

*It's not
Cast In
Stone,
Yet...*

Stone Legends goal is to Marry
Budget and Value...

With no evidence of Compromise!



PREPARED FOR:

RICHARD & JINGER HEATH

ON PROJECT:

HEATH RESIDENCE

ESTIMATE / BID

STONE LEGENDS

301 Pleasant Drive Dallas, TX 75217 (800) 398-1199 Fax: (214) 398-1293

CATEGORY OF
EVENTS
LEGEND 

The UNIT


TABLE OF CONTENTS

UNIT

- WHAT IS A UNIT?
- BID LINE UNIT
- INSTALLATION UNIT
- CATALOGUE SEARCH SENTENCE



Your Bid \$\$
Not just the
Bottom Line

Bid Help

- **THE ESTIMATE / BID**
-  **ESTIMATED BID LEGEND**
- COVER SHEET
- BID LINE PAGES
- SPECIAL NOTES & TOTALS

Your Plans
& Options
Our Standards
Product Groups

CPP Help

- **CUSTOMER PLAN PAGES (CPP's)**
-  **SYMBOL LEGEND**
- **CUSTOMER PLAN LEGEND**
- CPP (CUSTOMER PLAN PAGE)
- CPP (CUSTOMER PLAN PAGE)
- ENLARGED VIEW
- CROSS SECTION / INTERFACE
- PROFILES
- UNIT EXAMPLES AND OPTIONS
- SYMBOL DEFINITIONS
-  **AREA ABBREVIATION LEGEND**

Additional
Information

Extra Info

-  **COLOR LEGEND**
- CROSS SECTIONS;
OFTEN USED
- ADDITIONAL PRODUCTS &
ACCESSORIES; UPON REQUEST

INTRODUCTION

To better understand the enclosed Estimated Bid, Stone Legends has developed this instructional package as a guide to the information and documents attached. We hope that you will find this package informative and helpful.

Legends were developed to help you to feel confident in your decisions.

Stone Legends' greatest Value is the synergy of talented people.

The legends that follow are to help define and organize all aspects of Architectural Stone.


**LOOK FOR THIS
FREQUENTLY ASKED
QUESTIONS SYMBOL
THROUGHOUT!**

STONE LEGENDS

301 Pleasant Drive Dallas, TX 75217 (800) 398-1199 Fax: (214) 398-1293

It's not Cast In Stone Yet...

- **Estimate**

Assess: an assessment of your requirements.

Calculate roughly: to make an approximate calculation of cost (budget).

Submit a price: to assess a job to be done, and to state a likely price for it.

- **Bid**

Offer: An offer to supply our skill and material for a price.

- **The Stone Legend's Estimate / Bid**

Assess and Offer: Combining your plans, photos, or sketches with a list of products suitable for your project at an estimated cost. The cost will vary if the requirements change. This Legend will guide you as to what products went where.



WHAT'S UP
WITH LINEAR
FEET VERSUS
QUANTITY?

Unit Bid as Linear Feet

	X	Z	Y	LF	QTY
1 Balustrade Grade 12" O.C. Spacing	36.63	9.50	12.00	120	1
Size of Stone Extrusion in Inches L.F. = 12"				L.F. = 126"	

When a Unit is sold by the Linear Foot, the X and Z dimensions show the reference or control dimensions and the Y Dimension will show 12" or 1 Linear Foot. This is done when a large amount of footage is bid. When bid this way, a quantity of 1 Unit is all that is required in most cases.

Unit Bid as Quantity

	X	Z	Y	LF	QTY
2 Balustrade Tiered Pier	12.00	12.00	41.63	1	2

When a Unit is sold by Quantity Each, the X,Z, and Y Dimensions show the reference or control dimensions of the Unit. This is done when a specific Unit is bid by Quantity Each.

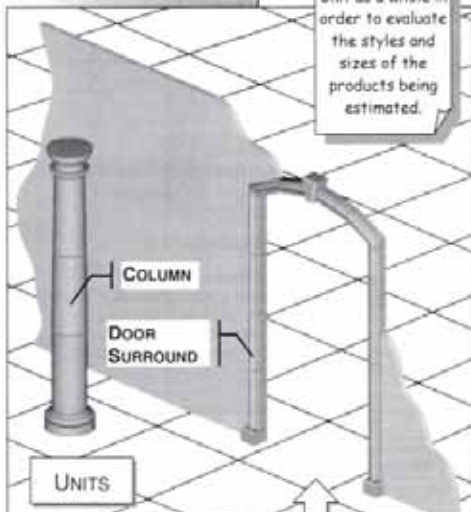
In this case, the QTY = number of Units and L.F. of 1 is simply a multiplier field.

