

# **Home Design Solutions (HDS)**

## **Class Project**

**CIS4891**

**Capstone Project**

**Spring 2020**

**Seminole State College**

# **Home Design Solutions (HDS)**

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## **Introduction**

Home Design Solutions has contracted your team of IT systems professionals to design and implement a new comprehensive IT system for their company. Currently they are using an off-the-shelf system on an Ethernet star network that consists of several computers and a Windows 2008 server. Joe and Emily Herold, the founders and owners, want to upgrade their system by designing a completely new customized one that would include an active web site (hosted), database, order-entry/inventory/employee system, VoIP system, security policy and integrated network (LAN and WAN) for their company. Each site has its own LAN, but they want to connect all the sites together over a corporate WAN.

## **HDS Historical Information**

HDS started as a remodeling effort by Emily and her husband Joe back in May 2007. They had contracted to do work for some family and friends that wanted to upgrade their existing homes (bathrooms and kitchens are their specialty). This included providing design work, and upgrades to kitchens and baths. Emily and Joe quickly determined that there was a tremendous need for this service in the greater Phoenix/Scottsdale, AZ area. They applied for a business license and opened Home Design Solutions as an LLC out of a small store location they rented at 101 Sedalia Drive, Phoenix, AZ 85001. The first store location included some sample cabinets and appliances that they would later become regional distributors for. Both Joe and Emily became General Contractors in 2007 and all of their bath and kitchen design specialists that have been hired since have acquired kitchen and bath design certifications.

They saw rapid growth for their company and hired 2 sales associates to help with the increased demand and 3 cabinet, appliance and bathroom installers and offer delivery services if needed. They added 2 more employees one to keep track of appointments and to schedule the work of the installers and renovators. The other employee helped with deliveries and warehousing (they have a very limited warehouse and cannot stock items for more than 2-3 weeks). They became so busy with their construction, design and consultation services and trying to run a successful small business that they hired a design/sales professional to take over much of their design work. In 2009 they opened a second location at 901 S. Sedona Way, Scottsdale, AZ. This was a much smaller location and included only 4 employees (2 sales and design associates and 2 installation/renovation and delivery associates). Since

that time the Scottsdale location has added 2 more installation/renovation and delivery associates, 1 office manager and 1 store manager that could also do sales and design work. This all took place between 2009 and 2011. In 2012 they opened their third location in Tucson, AZ. This store was in a strip mall at 8023 Sedalia Dr., Phoenix, AZ. They followed the same pattern as the Scottsdale location but hired all the employees at one time (7 employees' total, similar to the Scottsdale location). Their latest endeavor, June 2016 was the purchase of 2 existing stores that are out of state. One of the stores specializes in high-end appliances and bathrooms located in Las Vegas, NV – Elite Home Renovations; and the other site is a typical home supply store located in Albuquerque, NM– IRB Home Supply. Elite has a more sophisticated system, with a server running Windows server 2003, and 4 workstations connected through an 8 port Linksys Switch running Windows 7.

HDS represents the manufacturers on page 6 (if you click on the name it will take you to the manufacturers' web site). They would like to have the companies that they represent on their web site so that customers can look at current models and technical specifications for the products of interest.

HDS has been a financial boon with over \$14.5 million dollars in total gross revenue. They operate at a gross margin of 30% and have about \$1,775,000 in salaries and benefits (covers the 39 employees including Joe and Emily). Overhead is about \$75,000 per month for all 5 locations and includes maintenance and upkeep of all company vehicles. Most of the sales/design associates opt for a car allowance. They currently own 10 delivery trucks with 2 located at each location. At any time if one of the other locations needs a delivery they can utilize one of the other stores vehicles and staff as available. Scheduling is critical to maximize profit.

