

12 REASONS FOR SPECIFYING DIVISION 12

DIVISION 6 aka "Millwork"	DIVISION 12 aka "Engineered Casework"
1. Consistency and Repeatability	
Depends on architect's specification and details for construction. Manufacturer is agnostic with regard to construction consistency between jobs.	Consistent cabinet construction, appearance and performance from job to job, phase to phase, etc.
2. Interchangeability	
Each cabinet is built individually and engineered with parts/pieces that typically are not interchangeable.	Built on an assembly line and has modular flexibility and interchangeability.
3. Testing	
Testing is rarely done on cabinet construction or hardware.	Published test data meeting minimum standards for strength and durability. Also, to assure lasting performance, all hardware and construction is fully tested and pre-engineered down to the type of screws and size of screw holes. Engineering is all based around AWS quality recommendations.
4. National Reputation	
Cabinets are typically built by local shops that do not have a national reputation to uphold.	Nationally recognized manufacturers with product sold nationwide through exclusive dealers with certified installation crews.
5. Clear Specifications	
Cabinets are specified using AWS standards which often leave room for builder's interpretation.	Has clear specifications available for products representing general casework, laboratory casework, healthcare casework, educational casework etc.
6. Cataloged Library	
May or may not have a database or library of cabinets and their assemblies. Rarely are cataloged.	Complete casework line of individual cabinets (with catalog numbers) as well as assemblies.
7. Liability for Performance	
Build cabinets per architectural details and specifications leaving the liability of performance on the designer.	Casework product line fully engineered for different market segments (e.g. general casework, laboratory casework, healthcare casework, educational casework, etc.) with cabinets designed for specific institutional needs (ie: teacher wardrobe, nurse server units, lab stations. ADA, etc.) Liability for performance rests with the factory.
8. SEFA Certification	
May or may not comply with SEFA 8 certification.	Can comply with SEFA 8 certification if required.
9. Warranty	
1 Year warranty.	At least 5 year warranty.

12 REASONS FOR SPECIFYING DIVISION 12 (CONT.)

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10. Volume	
<p>A typical millwork shop has a maximum capacity of approx. 50 cabinets a day.</p>	<p>A Division 12 manufacturer can easily produce 750 cabinets a day or more. Since casework more often than not is one of the last trades installed, the capacity your supplier can deliver is crucial for a timely completion of your project. In the race against time you want a high volume manufacturer at your side.</p>
11. Financial Stability	
<p>Especially for large or phased projects you need to rely on a financially stable organization that has been in business for a long time. Make sure that a smaller millwork shop isn't overextending itself with your project.</p>	<p>Most Division 12 manufacturers have a long tradition and are specialized in building and project managing large scale projects. Company size and history help with financial stability.</p>
12. Customization	
<p>Since specifications and designs fully depend on designer most cabinets are custom built. There is little standardization in Division 6.</p>	<p>Large selection of different standard cabinets that are pre-engineered. Additional custom capabilities allow to create custom and personalized environments.</p>