

Product Instructions

A **Product Instruction Package** is a series of checklists, unit examples, profiles, and dimensional diagrams used to communicate the particular product groups core requirements. It will also include Sample Generic Worksheets and other technical information available to help make the customer understand the product group in greater detail. By familiarizing yourself with these packages, you can ensure you have covered all the necessary dimensional, additional, or optional items associated to areas by product groups. You will be able to demonstrate concepts, or specific Units that the Package might contain, or install features not normally considered. These packages help communicate and facilitate technical details between the you and the Customer with regard to selecting, identifying and ordering stone products. The primary goal of these packages are to assist in the production of an accurate Proposal that illustrates best practices, additional options, and product specific information to the customer, and the associated cost estimates.

Product Instruction Package

1. **Profile checklists:** Single or Multiple Profile listing of questions that will need to be answered to identify the specific type of product.
2. **Modifier checklists:** Additional information regarding common and custom modifications that may require dimensional review or further questions to be answered.
3. **Examples:** Specific examples showing specific Unit ID's of similar type products.
4. **Shape Definitions:** Further illustrations showing the general shape and primary view, or look, of a particular product type.
5. **Profiles:** Popular profile shapes that are used with this product type.
6. **Control Dimensions:** Critical measuring requirements for the product type.
7. **Other Examples:** Further illustrations, cross-sections, installation aides, or pertinent examples to help in the decision process.
8. **Secondary Considerations or FAQ's:** Popular stone products that go well with this product, additional design add-ons, and other technical questions previously not covered. Frequently asked questions specifically geared towards this product group.
9. **Generic Worksheets:** Product group specific line drawing form used by the customer to specify details of the stone product he is looking for. Shows Modifiers, Dimensions and other details required for estimating Unit costs.
10. **Other Technical Information:** Specific details displaying, cutting, assembly or installation details that might not normally be thought of regarding a specific product group.

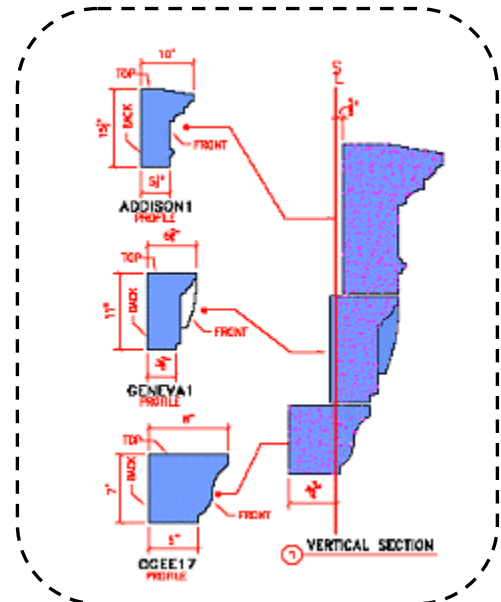
Custom Unit Instructions

Designing With Profiles

Profiles can be used individually, or in combination with other profiles. Stacking profiles adds unlimited options and styles to your design concepts. Since profiles can be extruded and used for basically any part imaginable, your design concepts can easily be displayed throughout your project.

Dimensions become a critical factor when designing and installing Units using on multiple Profile Extruded Parts.