**Current employees:**

**Phoenix Location (HQ): 10 employees**

Joe Herold – President and CEO

Emily Herold – Vice President and CFO

Karla Yount – Sales & Design Manager

Mark Armstrong – Sales & Design Associate

Vanessa Smith – Sales & Design Associate/Scheduling

Dirk Wellsley – Cabinet/Appliance/Bathroom Technician

Veronica Holmes - Cabinet/Appliance/Bathroom Technician

Harvey Ungerwood - Cabinet/Appliance/Bathroom Technician

Melvin Jones – Deliveries, Installations and Warehousing

Herbert Walker – Deliveries and Installations

**Scottsdale Location: 8 employees**

Greg Rollins – Store Manager  
Tina Ericson – Office Manager  
Roland Niednagel – Sales & Design Associate  
Melanie Griffin - Sales & Design Associate  
David Yount – Deliveries and Installations  
Jesse Holmes – Deliveries, Installations and Warehouse  
Mark Westwood - Deliveries and Installations/Sales  
Reggie Bumpers - Deliveries and Installations/Sales

**Tuscon Location: 7 employees**

Julie Young – Store Manager  
Marie Aguilar – Office Manager  
Joe Brown – Sales & Design Associate  
Julie Wellsley - Sales & Design Associate  
Tom Gregson – Deliveries and Installations  
George Griffin – Deliveries, Installations and Warehouse  
Patrick Downward - Deliveries and Installations/Sales

**Las Vegas Location: 7 employees**

Tom Black – Store Manager  
Joan Simmons – Office Manager  
Fred Smith – Sales/Design Associate  
Marjorie Adams – Sales/Design Associate  
James Miles – Sales/Design Associate  
Brad Niles – Delivery and Warehouse  
Wesley Nicks – Delivery and Warehouse

**Albuquerque Location: 7 employees**

Joan Holman – Store Manager  
Carl Strand – Office Manager  
Jeremy Dixon – Sales Associate  
Brenda Preston – Sales Associate  
Dax Merriton – Sales Associate  
Harvey Mills – Delivery and Warehouse  
Greg Panton – Delivery and Warehouse

**Current Fees:**

Design Fees - \$100 per hour; minimum of \$500 per job (includes onsite visits).

Installation of Cabinets - \$75 per hour; minimum of \$750 per kitchen

Re-facing Cabinets - \$75 per hour; minimum of \$750 per kitchen

Plumbing Work - \$85 per hour; minimum of \$500 per kitchen

Electrical Work - \$85 per hour; minimum of \$500 per kitchen

Painting/Wallpaper Work – contracted to outside painting contractor (AZ Design). They charge a minimum of \$500 to paint a kitchen and \$40 per hour to hang wallpaper. The client meets with the sub-contractor for details.

General Construction work – moving walls, sheetrock, framing, windows, etc. Some of this work is contracted out if needed, but normal charges are \$60.00 per hour for labor.

Deliveries - \$50 minimum on 1<sup>st</sup> piece and then \$25 for each extra piece. Large items will incur a \$100 surcharge for delivery. Any installation required will be charged at the standard hourly rate of \$85 per hour.

**Basic Financial Data for 2018 for HDS: (they have an average projected loss/growth of -5% to 5% during the lean years (2007-2012) but are seeing a steady growth rate of approximately 10% a year)**

<b>Gross Sales</b>	<b>\$14,520,000.00</b>		
Gross Margin (Average)	30%		
<b>Gross Profit</b>	<b>\$4,356,000.00</b>		
Annual Salaries/Benefits	\$1,775,000.00		
Annual Monthly Expenses	\$900,000.00	\$75,000.00	monthly
<b>Net Profit Before Taxes</b>	<b>\$1,681,000.00</b>		
Corp Tax Rate – Federal (20%)	\$336,200.00		
Corp Tax Rate – State (6.9%)	\$115,989.00		
FICA and Payroll Taxes (15%)	\$266,250.00		
<b>Net Profit (annual)</b>	<b>\$962,561.00</b>		

\*Generally, a remodel which may include a kitchen and 2 bathrooms (which would include flooring, cabinets, lighting, plumbing, fixtures and all appliances) will run from \$30,000 - \$50,000. HDS has done some jobs that have been more than \$150,000.

For the purposes of computing ROI, NPV and Payback Analysis you can assume and/or use the following:

1. Assume that HDS will save \$25,000-\$50,000 per year by NOT having to hire 1-2 additional office staff because the new system will handle a higher work load.
2. For ROI, assume an annual return of investment of 10% per year. Use this to determine how their overall gross profit will increase over the next 5 years.
3. For NPV, assume a discount rate of 3.5%, and again a 10% increase in gross profits over the next 5 years.
4. For payback, again use a projected growth rate of 10% per year over the next 5 years (with the new system).

