



THE SAVVY DESIGNER'S GUIDE TO

Value Engineering Your Custom Seating With BK|Barrit



LOOKING FOR THE PERFECT BALANCE OF “BESPOKE” AND “BUDGET”?



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**Need a flexible partner for
your custom seating needs?**

Custom-design your seating
and save thousands of dollars
by partnering with BK|Barrit.

How Do You Keep The Creativity Up And The Costs Down?



You work so hard creating stunning spaces for your clients, with painstaking attention to every single detail.

As you design your hotel or restaurant, or hunt down the perfect chair for your client's needs, you pride yourself on always finding the right fit for your design intent.

But what about your bottom line? Why can't you apply the same kind of creativity and flexibility to your furniture costs so that your design intent also saves you or your client every dollar possible?



That's where we come in. At **BK|Barrit**, we bring your design intent to life with massive flexibility for your budget, your timelines, and your design. We frequently give owners and designers the same high-quality furniture they see at boutique galleries but for 30% less, instantly saving you tens of thousands on your projects including lobby seating, office seating, bar and restaurant seating, and specialty seating in restaurants, offices, colleges, chapels, synagogues, theatres, corporate offices, stadiums, hotels, libraries, country clubs and more.

And with a 3-year warranty against defects, your decision is protected... a win for you, and a huge win for your clients.

**DON'T PAY EXTRA FOR OUR OVERPRICED COMPETITORS.
LET BK|Barrit PUT THOSE DOLLARS BACK INTO YOUR BUDGET!**

Why Do Clients Choose BK|Barrit?

You know how to design. We know how to produce and deliver.



Let's look at the math...

In the average case, our clients typically scope custom seating solutions for anywhere between \$500 and \$800 per chair from a big-name producer.

If you need 100 chairs, that's \$50,000 to \$80,000 in seating alone.

What those manufacturers don't tell you is that their prices *include* all the expensive marketing they do throughout the year to persuade you to think of them as the "best" option in town.

But you're smarter than that...

The designers who come to us don't want to pay extra just to fund high overhead costs at the manufacturer...

Instead, they get that great design does NOT have to come with a huge price tag.

And with our lean manufacturing process we can save clients up to 30% *or more* off their budget.

That means instead of \$500 per chair, clients can pay \$400 per chair...

For a budget of \$40,000 instead of a whopping \$80,000.

The question is, what could you do with all the extra budget you'll save?

**JOIN OUR ROSTER OF CLIENTS AND PUT MORE MONEY
BACK INTO YOUR BOTTOM LINE WITH BK|Barrit!**

Who Is BK|Barrit ?



BK|Barrit is a Philadelphia-based manufacturer and wholesaler of restaurant furniture and specializes in supplying restaurant and office furniture for designers, restaurant chains, schools, libraries and other commercial / wholesale buyers of restaurant and office furniture.

Awards and Clients



ESTEFAN KITCHEN



When was **BK|Barrit** first founded, and how has the business progressed since?

When **BK|Barrit** started in 1959, it was primarily office seating. Bryson Kershner purchased the company in 1998 and has since taken that capability to produce serious quality chairs for a reasonable price and moved it more towards hospitality.

Could you talk in more detail about **BK|Barrit's** product offering?

BK|Barrit offers thousands of seating and chair models from café dining, through high end dining and into lounge seating. We offer standard pieces but do custom as a matter of course.

BK|Barrit is able to work with clients to specify its standard product, modify its product or work from their seating design solutions. The company is an A grade producer with features like tongue and groove, screwed and glued corner blocks, mortise and tenon where possible, any species of wood, etc.

Could you tell me more about **BK|Barrit's manufacturing facilities/operational setup?**

We can meet orders for one chair or a thousand chairs, both standard and custom designs. Our manufacturing capabilities are extensive, with one million square feet of factory in the United States.

“We are unique because of our flexibility; we make thousands of models and do serious custom work”

What makes **BK|Barrit such a good fit for the hospitality sector in particular?**

We are unique because of our flexibility; we make thousands of models and do serious custom work. We are able to make samples upon request for your approval and/or modification. We are flexible in our lead time and can work to all budget ranges.

BK|Barrit offers real value in its orchestration of the design and prototype process, value engineering, helping to determine budgets and ensure quality, while providing clients with seating that meets their needs.

Could you talk about a recent or notable hospitality project?

BK|Barrit just completed several Planet Hollywood projects, and has made tables and chairs for Gloria Estefan's new Miami location.

Are there any upcoming projects or developments for **BK|Barrit that you're able to tell us about?**

BK|Barrit is currently working on a number of high end restaurants, country club projects, custom lounge projects and several worship spaces, amongst other jobs. We can do it!! Custom or standard, high end or budget.



