. | Thursday (1/11) | 08 | \$0 | 3 | ✓ |
| edit | *0 | SH Task: move trade show tv's/boxes on top of the will call shelves | Shopwork: move tv's/boxes onto the top of the will call shelves | | This can happen after we give away the retractable doors that are on top of the ... | Friday (1/12) | 10 | \$0 | 0.17 | ✓ |
| edit | 268398 | Colt Cannon (1/2) | Full Cover | 1999 Malibu Sunsetter 21 LXI 21' | 2/2 is for the snap replacements | Monday (1/15) | 08 | \$1926.21 | 7.17 | ✓ |
| edit | 268398 | Colt Cannon (2/2) | (3) Snap replacements | 1999 Malibu Sunsetter 21 LXI 21' | 1/2 is for the full cover. | Monday (1/15) | 10 | \$0 | 0.25 | ✓ |
| edit | 267974 | Walker Hewlett (Part B) <i>(2nd order in upholstery)</i> | Preshop: take (1) Snap Cover and give to Kay. Shopwork: put snap on cover back on the boat after repairs are done | 1991 Supra 21 Procomp | Part A is for Kay to do the repairs. KG | Monday (1/15) | 5 | \$0 | 0.5 | ✓ |
| edit | *0 | SH Task: Forklift Training | Forklift training | | Baagii to do forklift training | Tuesday (1/16) | 10 | \$0 | | ✓ |

SugarHouse Industries Tracking System

Custom item estimates

- Custom items are priced on a per job basis
- Times are estimated by using our years of experience
- Custom items tend to be more expensive since they don't usually flow through production as smoothly.

| | Est. Time | Product: | | Qty: | Priced at Each / Total |
|-----------------------|-----------|------------|--------------|--------------------|------------------------|
| | | Est. Cost | Est. Cost | Actual Time | Actual Cost |
| | | \$ | \$ | | \$ |
| Design/Planning | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| Down | | \$ | \$ | | \$ |
| Weld/Seam | | \$ | \$ | | \$ |
| Flow | | \$ | \$ | | \$ |
| Shop Work | | \$ | \$ | | \$ |
| Inspect | | \$ | \$ | | \$ |
| P.C. | | \$ | \$ | | \$ |
| Total Hours | | \$ | \$ | | \$ |
| Materials | # Yds/Ft | Cost/Yd/ft | Cost | Actual Yd. | Actual Cost |
| | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| | | \$ | \$ | | \$ |
| Material Total | | \$ | \$ | | \$ |
| Mat +67% | \$ | | Total | | \$ |
| Labor Total | \$ | | Total | | \$ |
| Total | \$ | | Total | | \$ |
| Plus 7 % | \$ | | Total | | \$ |
| Plus 30 % | \$ | | Total | | \$ |
| Final Price | \$ | | | Grand Total | \$ |

Location: LOCATION (If Applicable):

and color?

Do the seams need to be sealed?

Feel Free to reach out anytime with questions.

Eric Sevy

eric@sugarhouse.us



Est. 1941
SugarHouse
AWNING INDUSTRIES

 **MARINE**
FABRICATORS CONFERENCE



MARINE
FABRICATORS CONFERENCE



here is your estimate

Recipients

here is your estimate

Good xxx XXX,

Thank you for XXX
We have a ballpark estimate ready for you. Please see the details below -

- \$XXX - \$XXX
- XXX
- XXX
- Other variables in pricing will depend on design details, material selection, current hardware condition, etc. We try to provide the highest expected range in price based on our experience.
- **This is not a guaranteed final price and does not include sales tax.** XXX for your boat is an investment, so we strive for the highest workmanship while using the most quality products available.

If you would like to proceed, please contact us at 360-734-8199 to pay a deposit amount of \$XXX.

Receipt of the deposit serves as your consent to the Customer Agreement (see below) and will secure your position on our schedule. If you would like a formal estimate, we are happy to do so upon request and receipt of deposit.

We are not scheduling any travel for canvas outside of Bellingham at this time. We may ask you to arrange visitor moorage with Squalicum harbor or another facility in order to have adequate access to your boat for the duration of the work being done.

Our current earliest availability to begin work on your boat is XXX.

This date is subject to change, if there is an opportunity to begin sooner than expected, we will let you know at that time.

Your deposit will secure your position in our queue and we will be in communication regarding specific dates as we near them.

Please don't hesitate to call if you have any additional questions.
Have a great day!

Send

here is your estimate

Recipients

here is your estimate

Oyster Creek Canvas Customer Agreement

Oyster Creek Canvas guarantees our workmanship and materials within reason. Warranty work is evaluated on a case by case basis. Estimated dates of completion are based upon ideal weather conditions and are subject to delays caused by inclement weather, product availability, and boat accessibility.

A deposit is required to hold your place on the schedule and to order materials for the project. Receipt of deposit indicates that you have read and agree to these terms. The remaining balance is due upon installation and/or possession.

Oyster Creek Canvas has permission to board your vessel to estimate, measure, install or remove products before, during and after installation. Any design alterations, or additional requests to the specifications discussed once production has begun will result in an additional charge. Repair or replacement of any pre-existing damaged materials or hardware that is undetected at the time of the design consultation will result in an additional charge.