**Appliances (they warehouse a few popular models):**

[Asko](#)  
[Best](#)  
[Bosch](#)  
[Broan](#)  
[Dacor](#)  
[Danby](#)  
[DCS](#)

[Faber](#)  
[Fisher & Paykel](#)  
[Gaggenau](#)  
[Insinkerator](#)  
[Jenn Air](#)  
[Marvel](#)  
[Miele](#)

[Scotsman](#)  
[Sub-Zero](#)  
[Thermador](#)  
[U Line](#)  
[Venmar](#)  
[Viking](#)  
[Wolf](#)

\*Most of the appliances and bathroom fixtures are drop shipped (if possible) by the supplier directly to the job site. If this cannot be done they are delivered to the store and held in the warehouse until ready for delivery and installation (or stored in the clients' garage if paid in full).

**Cabinets (they do not stock cabinets since they are mainly custom order from the manufacturer, they do have displays in the store for clients to see examples of kitchens with various appliances):**

[American Woodmark Corporation](#)  
 Winchester, VA 22601 USA  
 Phone: (540) 665-9100  
 FAX: (540) 665-9176  
[www.americanwoodmark.com](http://www.americanwoodmark.com)

[Armstrong Cabinet Products](#)  
 Addison, TX 75001 USA  
 Phone: (214) 887-2000 or (800) 527-5903  
 FAX: (214) 887-2530  
[www.armstrong.com](http://www.armstrong.com)

[Bass Cabinet Mfg., INC.](#)  
 Mesa, NC 85210 USA  
 Phone: (480) 962-5249  
 FAX: (480) 962-7919  
[www.BassCabinet.com](http://www.BassCabinet.com)

[Evans Cabinet Corp.](#)  
 Dublin, GA 31021 USA  
 Phone: (478) 272-2530  
 FAX: (478) 272-2731  
[www.evanscabinet.com](http://www.evanscabinet.com)

[CornerStone Cabinetry](#)  
 Bladenboro, NC 28320 USA  
 Phone: (910) 648-5300  
 FAX: (910) 648-5324  
[www.cornerstone-cabinetry.com](http://www.cornerstone-cabinetry.com)

[Custom Wood Products, LLC](#)  
 Jacksonville, FL USA  
<https://customwoodjacksonville.com/>

[KraftMaid Cabinetry](#)  
 Middlefield, OH 44062  
 Phone: (440)632-5333  
<http://www.kraftmaid.com/>

[Fertig's Highland Collection, INC.](#)  
 Moorefield, WV 26836 USA  
 Phone: (304) 538-6215  
 FAX: (304) 538-7439  
[www.fertigcabinet.com](http://www.fertigcabinet.com)

[Marsh Furniture Company](#)  
 High Point, NC 27261-0870 USA  
 Phone: (336) 884-7363  
 FAX: (336) 884-0883  
[www.marshfurniture.com](http://www.marshfurniture.com)

[Thomasville Cabinetry](#)  
 1-800-756-6497  
<http://www.thomasvillecabinetry.com/>

**Lighting (some light fixtures are kept in stock, but most are ordered as part of the design):**

<b>American Lighting</b> <a href="http://www.americanlighting.com/">http://www.americanlighting.com/</a>		<b>Kichler Lighting</b> <a href="http://www.kichler.com">www.kichler.com</a>
<b>Hunter Fans</b> <a href="http://www.hunterfan.com/index2.php">http://www.hunterfan.com/index2.php</a>	<b>Broan</b> <a href="http://www.broan-nutone.com/">http://www.broan-nutone.com/</a>	<b>Lightolier</b> <a href="http://www.lightolier.com">www.lightolier.com</a>
<b>Progress Lighting</b> <a href="http://www.progresslighting.com/">http://www.progresslighting.com/</a>	<b>Ledalite – Sonata</b> <a href="http://www.ledalite.com/">http://www.ledalite.com/</a>	<b>Juno Lighting</b> <a href="http://www.junolighting.com">www.junolighting.com</a>
<b>Framburg Lighting</b> <a href="http://www.framburg.com">http://www.framburg.com</a>		<b>Task Lighting Corporation</b> <a href="http://www.tasklighting.com">www.tasklighting.com</a>

