

# **Spectra Seating**

## **Estimating & Quoting For Architectural Seating**

**February 2021**



**SPECTRA**  
CORPORATION  
COMMERCIAL SEATING SOLUTIONS

# General Comments

## Overview & Purpose:

As a trusted partner on custom architectural upholstered seating and finished wall panel projects, Spectra Seating is usually asked to estimate and provide a quote for the various projects for which we are being considered as a source.

We work with many of our customers' estimators to supply them with up-to-date pricing based on project specifications which evolve throughout the design development and budgeting process.

It is our hope that this brief overview will be useful for soliciting Spectra Seating quotes. Our desire is to offer guidance on how we can best work together throughout this process. Our objective is to ultimately provide accurate and timely quotes for the upholstered components of your proposed millwork package.

# Quote Input to Provide

**Timing:** Most of our quote requests are received by email and it is important to let us know when it is required back to the requesting estimator for review prior to submission to the awarding entity. It is also helpful to know likely timing of by when the fabrication would be required.

**Upholstery Takeoff List:** Often overlooked, but which should clearly break out the specific seating components required in terms of description/location, quantities, size, cushion counts (if determined), as well as drawing references (plan views, elevations, sections, finish schedule, etc.).

**Visual Documentation/Drawings:** All drawings pertinent to the upholstered seating segregated from a full larger set of complete architectural project drawings.

**Additional Information:** Summary textural detail from requesting partner descriptive input regarding project scope/delivery expectations. Also expected materials budget for situations where not defined in the drawing or other specs.

# Requesting a Quote

## What to Send:

Send an email to [quoting@spectraseating.com](mailto:quoting@spectraseating.com) with a cc to [eric@spectraseating.com](mailto:eric@spectraseating.com) with the following information included:

- All relevant drawings, takeoff list, anticipated fabrication timing, specs and material schedule.
- Confirmation on scope of quote request (ie. full turnkey product, cushions only, and other added specialty items).
- Special requirements regarding specific flame test compliance. (CAL 133, CAL TB 117-2013, ASTM-E84, other).
- Requirements for delivery and/or installation.
- The more time and details provided, the more accurate the quote can be.

# Requesting a Quote (cont.)

## What to expect:

- Spectra will provide as accurate a quote as possible given the input provided.
- Additional enhancements (tufting, welting, spring seating, etc.) will drive labor and thereby impact the overall cost.
- Normal turnaround within 48 hours. We do not recommend same day quotes. **Quotes larger in scope may require longer turnaround times.**
- Spectra will confirm that all internal upholstery materials conform to CAL TB 117-2013 and ASTM-E84 where applicable. CAL133 certifications require further testing with full framework, substrates, and upholstered materials.
- Spectra will make recommendations regarding overall production, fabrication plans, VE alternatives, and any other areas where applicable.
- Spectra will send material samples/flame test certifications as requested.

# Quoting Capabilities

We can quote/manufacture a variety of architectural seating scope scenarios such as:

- Upholstered Cushions.
- Substrates and Upholstered Cushions.
- Full Framework, Substrates, and Upholstered Cushions.
- Upholstered or material wrapped Panels/Doors/Cabinets/other.

## **Enhanced Upholstery Add-Ons:**

- Light Finish Work (Application of Veneer and PLAM).
- Special enhancements such as Tufting, Welting, Spring Seating, etc.
- Delivery and/or Installation.
- Flame Testing as/if needed.

*We look forward to helping you quote upcoming projects!*