Oyster Creek Canvas does not assume liability for the vessel or contents. The vessel owner will carry any necessary hazard and liability insurances.

Oyster Creek Canvas retains all ownership of partial and/or finished products until your account balance is paid in full. All accounts not paid within 15 days of notice of completion will incur late fees.

I accept the terms of this agreement

Name

Date

Month Day 2017

Submit

Never submit passwords through Google Forms.

Send



J87 fx

| | A | B | C | D | E | F | G | H | I | J |
|-----|------------|----------|---|----------------|--------------------|--------------|------------------|---|---|---|
| 1 | DATE | CUSTOMER | PROJECT DESCRIPTION | LABOR ESTIMATE | MATERIALS ESTIMATE | LABOR ACTUAL | MATERIALS ACTUAL | | | NOTES |
| 78 | | | | | | | | | | |
| 79 | | | SAIL COVER STANDARD STYLE | | | | | | | |
| 80 | Jan. 2022 | | large sail cover from old one | 8 - 10 | \$425.00 | 14.75 | \$642.00 | | | was bigger and did have some cutout/ flap not included in estimate |
| 81 | Jan. 2022 | | X2 sail covers from old ones | 12 - 15 | \$700.00 | 21 | \$650.00 | | | folded hem bottom edges instead of standard reinforcing & binding took too long |
| 82 | | | x2 sail covers from old ones | 15 - 20 | \$825.00 | 13 | \$610.00 | | | |
| 83 | Sept. 2021 | | single sail cover. minor mods to old cover | 8 - 10 | \$500.00 | 7.5 | \$400.00 | | | 14 ft boom |
| 84 | | | | | | | | | | |
| 85 | | | SAIL COVER W/ LAZY JACK CUTOUTS | | | | | | | |
| 86 | 2021 | | cover w/ x2 cutouts on one side only | 12 - 15 | \$550.00 | 13.5 | \$450.00 | | | |
| 87 | 2021 | | cover w/ x1 cutout on each side | 10 | \$375.00 | 7.5 | \$435.00 | | | |
| 88 | 2021 | | cover w/ x3 cutouts each side | 10 | \$400.00 | 12 | \$425.00 | | | |
| 89 | | | | | | | | | | |
| 90 | | | STACK PACK | | | | | | | |
| 91 | 1/21/21 | | 18 ft. stack pack from old one | 10 | \$1,600.00 | 26 | \$733.00 | | | based much of estimate on S.Stoner invoice, was very backwards??? |
| 92 | June 2021 | | 23 ft, stack pack from Karl's design | 25 - 30 | \$1,000.00 | 36.25 | \$1,150.00 | | | measuring and fabrication only, Karl will install due to limited boat availability, staysail bag additional to initial ballpark |
| 93 | | | | | | | | | | |
| 94 | | | BINNACLE COVER | | | | | | | |
| 95 | 2021 | | simple binnacle cover w/ zipper | 3 - 5 | \$200 | 7 | \$160.00 | | | |
| 96 | Aug. 2021 | | simple binnacle cover w/ zipper | 3 - 4.5 | \$90 | 6 | \$200.00 | | | sunbrella price increased between bid & job, used more material and time than anticipated |
| 97 | | | | | | | | | | |
| 98 | | | BENCH/ SEAT COVER | | | | | | | |
| 99 | Aug. 2021 | | one corner seat cover on Nordic Tug flybridge | 7 - 11 | 350 - 400 | 15.5 | \$340.00 | | | windy patterning & Fin/ training time. through bolting took longer than screw studs or snads |
| 100 | Apr. 2021 | | 3 bench seat covers on party barge | 18 - 23 | 450 - 550 | 24 | \$455.00 | | | |
| 101 | | | | | | | | | | |
| 102 | | | KAYAK COVER | | | | | | | |
| 103 | Feb 2022 | | 20' racing canoe cover | 10 - 12 | 300 | | | | | |
| 104 | Sep. 2021 | | pair of zip on kayak covers, 14' | 17 - 21 | 300 | 22 | \$575.00 | | | |
| 105 | | | pair of kayak covers | | | 18 | \$300.00 | | | |
| 106 | | | | | | | | | | |
| 107 | | | MISC COVER | | | | | | | |
| 108 | Feb 2022 | | kayak rack cover on the "David B" | 6 - 8.5 | 350 | 14 | \$300.00 | | | |
| 109 | | | | | | | | | | |
| 110 | | | | | | | | | | |



Deposit receipt

Recipients

Deposit receipt

Good afternoon XXX,

Thank you for putting down a deposit for your XXX. A receipt is attached for you. This deposit is approximately 1/3 of our estimated subtotal.

Our estimates do not include sales tax. WA sales tax is 8.8%. This may add approximately XXX to the final total.

We also charge a 3% processing fee for credit card payments on the final invoice. You are absolutely welcome to pay with a check for no additional fee.

We have your project on our schedule for XXX.

We will keep in touch as that date approaches regarding specific start and end dates.

Please feel welcome to call if you have any questions in the meantime.

We look forward to working with you.

Best,

|

Jess Flegel

Shop Manager

Oyster Creek Canvas

We've Got You Covered

Hours: Mon-Fri 9a-4p