NOTE: It is also possible to use the Quantity LF and the Quantity Each together. A bid line specifying 36" Cut to Fit Units can show a LF of 3' and a QTY of any amount.



What is a Unit?

It helps to understand the Unit as a whole in order to evaluate the styles and sizes of the products being estimated.



UNIT

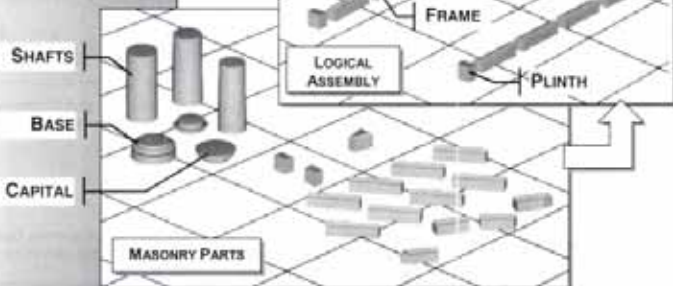
One of the most important concepts is the **Unit**.

The Unit is recognizable and logical.

For example, when viewing a home you would not normally comment on the attractive bases, shafts and capitals of a Column or the plinth, frame and keystone of an Entry Door.

You would comment on the attractive columns and entry.

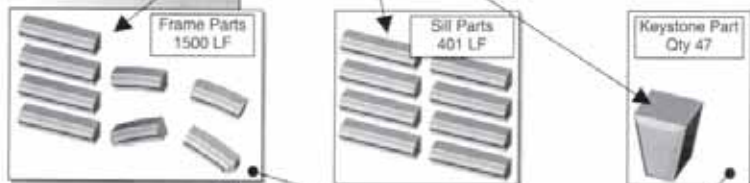
Although the Column and Entry Door Units are composed of the **Logical Assembly of the Masonry Parts**, your mind simply recognizes the Units as a Column or an Entry Door.



Window/Door 67 Units								
8 Frame 67 into Stone Top & Bottom	Frame	8.00	4.75	12.00	1920	1	55.200	# \$19,752.00
9 67 into into stone top Caped Sills	Header/Sill	8.00	7.75	12.00	408	1	14.514	# \$5,920.40
10 Keystone	Keystone	20.00	12.00	20.00	30	30	7.164	# \$2,149.20
11 Keystone	Keystone	11.25	7.25	6.00	47	47	3.170	# \$1,506.45
Window/Door 67 Units - 5/18/17/12							01 270	# \$22,328.05

BID LINE UNIT

For estimating purposes, a bid line unit deals with the Volume and Weight of stone needed to produce the each part that is required to build your Installation Units.

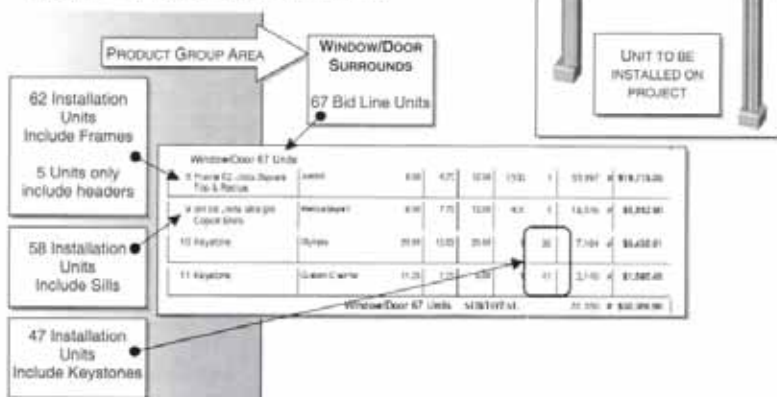


INSTALLATION UNIT

The installation unit refers to the number of actual Units that will be placed and installed on your project.

Within any given Product Group Area, there can be any number of Installation Units within the Bid Line Units.

