Dialog

Library - Sales Project Task / Task - PTL 8.0 Convert Bid to Job / Type Doc - Dialog 02 / Title - How Long Will It Take?

How Long Will It Take?

Answering the customer's question about time tables and deadlines

There are many factors that can add or cut down the amount of time needed to design, manufacture, and deliver an order of cast stone. Generally a project can take from 4 weeks for an order of pure inventory products to 12 weeks or more for a massive custom job. There are many ways the customer can help us to make their own deadlines. Here are some very general estimates of how long a cast stone project can take to produce.

1) **Estimation** – Very dependent on complexity of the project, and the level of detail that has been finalized in the plans. Many estimates are delayed because of issues finalizing the details. The better you know what you want, the quicker we can get the estimate perfect.

(2 to 4 weeks)

2) Design and Submittal – A major consumer of time is the design of custom tooling. If time is of the essence then our thousands of standard molds can eliminate the need for most custom work. Redesigns and continued back-and-forth with changes to the order can slow down the production process considerably.

(2 to 4 weeks)

3) Production – The amount of stone is the primary reason for the passage of production time. Custom work especially requires more production time for making the tooling, ad then production of the stone. After production there will be several days for curing of the stone, and packaging it up for shipping and delivery.

(2 to 4 weeks)

The timeline shows how connected each point along the line depends on the ones before, and there are several timeline flyers available to be sent to the customer. Help them help themselves but keeping them informed of issues and possible problems they may cause themselves by not returning approvals promptly.

