

# Twin City Tile and Marble Company Stone Division

## Understanding the “Process”

Request for Bid

Estimate

Proposal

Acceptance by customer



Blueprints  
Pictures  
Quantities  
Site visit



Quantity Survey  
Vendor pricing  
Labor analysis  
Combine all costs



Pricing and terms  
Intent of work proposed



Award of contract  
Cash sale  
Time and material agreement  
Purchase order

Submittals

Approval of submittals

Lead time/Order

Installation



Shop drawings  
Samples  
Product data  
Mock ups  
Intent on work provided



All information approved  
before products ordered  
  
Field measure for final sizes



Fabricate and shipping  
TCTM shop time  
Overseas supply



Install customer selected  
products