Top Right: Ogee17 Geneva1 Addison1 Entablature Profile

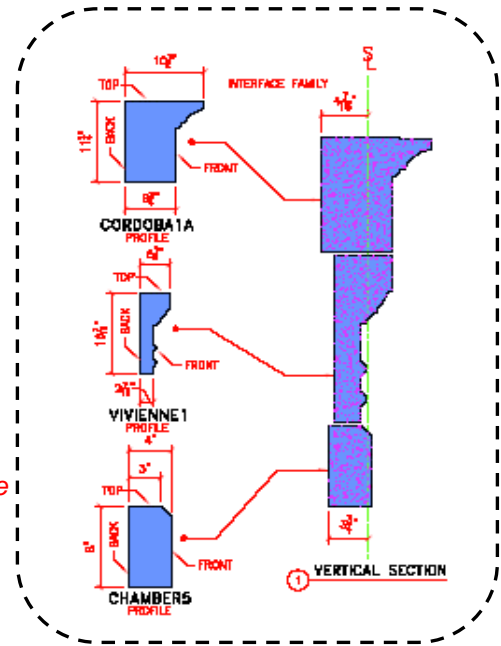


The Setting Line

When designing with profile extrusions, the alignment of Parts during installation can dramatically effect the final style of the Unit.

A Setting Line (SL) is used to identify a specific point in which to control the installation of the Parts. Depending on the installation of the Parts, the Setting Line can be based on several controlling factors, for example: face of wall, drips, and controlling Profile shapes.

Bottom Right: Chamber5 Vivienne1 Cordoba1A Banding Profile



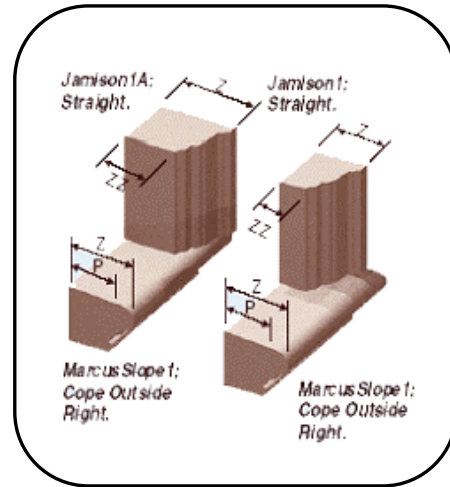
The Setting Line (SL) gives a controlling point in which to align Profile shapes. Note that the back of the shapes do not need to align.

The Setting Line (SL) on this Profile shape, bottom right, is set to create a natural drip for waterproofing concerns for brick or stucco installations.

Profile Setting Beds

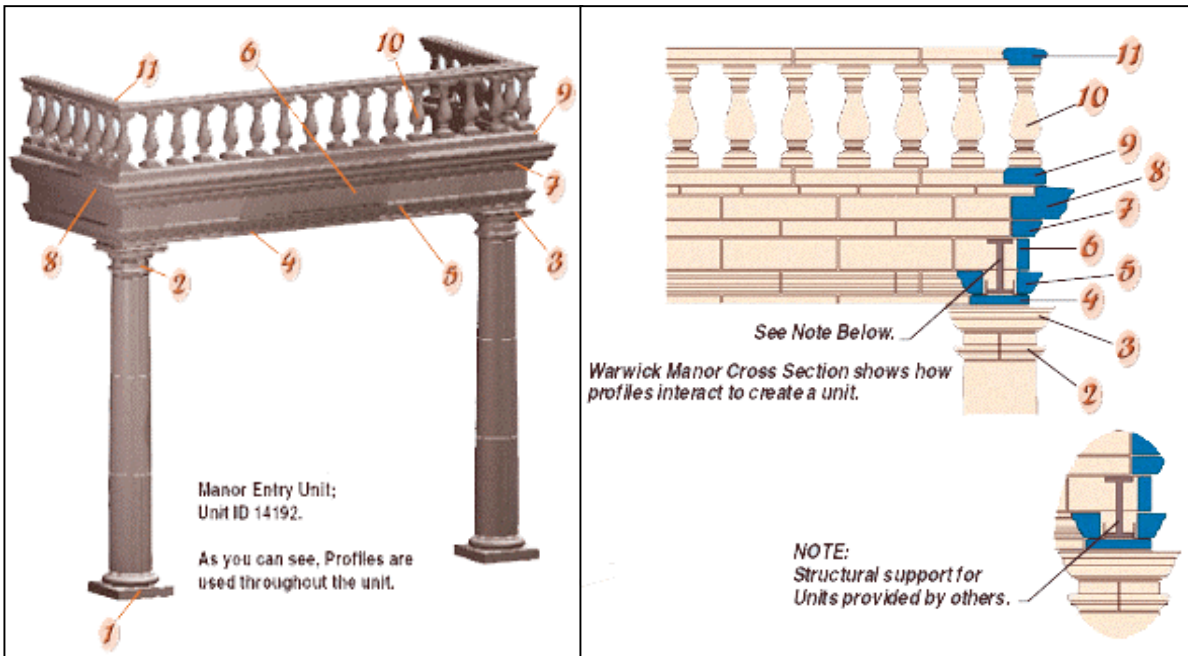
Dimensions of profiles become critical, particularly when connecting different Profile Extrusions to make complex units. View the Window Surround and Sill profile connection displayed on the right. This example shows how two very similar Profile Extrusions can interact differently with a second Profile Extrusion.

