

Can we help you cut your costs?



We can help the customer reduce his costs significantly with several basic techniques.

- 1) Reduce number of custom toolings (new molds)
- 2) Maximize the repetition of each custom tooling
- 3) Maximize the visibility of custom art
- 4) Use Stock profiles and units
- 5) Use less complex units and profiles
- 6) Maximize the visibility of stone
- 7) Use Inventoried Stone

Rep: We understand you're worried about the cost of the cast stone on your project. We followed the plans you sent us as closely as we could, but there are several things we can adjust to reduce your price, significantly.

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- 1) I see you have many unique units, radii, and/or profiles shown in the plans. We can find something in our thousands of stock designs that matches the style and function of the original. By reducing the number of custom parts we need to design and build tooling for, we can cut your costs and production time significantly.
- 2) If we can use each new tooling we produce more often, we can produce a unique architectural style for less. Reduce the number of unique sizes and radius curves that you need, repeat those shapes more often.
- 3) You can repeat the custom art you want. Make sure the unique cast stone art you do have is highly visible, and is repeated instead of making another piece of custom art, this gets the most mileage for your custom art dollar.
- 4) Take a look at our online catalog and well as our 500 print catalog. There are many different designs within that require no custom tooling or design work. We can find something that will work within the style of the rest of your project and create a custom look without the custom price.
- 5) We can minimize some of the more complicated selections you want, keeping your architectural style choices while cutting out elements that aren't necessary to fulfil the requirements of the style and look you've designed.
- 6) We can reduce some of the stone uses you have selected. We can cut out elements that are less visible reducing the costs further.
- 7) We have a selection of cast stone parts and units already produced, in stock, and ready to ship. These are available at a significant discount, but the supply and selection is limited.

What can we adjust to meet your needs. How much do we need to cut to meet your budget?