**Kitchen and Bath Plumbing:**

<b>Kohler Kitchen Faucets</b> <a href="http://www.us.kohler.com/">http://www.us.kohler.com/</a>	<b>Grohe Kitchen Faucets</b> <a href="http://www.groheamerica.com/">http://www.groheamerica.com/</a>	<b>American Standard Kitchen Faucets</b> <a href="http://www.americanstandard-us.com/">http://www.americanstandard-us.com/</a>
<b>BlaNCo Kitchen Faucets</b> <a href="http://www.blaNCoamerica.com/">http://www.blaNCoamerica.com/</a>	<b>Delta Faucets</b> <a href="http://www.deltafaucets.com">http://www.deltafaucets.com</a>	<b>Price Pfister Faucets</b> <a href="http://www.pricepfister.com">http://www.pricepfister.com</a>
<b>Newport Kitchen Faucets</b>	<b>Elkay Kitchen Faucets</b> <a href="http://www.elkay.com/">http://www.elkay.com/</a>	<b>Herbeau Kitchen Faucets</b> <a href="http://www.herbeau.com">http://www.herbeau.com</a>
<b>Hansgrohe Kitchen Faucets</b> <a href="http://www.hansgrohe.com">http://www.hansgrohe.com</a>	<b>Moen Kitchen Faucets</b> <a href="http://www.moen.com/">http://www.moen.com/</a>	

**Kitchen and Bath Countertops and Floor Tile:**

<b><u>Laminate</u></b>  <b>Formica</b> – <a href="http://www.formica.com">http://www.formica.com</a>  <b>Nevamar</b> – <a href="https://panolam.com/nevamar/">https://panolam.com/nevamar/</a>  <b>Pionite</b> – <a href="https://panolam.com/pionite/">https://panolam.com/pionite/</a>  <b>Wilsonart</b> – <a href="http://www.wilsonart.com/">http://www.wilsonart.com/</a>	<b><u>Stone</u></b>  <b>Cosentino</b> – <a href="http://www.silestone.com/index.php">http://www.silestone.com/index.php</a>  <b>DuPont Zodiaq</b> – <a href="http://www.dupont.com/zodiaq/a/en/h/Home/index.html">http://www.dupont.com/zodiaq/a/en/h/Home/index.html</a>  <b>Green Mountain Soapstone</b> – <a href="http://greenmountainsoapstone.com/">http://greenmountainsoapstone.com/</a>  <b>Burlington Stone</b> – <a href="https://burlingtonstone.co.uk/">https://burlingtonstone.co.uk/</a>
<b><u>CoNCrete</u></b>  <b>Cool Concrete Solutions</b> – <a href="https://www.coolconcretecreations.com/">https://www.coolconcretecreations.com/</a>  <b>Cheng Design</b> – <a href="http://www.chengdesign.com/">http://www.chengdesign.com/</a>  <b>Dremcoat Flooring</b> – <a href="https://www.dreamcoatflooring.com/stained-concrete-phoenix-az/">https://www.dreamcoatflooring.com/stained-concrete-phoenix-az/</a>	<b><u>Tile</u></b>  <b>American Olean</b> – <a href="http://www.americanolean.com/">http://www.americanolean.com/</a>  <b>Congoleum</b> – <a href="http://www.congoleum.com/">http://www.congoleum.com/</a>  <b>Epro</b> – <a href="https://eprotile.com/">https://eprotile.com/</a>  <b>Florida Tile</b> – <a href="http://www.floridatile.com/">http://www.floridatile.com/</a>  <b>Dordini Italian Tile</b> – <a href="https://www.tilesdordini.com/">https://www.tilesdordini.com/</a>

### **Bathroom Fixtures and Supplies**

- Fixtures and Supplies are made by the same companies listed under kitchens
- Cabinets are made by the same companies listed under kitchens
- For other materials, the stores have a contract with Home Depot and Lowes for other materials needed for remodeling jobs.

### **HDS's Current Situation**

One of the problems they are having with their current system is that each site maintains its own list of clients and a separate product database (each site maintains a small inventory of quick selling items and maintains floor space for 2-3 kitchen and bath displays). This requires Joe and Emily to get the data and upload to a master database that they keep at the Phoenix location (they have hired a part time IT person, Doug Plemmons to assist with this process). They have 6 computers at the Phoenix location, 4 at the Scottsdale location and 3 at the Tucson location. The company also has 6 laptops that the designers/remodelers use when they visit a client's site. They would like the designers to be able to connect back to the store to check on inventory, schedule deliveries, remodeling work, etc.