In this situation, the Jamison1 Profile's depth (Z) is better suited to work with the MarcusSlope1 Profile's setting bed (P). Without adjustment, the Jamison1A would extend past the MarcusSlope1 Profile's depth (Z).



Creating Custom Units

Complex Units can include hundreds of parts that have been based on Profile Extrusions. A perfect example is the Warwick Manor Entry, shown below, which includes over 100 Parts based on only 11 Profile shapes.

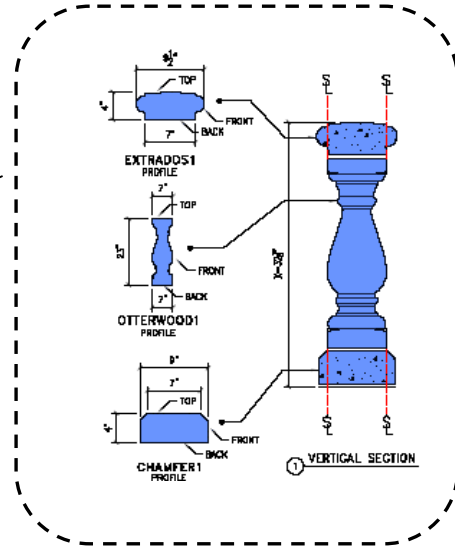


More Examples

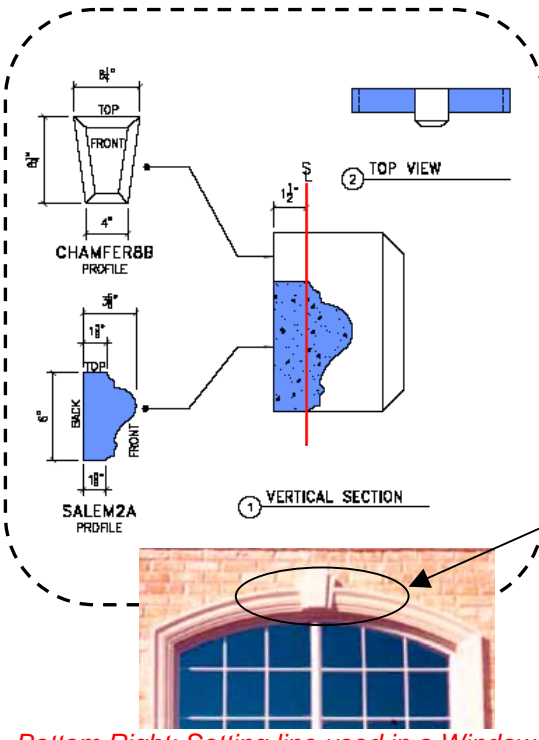
The interactions of many of our product groups are simple extensions of these principles. Balustrade systems, Windows, Doors, and many others are very simple applications of Setting Bed, Setting line and Connection type control logic. Browse through these examples for more ideas on this subject.