The example below shows that 67 Bid Line Units breakdown into multiple Installation Units of varying sizes and parts.



*It's not
Cast In
Stone,
Yet...*



Preparing the budget
Is the first step...

We commit to a consistent value!

ESTIMATE / BID

PREPARED FOR:

RICHARD & JINGER Heath

STONE LEGENDS

301 Pleasant Drive Dallas, TX 75217 (800) 398-1199 Fax: (214) 398-1293

STONE LEGENDS

Telephone: (214) 398-1199

301 Pleasant Drive
Dallas, TX 75217

FAX: (214) 398-1293

Proposal

Date: 4/16/2002

Page: Page 1 of 6

CAST STONE MANUFACTURING

Client: Richard & Jinger Heath

Address: 10041 Hollow Way
Dallas, TX 75229

Bid # : 17308 Office: SDA

Attn: Richard & Jinger Heath

Telephone: 972-458-0601

Project: Heath Residence

Ship To: Lot 9&10 The Pinnacle Club
Mabank, TX

Fax #: 214-691-4101

TOTAL CONTRACT: \$131,150.36

EXCLUSIONS:	Anchors, dowels, etc.	Installation
	Design of Anchors	Sand for grout and patching
	Engineering calculations	Unloading at job site
	Trips to jobsite	
	Hardware for bolting or welding to structural member	

We hereby propose to furnish materials complete in accordance with the above specifications, for the sum of **\$131,150.36**

With payments to be made as follow

(Checks payable to Stone Legends)

Fifty percent (50%) deposit to commence project.

Balance due upon completion of production (prior to shipping).

All material is made to order for the client. Client is responsible for dimensions, quantities and color choice. Any alteration or deviation from specifications on the following page(s) of this proposal involving extra costs will be executed only upon written orders and will become an extra charge over and above the estimate. Acceptance of proposal includes our right to photograph and use such photos representing the scope of our product for advertising purposes. However, any reference made about the client or specific address will be by alternate written agreement.

AUTHORIZED SIGNATURE _____

(Note: This proposal may be withdrawn by Stone Legends if not accepted within (30) days.)

ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work per attached specifications on the following page(s) of this proposal. Payment will be made as outlined above.

Customer Signature _____

Date _____

Date: 4/16/2002
 Client: Richard & Jinger Health
 Project: Heath Residence
 Ship To: Lot 98.10 The Pinnacle
 Club
 Mabank, TX

STONE LEGENDS

301 Pleasant Drive
 Dallas, TX 75217

Telephone: (214) 398-1199 FAX: (214) 398-1283

Proposal

Contact: Richard & Jinger Health

Bid # : 17308

X, Z, and Y are in inches and are
 used for Volume/Weight

Item	Description	Profile	X	Z	Y	Lin. Ft.	Qty.	Weight	TOTAL
Arches Entry									
1	Arches/Banding Circle & Straight Double Sided	Custom	8.00	4.00	12.00	45	2	2,592 #	\$1,862.60
2	Soffit Circle Top & Straight	Flatface	3.00	12.00	12.00	45	1	1,458 #	\$1,505.36
3	Keystone Recessed KR-12b	Recess	12.25	5.00	10.00	1	6	252 #	\$264.00
Arches Entry SUBTOTAL								4,302 #	\$3,631.96
Arches Rear									
4	Arches/Banding Eyebrow & Straight	Custom	8.00	7.00	12.00	210	2	21,168 #	\$7,409.28
5	Soffit Eyebrow & Straight	Flatface	3.00	12.00	12.00	210	1	6,804 #	\$4,791.68
Arches Rear SUBTOTAL								27,972 #	\$12,200.96
Balustrade									
6	Balustrade Grade Straight & Radius 12"	Otterwood2 Straight	36.63	9.50	12.00	192	1	28,799 #	\$13,669.41
Balustrade SUBTOTAL								28,799 #	\$13,669.41
Balustrade Newel Piers									
7	NewelPier Standard w/Flat Top Cap	Otterwood2 Carriage Modified	12.00	12.00	41.63	1	12	5,700 #	\$3,450.00
8	NewelPier Standard w/Flat Top Cap &	Otterwood2 Carriage	12.00	12.00	41.63	1	2	950 #	\$1,190.00
9	Finial Sid	Ball w/pedestal 5	11.00	11.00	14.00	1	14	1,008 #	\$1,297.40
Balustrade Newel Piers SUBTOTAL								7,658 #	\$5,897.40
Columns									
10	Column Tapered Hollow Smooth	TuscanI	12.00	12.00	96.00	1	25	21,600 #	\$11,012.46

