



SAVES YOU MONEY!

CONSTRUCTION REQUIRED	NATURAL STONE	BRICK	APPLERIDGE STONE	\$SAVINGS\$
Footings	Required	Required	Not needed	Extra footing, concrete, 12" block cost, labor
Lintels	Required	Required	Not needed	Price of lintels
Ties	Required	Required	Not needed	Price of ties
Cement (1 sq)	8 bags	7 bags	2 bags	Price of extra cement
Sand (1 sq)	1 ½ tons	1 ½ tons	¼ ton	Price of extra sand
Packaging	Loose	Cubed	85 lb. box	Less labor
Handling	By the piece	By the piece	By the box	Less labor
Grade Lines	Install below grade to footing	Install below grade to footing	Install to grade	Material and labor
Coverage	Varies per ton	Varies	Exact	No unexpected costs
Freight	Considerable	Considerable	Justifiable	Trucking costs
Color Ranges	Limited selection	Standard selection	Standard & Custom	Appeals to more customers
Interior Uses	Requires support	Requires support	Extra support not needed	Material and labor
Rate of Installation	Poor	Fair	Excellent	Labor costs
Daily Installation Height	4 feet daily	Varies	Unlimited	Labor costs
Job Site Clean-up	Considerable	Considerable	Minimal	Labor and materials
Waste Factor	Usually 5-15%	Usually 5-15%	Zero	Material costs
Accounting	Numerous bills	Numerous bills	One bill	Less accounting, labor