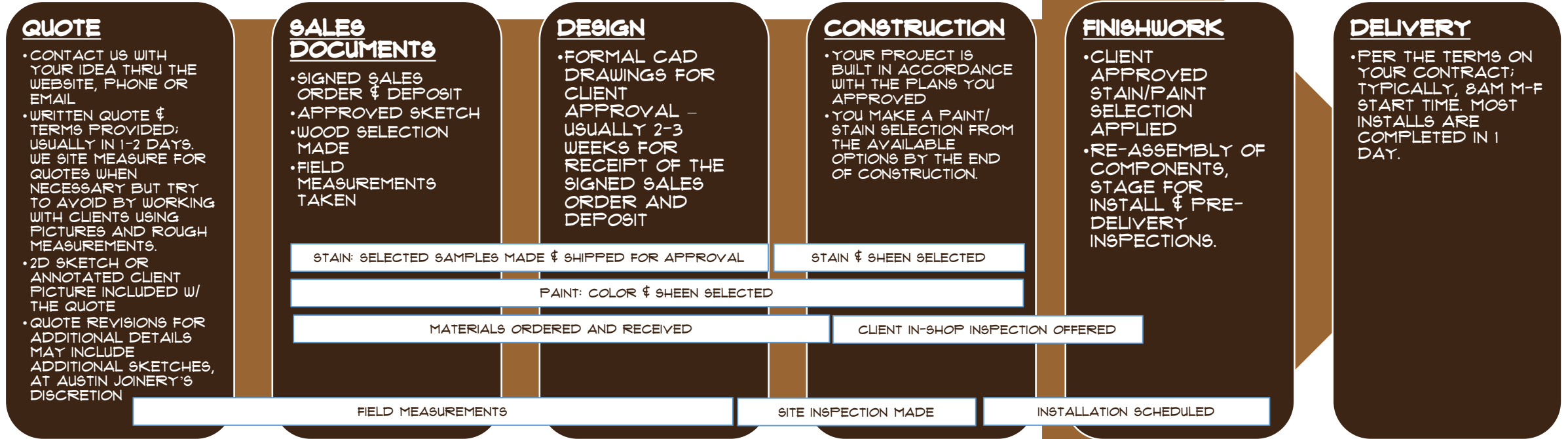


OUR CONSTRUCTION PROCESS: BUILT-IN FURNITURE



THIS GRAPHIC CAPTURES THE FLOW OF MADE-TO-ORDER CUSTOM BUILT-IN FURNITURE PRODUCTS THROUGH OUR SHOP. SOME ITEMS LIKE STAIN AND PAINT SELECTION HAVE A LARGER WINDOW OF TIME FOR CLIENTS TO MAKE THEIR FINAL DECISION; THEREFORE, THEY SPAN MORE THAN ONE PHASE OF OUR PROCESS.

STAIN SELECTION: CLIENTS RECEIVE ONE SHIPMENT OF UP TO 3 CLIENT SELECTED STAIN SAMPLES FROM AUSTIN JOINERY'S STAIN OPTIONS.

PAINT SELECTION: CLIENT SELECTED KELLY-MOORE, SHERWIN WILLIAMS OR BENJAMIN MOORE COLOR; MATTE, SATIN OR SEMI-GLOSS.

FIELD MEASUREMENTS: GIVEN OUR EXPERIENCE WITH INSTALL WORK AND TO EXPEDITE QUOTES, WE CAN OFTEN QUOTE PROJECTS USING CLIENT PROVIDED INFO AND DELAY SITE MEASUREMENTS UNTIL THE DESIGN PHASE. THIS EXPEDITES THE PROCESS AND REDUCES THE OVERALL COST OF PROJECTS BECAUSE WE HAVE FEWER UNFULFILLED QUOTES WE NEED TO COVER WITH THROUGH OVERHEAD COSTS. ALL BUILT-IN WORK WE WILL CONSTRUCT IS SITE MEASURED BY SOMEONE FROM AUSTIN JOINERY FOR ACCURACY BEFORE DRAFTING OF THE FINAL PLANS AND CONSTRUCTION.

SITE INSPECTIONS: FOR CLIENTS WITH MORE COMPLEX BUILT-IN PROJECTS INVOLVING OTHER PARTIES I.E. ELECTRICIANS, WE MAY REQUIRE A SITE INSPECTION BEFORE WE SCHEDULE DELIVERY TO MAKE SURE THE OTHER PARTY CORRECTLY INSTALLED THEIR WORK. WE TRY TO MAKE THIS STEP AS PAINLESS AS POSSIBLE BUT HAVE FOUND IT SOMETIMES QUITE NECESSARY. THIS IS TO PROTECT OUR CLIENTS FROM ADDITIONAL FEES ASSOCIATED WITH AUSTIN JOINERY ARRIVING ON THE DAY OF INSTALLATION TO FIND SOMETHING INCORRECT AND HAVING TO RESCHEDULE OUR WORK AND CHARGE ADDITIONAL FEES.