

Scenario to Pre-Qualify Project

CSCS Rep: (calls Contact #XXXXXX) Good afternoon, my name is XXX XXXXX

Phone Contact / Potential Client: What can I do for you?

CSCS Rep: I was actually hoping I could help you. Bill at XYZ architects told me that you do quite a few projects with cast stone. I wanted to introduce you to our company and let you know we are available to help you with all of your cast and cut stone needs. Are there any projects you are working on that I can help you with?

Contact: I am presently working on the ABC retirement home.

CSCS Rep: That is a big project, Do you think you'll get it?

Contact: I sure hope so. I know the owner very well, and he would like to give me the job.

CSCS Rep: Does this job have much cast stone on it?

Contact: Quite a bit, from what I've seen.

CSCS Rep: Sounds great, We would sure like to help you with it. How can I get plans so I can prepare a bid for you?

Contact: The plans are available at isqft.com/

CSCS Rep: When will you need the bid?

Contact: The project will bid 5 days from now.

CSCS Rep: Our estimators stay pretty busy, but I think I can juggle the schedules so we can help you. Will you be purchasing the stone or will your mason handle the contract?

Contact: Usually with a project of this size I prefer to handle the contract myself.

CSCS Rep: I understand. Do you think you'll need our input regarding and value engineering suggestions?

(Continued)

Contact: The Architect didn't leave much room for interpretation. Just give me your bid per the plans and specs so I can compare bids.

CSCS Rep: Fair enough. You say "compare" May I ask who we are bidding against?

Contact: I've done work with Continental before, but most of our jobs go to Dallas Cast Stone.

CSCS Rep: Are they treating you right?

Contact: Yes, Dallas Cast Stone has always taken care of us.

CSCS Rep: We would love to show you what we can do for you. Do you think if we get some numbers together for you we'll have an opportunity to get the job?

Contact: Certainly, we always keep our eyes open for new suppliers.

CSCS Rep: Great. I'll get this started and get a bid out to you ASAP. Thank you for the opportunity.

Contact: Thank you