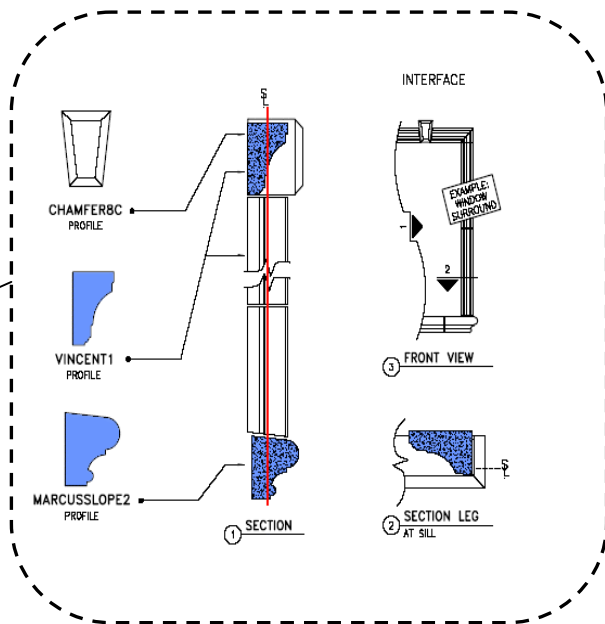
Top Right: Setting line used in a Balustrade System



Left Middle: Setting line used in a Jackarch project



Bottom Right: Setting line used in a Window Surround with Key and Sill.



Generic Worksheet Instructions

A **Generic Worksheet** is a product group's base requirements dimensionally expressed with a line drawing that you can use to estimate costs for the stone products your looking for. It is an essential communication tool that you use this to discuss what the Customer may want. It allows for a clear, effective, and clean process to exist between you and the Customer with regard to selecting, identifying and ordering stone products. The primary goal of this process is to produce an accurate Proposal that illustrates best practices, additional options, and product specific information to the customer and the associated cost estimates.

This process, documents all the information supplied to you about the projects stone requirements. It allows that information to be disseminated to our in-house experts in design, art, estimating, mold making, and inventory to provide inputs that represent many years of experience in various skills like construction, architecture, masonry, art, wood working, manufacturing, and design.

This collective contribution is then processed into a detailed line by line proposal that can offer the customer considerable optional savings and additional implementations that will enhance your stone product selection. We provide you a clear assessment of what you wanted, and options that might improve delivery timing, budgetary concerns, or aesthetic appearance. You will work with the Customer to determine Unit details by using product based Generic Worksheets and Product Instruction packages that will be placed in your PMF Project Management Folder.

Generic Sheets

1. **Generic Sheet#:** Identifies the Product Type your looking to describe.
2. **Account Rep:** Details the name of your Account Representative.
3. **? or** : On the Generic Sheet you will see the question mark (?) used for requirements that the customer, builder or mason must supply us to fit your stone to the opening, floor or assembly determined by the product group your looking at. The boxes represent either modifiers or additional specification that you may want to describe for the Unit product type.
4. **Notes:** For the customer or Account Representative to place additional ideas or comments.
5. **X, Z, and Y Dimensions:** General size requirements for products of this type.
6. **Project or Bid Information:** Name, ID's or other information.
7. **Color:** Select a color for the Product being specified; shown are the standard colors, for additional up-charges, finishes, texture, and other color options are available.
8. **Unit ID:** Know the Unit, Place the ID# here.
9. **Qty and LF:** Quantity or linear foot amounts required for this Unit.
10. **Approval Information:** Signatures and dates of the generic sheet work.

Other Technical Information

After the generic worksheets there may be included some detail technical drawings showing you design features, intersections for assemblies or cutting, and installation material. The purpose of these documents is to ensure that the Customer is aware of the options that can be used to enhance the quality of your stone, reduce masonry costs, and times, or save you money. We can and do provide many of these documents later in the production process of orders, but up front insight into these issues makes for a more informed customer, and less confusion. The details we offer and the high quality of our stone products creates lasting relationships, with satisfied customers. Something we take great pride in.