They want all the computers to be in a client server network and to maintain a centralized database of all clients and inventory. They need to connect the two out of state stores, since they have been operating independently, so that they can access the corporate database and hold monthly meetings with all of the staff (they need a solution to do this as well – some type of video conferencing program). The database would include products on order, availability of products, cost, pricing, etc. Each location should have its own LAN that is then connected back to the Phoenix location. Also, the laptops should be able to connect to the Phoenix system from anywhere in the service area (the service area extends from Holbrook on the East, to Lake Havasu on the West). Most of their clients are in the Phoenix/Scottsdale area but more and more clients are coming from the Flagstaff and Kingman area. You need to design this structure and add any additional hardware and software that they might need. They are using Windows Vista for most of their computers except for 2 of the laptops which have Windows 7 (they were purchased in 2013). They have an HP Deskjet at each location connected to the primary computer (that houses the database). They have an electronic cash register at each site that is not directly connected to a computer which requires more manual input of sales and customer data.

They also want to have a web site set up for their company to help cut down on the overwhelming number of questions that they receive every week about their services and products by telephone. This



web site should include at least 10 pages - what they do, products and services they offer, an inventory list of cabinets, sinks/faucets, lighting and appliances.

### **Final Project Deliverables (what you must do for the project):**

Your job is to design a new database system for HDS (the system needs to support employee data, customer data, inventory, sales records, orders, current jobs, and jobs out for bid), recommend an upgraded computer network solution (a LAN for each site and a WAN connecting the sites together, including the 2 new sites in LV and NM; also integrating the laptops so that the sales and design professionals have access to company data from any of the sites, wirelessly), the company is considering moving to VoIP so include this in your design, and design a web site (the database should interface with the web site to at least show inventory). Include a Security Policy for HDS, and follow some type of design methodology (Agile, Waterfall, etc.). Your project must be comprehensive and must include project milestones, Gantt chart, etc. along with ROI, NPV, and Payback financial analysis (assuming a 10% growth rate per year with the new system in place). Use 3.5% as the discount rate.

- 1. Database**
- 2. Computer network (LAN and WAN)**
- 3. VoIP solution**
- 4. Web site (must be hosted)**
- 5. Security Policy**
- 6. Gantt chart**
- 7. Financial analysis**

### **HDS Current Computer Hardware Inventory:**

#### **Phoenix location:**

- 2 - PII systems, Windows VISTA, 2GB RAM, 40GB HDD
- 2 - Pentium 233's, Windows VISTA, 2GB RAM, 100GB HDD
- 2 – Pentium III 2.2Ghz systems, Windows 7, 4GB RAM, 160GB HDD (Laptops).
- 1 – Cash register (not able to connect to any of the computer systems).
- 1 – HP Deskjet printer connected to one of the Pentium II systems.
- 7 – Surge suppressor strips (no UPS capability).

#### **Scottsdale location:**

- 2 - PII systems, Windows VISTA, 1GB RAM, 40GB HDD
- 2 - Pentium 233's, Windows VISTA, 2GB RAM, 120GB HDD (Laptops)
- 1 – Cash register (not able to connect to any of the computer systems).
- 1 – HP Deskjet printer connected to one of the Pentium II systems.
- 5 – Surge suppressor strips (no UPS capability).

**Tucson location:**

- 2 - PII systems, Windows VISTA, 1GB RAM, 40GB HDD
- 2 - Pentium 233's, Windows VISTA, 2GB RAM, 120GB HDD (Laptops)
- 1 – Cash register (not able to connect to any of the computer systems).
- 1 – HP Deskjet printer connected to one of the Pentium II systems.
- 4 – Surge suppressor strips (no UPS capability).

**Las Vegas location:**

- 2 - PII systems, Windows VISTA, 1GB RAM, 40GB HDD
- 2 - Pentium 233's, Windows VISTA, 2GB RAM, 120GB HDD
- 1 - Intel Dual Core processor, Windows 2008 Server, 16GB RAM, 1TB HDD
- 1 – Cash register (not able to connect to any of the computer systems).
- 1 – HP Deskjet printer connected to one of the Pentium II systems.
- 4 – Surge suppressor strips (no UPS capability).