Our Process

To provide you with the greatest quality-for-value in the business, we follow a rigorous 4-step process working closely with you and your design intent:



1. We capture all the details of your seating project, including your quantity, style, specifications, design intent, budget, and timeline, to ensure that we fully capture your exact vision.
2. We pull 5 to 10 options (or more) from our curated collection of custom projects that match your design intent and budget, and together we create your final bespoke seating solution.
3. We send you a comprehensive quote — including both budget and timeline — along with a sample if needed.
4. We custom-build and deliver your seating — on time, on-budget, and customized to your design!

Interior design projects can get complicated. Let us help you simplify your seating needs by delivering exactly what you need, when you need it, and saving you thousands of dollars in the process!

Frequently Asked Questions

You've got questions, we've got answers — and with decades of experience, we're here to make your seating selection process as seamless as possible. Take a look at the frequently asked questions below and get in touch with us so we can answer *your* questions as they arise.

What is important when buying a restaurant chair or dining chair?

What we are able to do here at **BK|Barrit** is a several step process. First, we establish that we have over 1000 chairs on our website. With these chairs, we are able to show our capability and diversity of product, function, design and budget. Once I am able to discover what you need in these areas of design, function, quantity, lead time required and budget, I am able to offer you chairs that best meet those needs. **BK|Barrit** is able to work with you to specify our standard product, modify our product or work from your seating design solutions. We are an A grade producer with features like tongue and groove, screwed and glued corner blocks, mortise and tenon where possible, any species of wood, etc.

How much does one of your dining or restaurant chairs cost?

The price of the chair will all depend on the type of chair you want, lead time required, your budget and the quantity. Once you answer these questions, we will work to find you one of our 1000 + chairs that will meet what you need in these areas of design, function, quantity, lead time required and budget.

Do you have a price list?

BK|Barrit has over 1,000 chairs that we are able to provide in various sizes, finishes and fabrics. We price each project based on desired lead time, quantity and budget range required. Please call or email us and we will happily provide pricing.

Do you make custom chairs, custom seating?

BK|Barrit just completed an extensive program whereby we worked with an experienced in-house design team to produce custom seating and custom chairs for all types of applications for their national chain of [assisted living facilities](#). We produced these chairs from conception through production and working toward installation. We worked from their conceptual drawings and through discussions, technical drawings and the prototype process; we created a series of chairs that will please their design team's concepts, the patients and the budget.

Frequently Asked Questions

We will make samples for your approval and/or modification, and our [custom capabilities](#) are extensive.

May I see a sample of a chair?

Most of our chairs we manufacture to order. If you need a sample, we will determine the size of the project and will decide how to provide a sample. Generally we will manufacture the sample upon request.

Do I need to buy 20 or more chairs?

We are able to do any quantity on most styles but we need to find out what you need. As I find out your needs on function, design, quantity, lead time and budget, we can narrow it down to a chair or chairs that will meet your needs. I look forward to your feedback.

What is the lead time for chairs and custom seating?

As I find out your needs on function, design, quantity, lead time and budget, we can narrow it down to a chair or chairs that will meet your needs. We generally ask for 8-10 weeks but are able to do many and most of our chairs sooner upon request. I look forward to your feedback.

How do I select a banquet chair?

There are many questions that someone in your facility would most likely be in a position to answer. The answers to all of the questions help me to address what is important to the client. What are the lead times required, the look of the banquet chair desired, quality standards, budget goals, function, and etcetera?

Each of these questions and their answers help me to address the real needs of the client. What are the priorities? If price is the priority, I have a \$27 chair that is actually very good. If it is aluminum that is required, I have several ways to proceed from \$70 to \$155 net. If the client wants these exact looks and functions, I will be able to do this but if the budget is \$50, it is not possible by any person on this planet. Again, what are the client's priorities? What are the obstacles that I need to overcome? **We can do it!!**

Your Vision, For Up To 30% Less!

Take a look at what our clients have designed and brought to life while fitting within their budget

RESTAURANTS



HOSPITALITY



CHAPELS/SYNAGOGUES



CORPORATE PROJECTS



Get In Touch!



Saving you money is no secret. Instead of incurring high overhead costs and stuffing millions of dollars into high-ticket advertising, we work directly with interior designers like you to bring your vision to life with the maximum amount of flexibility to your design intent, budget, and timeline. Let us pass our savings on to you and create a win-win for you, your client, and your bottom line!

We live to serve and can't wait to see how we can save you money on your next seating design project. Get in touch anytime, 24/7/365.

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