Customer Signature _____

Date _____

Page 2 of 8

Date: 4/16/2002
Client: Richard & Jinger Heath
Project: Heath Residence
Ship To: Lot 9&10 The Pinnacle
 Club
 Mabank, TX

STONE LEGENDS

301 Pleasant Drive
 Dallas, TX 75217
 Telephone: (214) 398-1199 FAX: (214) 398-1293

Proposal

Contact: Richard & Jinger Heath

Bid # : 17308

X, Z, and Y are in inches and are
used for Volume/Weight

Item	Description	Profile	X	Z	Y	Lin. Ft.	Qty.	Weight	TOTAL
Columns SUBTOTAL								21,600 #	\$11,012.46
Columns Interior									
11	Column Straight BarleyTwist	Custom Beamsol	12.00	12.00	120.00	1	7	9,072 #	\$10,021.73
Columns Interior SUBTOTAL								9,072 #	\$10,021.73
Cornices & Entablatures									
12	Cornice Straight & Radius Coped Corners	Custom	12.00	4.00	12.00	900	1	43,157 #	\$13,659.33
Cornices & Entablatures SUBTOTAL								43,157 #	\$13,659.33
Fireplaces									
13	FirePlaceMantelLower EllipticalTop	Provence Lower 42"	42.00	12.00	40.00	1	1	1,765 #	\$2,800.00
14	FirePlaceUpperMantel	ProvenceUpperMantel	47.50	5.00	54.38	1	1	1,525 #	\$1,600.00
15	FirePlaceMantelLower SquareTop Pts	Imperial 42"	42.00	13.50	36.00	1	1	2,180 #	\$1,560.00
16	FirePlaceMantelLower SquareTop Orn	Emperium Lower	48.00	10.38	43.00	1	1	1,864 #	\$3,727.00
Fireplaces SUBTOTAL								7,334 #	\$9,687.00
Fountain									
17	Fountain Round Art	Raleigh Dart 1	18.00	20.25	437.00	1	1	7,300 #	\$6,270.00
Fountain SUBTOTAL								7,300 #	\$6,270.00
Pavers									
18	Pavers Square	Flatface	2.00	24.00	24.00	1	63	5,443 #	\$1,648.67
Pavers SUBTOTAL								5,443 #	\$1,648.67

Customer Signature _____ Date _____

Page 3 of 6

Date: 4/16/2002
Client: Richard & Jinger Heath
Project: Heath Residence
Ship To: Lot 9&10 The Pinnacle
 Club
 Mabank, TX

STONE LEGENDS
 301 Pleasant Drive
 Dallas, TX 75217

Telephone: (214) 398-1199 FAX: (214) 398-1293

Proposal

Contact: Richard & Jinger Heath

Bid # : 17308

X, Z, and Y are in Inches and are
 used for Volume/Weight

Item	Description	Profile	X	Z	Y	Lin. Ft.	Qty.	Weight	TOTAL
Steps									
19	Treads Straight	Bullnose	2.50	14.00	12.00	163	1	5,765 #	\$2,315.92
20	Risers Straight	Flatface	7.00	2.00	12.00	163	1	2,306 #	\$1,459.10
21	End Caps SpecialShape	Custom	9.00	16.00	12.00	1	2	259 #	\$400.00
Steps SUBTOTAL								8,330 #	\$4,175.02

Surround Wind/Door Front 24 Units

22	SurroundWind/Door 16 Units Square & CircleTop	Custom	8.00	4.00	12.00	352	1	10,138 #	\$5,519.28
23	Sill 15 Units Straight Coped Ends	Custom	5.00	7.50	12.00	115	1	3,881 #	\$1,851.15
24	SurroundWindow 6 Units Straight	Flatface	4.00	1.50	12.00	21	1	113 #	\$386.70
25	Keystone 16 Units Recessed KR-12b	Recess	12.25	5.00	10.00	1	16	672 #	\$729.00
26	SurroundWindow 6 Units CircleTop	Custom	6.00	4.00	12.00	70	1	1,512 #	\$1,220.70
27	Keystone 6 Units Recessed KR-10	Recess	10.13	5.00	7.63	1	6	144 #	\$209.80
28	SurroundWindow 2 Units Circular 36D	Nexus Quatrefoil	58.00	3.50	58.00	1	2	500 #	\$820.00
Surround Wind/Door Front 24 Units SUBTOTAL								16,960 #	\$10,736.63