**Albuquerque location:**

- 4 – Intel Dual Core processor, Windows 7, 8GB RAM, 500GB HDD
- 1 - Intel Dual Core processor, Windows 2008 Server, 16GB RAM, 1TB HDD
- 1 – Cash register (not able to connect to any of the computer systems).
- 1 – HP Laserjet Pro networked with the rest of the systems
- 1 – UPS for the server and surge suppressors for the workstations and printer
- 1 – 8port Linksys switch

**The following pages contain examples of order forms that their current accounting system uses and current inventory that they carry.**



Home Design  
Solutions

### **Sample of Order Entry Screen**


Customer Phone: \_\_\_\_\_  
 Name (last): \_\_\_\_\_ (first) \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

<u>ITEM</u>	<u>DESCRIPTION</u>	<u>QUAN</u>	<u>COST</u>	<u>EXT COST</u>
<b><u>TAX (6.5%)</u></b>				
<b><u>SHIPPING/DELIVERY (HDS Delivered)</u></b> (\$50 minimum shipping charge for first piece; \$25 for each additional item. Extra large items have a \$100 sur charge – includes Sub Zero Refrigerators, and any other item that requires 2 delivery personnel.)				
<b><u>TOTAL</u></b>				

Home Design Solutions  
 101 Sedalia Dr.  
 Phoenix, AZ 85001  
 Phone: 602-KITCHEN  
 Fax: 602-555-1212

**Computer Generated Statement Form**

(Mailed to account clients at the end of each month.)

 <p><b>Home Design Solutions</b></p>	<p><b>Home Design Solutions</b>  <b>101 Sedalia Dr.</b>  <b>Phoenix, AZ 85001</b>  Phone: 602-KITCHEN  Fax: 602-555-1212</p>
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Date: \_\_\_\_\_

Customer #: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Date	Bill Number/ Payment	Description	Total

TOTAL AMOUNT DUE \_\_\_\_\_

\*The total amount is payable on or before the 15<sup>th</sup> day of the current month. Any bills not paid by the 15<sup>th</sup> will incur a \$10.00 late payment charge.

**Partial Inventory List for HDS  
As of 12/15/18**

<b>Model#</b>	<b>Serial#</b>	<b>Brand</b>	<b>Description</b>	<b>Cost</b>	<b>List Price</b>
JVM136C	10225688	GE	Over the Range Microwave	355.00	499.00
JVM136B	10255688	GE	Over the Range Microwave	325.00	429.00
JVM136B	10255687	GE	Over the Range Microwave	325.00	429.00
GSD2600	10899455	GE	Dishwasher	299.00	375.00
GSD2600	10899456	GE	Dishwasher	299.00	375.00
GSD2600	10899457	GE	Dishwasher	299.00	375.00
GSD2600	10899458	GE	Dishwasher	299.00	375.00
GSD2600	10899459	GE	Dishwasher	299.00	375.00
SHY99A0x	58344566	Bosch	Dishwasher	599.00	899.00
SHY99A0x	58344544	Bosch	Dishwasher	599.00	899.00
SHY99A0x	58344533	Bosch	Dishwasher	599.00	899.00
SHU33A0x	56799922	Bosch	Dishwasher	499.00	739.00
SHU33A0x	56799924	Bosch	Dishwasher	499.00	739.00
SHU33A0x	56799926	Bosch	Dishwasher	499.00	739.00
WFL 2060	98752454	Bosch	Laundry Washer	579.00	799.00
WFL 2060	98752459	Bosch	Laundry Washer	579.00	799.00
WFL 2060	98752469	Bosch	Laundry Washer	579.00	799.00
WTA 3510	97522146	Bosch	Laundry Dryer	399.00	579.00
WTA 3510	97522149	Bosch	Laundry Dryer	399.00	579.00
WTA 3510	97522167	Bosch	Laundry Dryer	399.00	579.00
SZ632	14825844	Sub Zero	Built-in Refrigerator – 48”	2799.00	3850.00
SZ632	14825848	Sub Zero	Built-in Refrigerator – 48”	2799.00	3850.00
SZ680	14556688	Sub Zero	Built-in Refrigerator – 42”	2499.00	3450.00
SZ424/S	25544886	Sub Zero	Built-in Wine Cooler – under counter	399.00	599.00
VGIC-24	95778966	Viking	24” Professional Gas Range SS	3295.00	3995.00
VGIC-24	95778998	Viking	24” Professional Gas Range SS	3295.00	3995.00
VGIC-24	95778983	Viking	24” Professional Gas Range SS	3295.00	3995.00
CVA615	10897781	Miele	Built-in Coffee System	1499.00	2799.00
H398BP2	10755389	Miele	Double Wall Oven	2399.00	3750.00
H398BP2	10755880	Miele	Double Wall Oven	2399.00	3750.00
H398BP2	10757078	Miele	Double Wall Oven	2399.00	3750.00
JGD8348B	34981101	Jenn-Air	48” Prostyle Downdraft Cooktop	1499.00	2059.00
JGD8348B	34981115	Jenn-Air	48” Prostyle Downdraft Cooktop	1499.00	2059.00
JGD8348B	34981137	Jenn-Air	48” Prostyle Downdraft Cooktop	1499.00	2059.00
CVEX4270	34987109	Jenn-Air	Double Electric Cooktop	699.00	959.00
CVEX4270	34987131	Jenn-Air	Double Electric Cooktop	699.00	959.00
CVEX4270	34987166	Jenn-Air	Double Electric Cooktop	699.00	959.00
CVEX4270	34987189	Jenn-Air	Double Electric Cooktop	699.00	959.00
JGD8345A	34986911	Jenn-Air	45” Downdraft Cooktop	899.00	1489.00
RDFS30QB	28946653	Thermador	Black Free Stand Convection Range	1799.00	2479.00
RDFS30QB	28946659	Thermador	Black Free Stand Convection Range	1799.00	2479.00

