

OUTLINE OF OFFICE FURNITURE

MANUFACTURING BUSINESS

TYPE I - SMALL FRANCHISED SHOPS

## OVERSEER

- SCHEDULES THE WORK AND SEES THAT EVERYTHING IS INTERFACING SMOOTHLY

## DESIGN PERSON

- WORKS WITH THE EMPLOYEES TO DESIGN THE OFFICE SPACES
- PRODUCES PLANS/ELEVATIONS AND SPECIFICATIONS FOR THE PIECES OF FURNITURE

## SHOP

- CONSISTS OF 8-12 PERSONS WHO ARE RESPONSIBLE FOR BUILDING THE PIECES OF FURNITURE.

## INSTALLERS

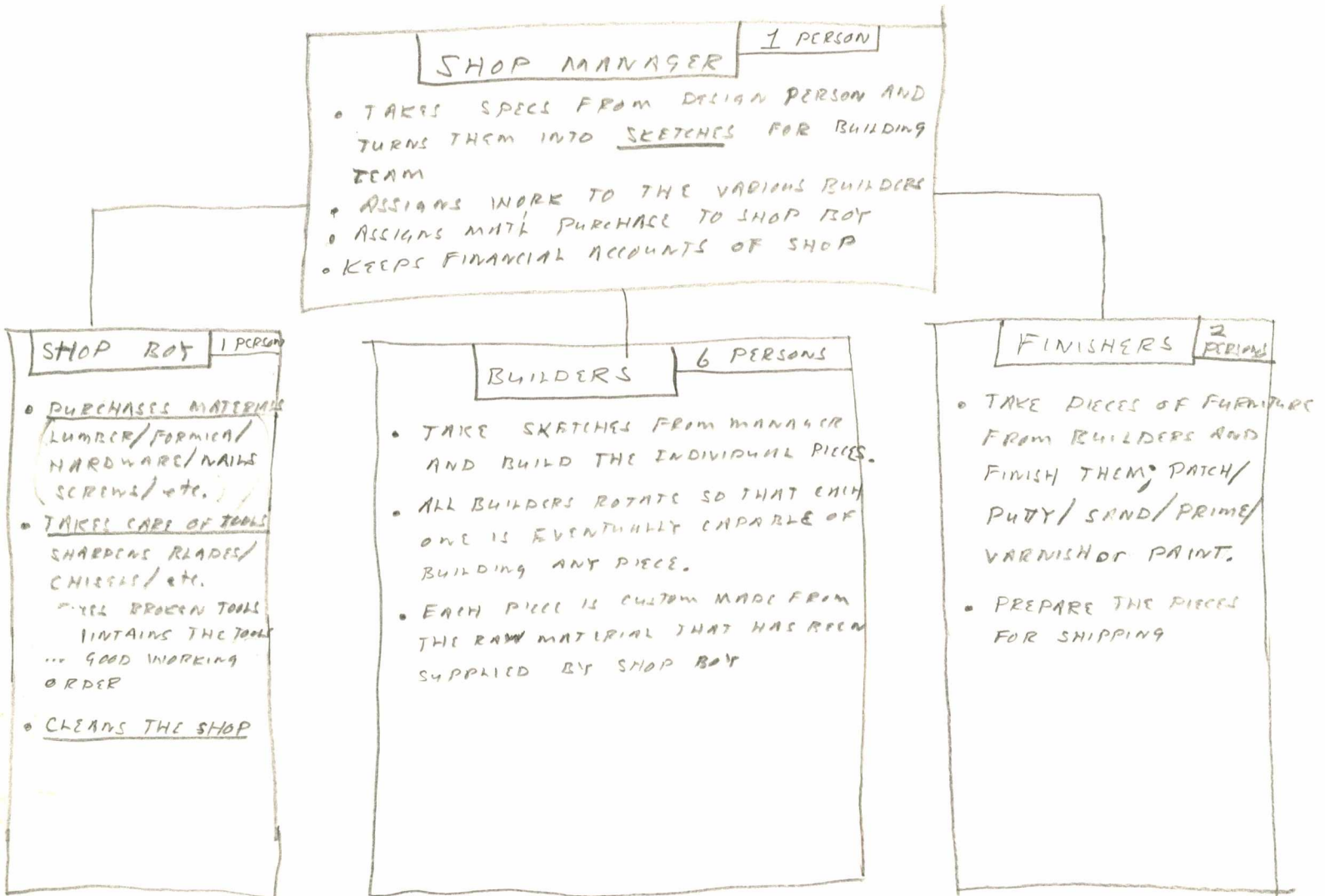
- CONSISTS OF 4-6 PERSONS WHO ARE RESPONSIBLE FOR DELIVERY & INSTALLATION OF THE VARIOUS ELEMENTS, FLOOR/ROOF/WALLS/CABINETS/etc.
- SOME WORKERS MAY BE PART OF THE SHOP TEAM

# DESIGN I Employee

## DESIGN PERSON

- THIS PERSON MUST HAVE HAD EXPERIENCE AS A SHOP EMPLOYEE AND AS AN INSTALLER SO THAT THEY HAVE FIRST HAND KNOWLEDGE OF WHAT THE FURNITURE IS CAPABLE OF AND WHAT PROBLEMS TO AVOID.
- THE DESIGN PERSON IS RESPONSIBLE FOR HELPING AN OFFICE GROUP THROUGH THE COMPUTER PROGRAM.
- FOR PREPARING A PACKAGE OF PLANS (SHOWING LAYOUT OF THE OFFICE) ELEVATIONS (OF WALLS) AND SPECIFICATIONS TO BE COMMUNICATED TO THE SHOP MANAGER

# SHOP (10 EMPLOYEES)



Approximate Area  $\approx 8500 \text{ f}^2$

Approximate cost of Equipment  $\approx \$50,000$

• 4 Table Saws	12,000	• 5 LAYOUT TABLES	5,000
• 2 Band Saws	6,000	• Paint equipment	2,000
• 2 Sainkers	2,000	• Hand tools	5,000
• 2 Planers	2,000	• 1 bench sander	1,000
• VACUUM SYSTEM	5,000	• 1 drill press	2,000
• 2 Radial Arm Saws	3,000	• 3 Cabinets	3,000
		• 1 Shaper	2,000

# INSTALLERS (6 Employees)

## HEAD INSTALLER 1 person

- Sets up time schedule for installation with the company managers.
- Arranges for delivery of pieces
- Responsible for understanding the office layout & any peculiarities at a particular job
- Assigns work to the installers
- WORKS AS ONE OF THE INSTALLERS

## INSTALLERS

5 Persons

- Install walls
- Install ceilings
- Install floors
- Deliver free-standing pieces
- install lights

## FINISHERS

- SAND AND FINISH FLOORS
- DETERMINE COLORS for the office space
- PAINT THE OFFICE SPACE.

CALCULATION OF # OF COMPANIES IN RAY AREA

TOTAL AMT OF AVAILABLE WORK =  $2\% \times \$300,000,000 = \underline{\$6,000,000}$   
(HAWORTH CUSTOMERS)

EACH SHOP CAN DO  $\$100,000 / 6 \text{ weeks}$  (or)  $\$866,667 / \text{yr.}$

$\therefore \text{TOTAL \# OF SHOPS} = \frac{6,000,000}{866,667} = \boxed{7 \text{ COMPANIES}}$