Surround Wind/Door Rear 27 Units

29	SurroundWind/Door 25 Units Square & Radius	Custom	6.00	4.00	12.00	630	1	13,608 #	\$6,636.30
30	Sill 11 Units Straight Coped Ends	Custom	5.00	7.50	12.00	75	1	2,531 #	\$900.75

Customer Signature _____

Date _____

Page 4 of 6

Date: 4/16/2002

Client: Richard & Jinger Heath

Project: Heath Residence

Ship To: Lot 9&10 The Pinnacle
Club
Mabank, TX

STONE LEGENDS

301 Pleasant Drive

Dallas, TX 75217

Telephone: (214) 398-1199 FAX: (214) 398-1293

Proposal

Contact: Richard & Jinger Heath

Bid # : 17308

X, Z, and Y are in inches and are
used for Volume/Weight

Item	Description	Profile	X	Z	Y	Lin. Ft.	Qty.	Weight	TOTAL
31	SurroundWindow 3 Units Straight	Flatface	6.00	1.50	12.00	15	1	122 #	\$290.50
32	Keystone 21 Units Recessed KR-10	Recess	10.13	5.00	7.63	1	21	504 #	\$646.80
33	Lintel 2 Units Straight Angled Ends	Custom	8.00	4.00	12.00	25	1	720 #	\$528.50
34	Keystone Recessed KR- 12b	Recess	12.25	5.00	10.00	1	2	84 #	\$88.00

Surround Wind/Door Rear 27 Units SUBTOTAL

17,569 # \$9,090.85

Customer Signature _____

Date _____

Page 5 of 6

Date: 4/16/2002
Client: Richard & Jinger Heath
Project: Heath Residence
Ship To: Lot 8&10 The Pinnacle
Club
Mabank, TX
Contact: Richard & Jinger Heath

STONE LEGENDS
301 Pleasant Drive
Dallas, TX 75217
Telephone: (214) 398-1199 FAX: (214) 398-1293

Proposal

Bid # : 17308

Line Item Totals 205,498 # **\$111,699.44**

Freight based on Total Material Weight using Dedicated Air-Ride Carrier.

6 Dedicated truck(s) have been estimated.

Dimensions will be Finalized during Shop Drawing Phase of Project.

Customer plan page drawings are provided for clarification of the bid line items.

These drawings are an addendum to this proposal and part of the contract.

Custom Mix charge is figured for a pitted texture for stone.

NOTE: Interior elevations were not provided- Heights for fireplaces and column may require modification from bid.

Custom Mix \$2,098.50

Drafting: \$5,347.13

Freight: \$1,110.00

SubTotal: \$121,155.07

SalesTax: \$9,995.29

Total: \$131,150.36

Bid Prepared By _____

Authorized Signature _____

Customer Signature _____

Date _____

Page 6 of 8

ESTIMATE / BID LEGEND

STONE LEGENDS		
Telephone	301 Pleasant Drive Dallas, TX 75217	Fax: (214) 398-1293
Client:	①	Proposal ③ Reference name ② Date Page
Address:	④	⑤ OFFICE
City:	⑥	Project ④ Map to:
Telephone:	⑦	TOTAL CONTRACT: \$51,319.00
Fax #:	⑧	
EXCLUSIONS: Address, events etc. Installation ⑥ Design of hardware. Used for ground parking Engineering elevations. Side Cur Type of plaster. Concrete or pavers Hardware for setting or existing in. Removal needed.		
We hereby propose to furnish materials in accordance with the above specifications, for the sum of \$51,319.00		
RFP payments to be made as follows: (Check applicable to Stone Legends)		
50% payment (20%) against to commence project. (7) (Check applicable to Stone Legends)		
Balance due upon completion of production. (upon to shipping)		
We warrant to make it good to the best. There is no liability for alterations, quantities and/or color changes. The alteration of contract quantities on the following project of the project/contracting work is not to be considered any part of the contract and all variance of work items are not to be considered. Acceptance of proposal made by sign is irrevocable and all work items pertaining to work of the contract is deemed to be complete. However, any alterations require the work to be done within 30 days of the contract work.		
AUTHORIZED SIGNATURE ⑧		
Note: This proposal may be withdrawn by Stone Legends if not accepted within (30) days.		
ACCEPTANCE OF PROPOSAL		
The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work per contract specifications on the following project of the proposal. Payment will be made as outlined above.		
Contract Signature ⑨ Date		