RDFS30QB	28946667	Thermador	Stainless 30" Free Convection Range	1719.00	2359.00
RDFS30QB	28946678	Thermador	Stainless 30" Free Convection Range	1719.00	2359.00
ARSE665B	05897125	Amana	SS Side-by-Side Refrigerator	1249.00	1959.00
ARSE665B	05897134	Amana	SS Side-by-Side Refrigerator	1249.00	1959.00
ARSE665B	05897167	Amana	BL Side-by-Side Refrigerator	1049.00	1669.00
ACD2238H	05789661	Amana	SS Side-by-Side Refrigerator	1495.00	2219.00
ACD2238H	05789690	Amana	SS Side-by-Side Refrigerator	1495.00	2219.00
777ss	55124789	Insinkerator	In-Sink Disposer	129.00	229.00
777ss	55124791	Insinkerator	In-Sink Disposer	129.00	229.00
777ss	55124799	Insinkerator	In-Sink Disposer	129.00	229.00
Badger5	55247891	Insinkerator	In-Sink Disposer	49.00	99.95
Badger5	55247912	Insinkerator	In-Sink Disposer	49.00	99.95
Septic120	55347925	Insinkerator	In-Sink Disposer for Septic Systems	99.00	199.95
Septic120	55347937	Insinkerator	In-Sink Disposer for Septic Systems	99.00	199.95
75wc	67555211	U-Line	Wine Captain 75 Bottle – SS	699.00	999.00
75wc	67555237	U-Line	Wine Captain 75 Bottle – Black	599.00	889.00
BI98	67455891	U-Line	Icemaker – Black	499.00	798.00
JE2160SF	15784991	GE	Microwave – SS	179.00	239.00
DOP36M94	87599365	Dacor	Range – 36" Pro Dual-Fuel	4395.00	6949.00
HGER30SNG	87569821	Dacor	Heritage 30" Stainless Range	2589.00	3999.00
RNRP36GS	87589209	Dacor	Renaissance 36" Stainless Range	3899.00	5498.50
HWO127PS	98562234	Dacor	27" Heritage Collection Wall Oven	2950.00	4019.00
HWO230PS	98561257	Dacor	30" Heritage Collection Pro Style Double Oven	3985.00	5399.00
		Dacor			
		Dacor			

Below are the layouts for the store locations. They are identical in size and layout. The only difference is the number of computers and desks in the office area. Each facility is approximately 5000 sq. feet (60ft wide by 83ft deep).