COVER SHEET

- 1) Client Information**
It is important to verify all information and contact numbers. Correct them as needed.
- 2) Bid #**
Current Bid Number being submitted for approval.
- 3) Supercade Notification**
Indicates a previously submitted Estimated Bid by Bid Number and Bid Date and gives you a new number and new date.
- 4) Project Name / Shipping** Indicates the actual Stone Legend Project Name and the Shipping Address of the project (Verify ZIP).
- 5) Total Contract**
Please verify total contract amount, it includes all noted quantities and delivery.
- 6) Exclusions**
Exclusion of services not provided, so as to prevent misunderstandings and alert you to additional costs associated with installation.
- 7) Payment Options**
Total contract amount and noted terms of payment offered. These terms are determined by the size of the project. If more than one delivery is required, you only pay the balance of the sum delivered per truckload.
- 8) Authorized Signature**
The signature of the authorized Stone Legends estimator extending the bid offer.
- 9) Acceptance of Proposal**
Unless otherwise noted, this signature will be the only one allowed approving submitted documents or drawings. If an agent is appointed on your behalf, it will be by written orders only.

How does Cast Stone compare to limestone?

On average, cast stone is about 70-75% of the cost of limestone, depending on the type of application and the complexity of the designed pieces.

Complex pieces can be as low as 50% of limestone's cost and those pieces with special artwork can be as low as 25% of the cost when produced repetitively.

In the case of simple shape, flat type pieces, a superior product can be produced approximately as low as 10% to 20% of the cost of limestone.

BID LINE ITEMS

The breakdown of bid line items might seem a bit complicated at first, but you will find that it is the most important part of the Estimated Bid. This is the section where products are broken down into specific Product Groups.

- Product Group / Area**
The logical and recognizable grouping of products. Keeping similar or associated product groups together helps in the estimating of weight and price and verifies that we have counted all intended installations.
- Item Number**
The consecutive numbering of bid line items.
- Description**
The bid line description of a product Unit or a Unit's Parts estimated.
- Profile**
The name of the unit or extruded shape of the stone.
- X, Z, Y**
The basic dimensions of the Unit each or the extruded Profile linear footage.
- Lin. Ft. or Qty**
Depending on how the Bid Line Item is being estimated, the two fields can be used together or separately to show the amount of stone being estimated.
- Weight**
Total weight of stone per Unit Bid Line.
- Total**
Total cost of stone per Unit Bid Line.
- Unit Bid Line**
Actual Unit or Unit parts being bid.
- Product Group Referenced to Plan in a Sub Total**
Total weight and cost of the group of similar units.

STONE LEGENDS
 911 Pleasant Drive
 Dallas, TX 75217
 (800) 398-1199 Fax: (214) 398-1293

Order # _____
 Project # _____
 Prop. No. _____
 Order Date: 08/01/04

Proposed
 Schedule: 600
 1 2 3 4 5 6 7 8

Contact: _____
 2 3 4 5 6 7 8

1
 9
 10

Order Item #	Description	Weight	Lin. Ft.	Qty	Unit	Weight	Cost
1	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
2	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
3	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
4	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
5	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
6	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
7	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
8	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
9	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00
10	Chimney, 2 1/2" x 4 1/2" x 12"	8.5	100	118	1	1000	\$10,000.00

Order Total: 08/01/04 \$ 100,000.00

AREA ENT ON CPP'S
 AREA SWD ON CPP'S

KEEPING SIMILAR OR ASSOCIATED PRODUCT GROUPS TOGETHER HELPS TO ESTIMATE WEIGHT AND PRICE

REFER TO BID UNIT VERSUS INSTALLATION UNIT; REFER TO PAGE A3.

Refer to the Customer Plan Placement portion of your instructional package for information on Units and Profiles.

