SYNTHETIC TURF DEPOT

ESTIMATING
Your Synthetic Grass Project

Special REPORT

Project Estimating Basics

Artificial grass installations use the following materials: artificial grass surface materials, infill materials, seaming materials and supplies. Specialized tools and equipment such as drop spreaders and power brushes also are required to install artificial turf systems for landscape and leisure sports projects. To estimate a project, you will need to estimate all materials involved in completing the project to determine a comprehensive project cost. Every job is a custom project in the landscape industry – there's no cookie-cutter method you can follow to achieve "production" perfect results, every time. Yet, there are commonly-used methods you can follow in estimating synthetic grass projects that will help you nail the numbers quickly and accurately. Remain flexible to handle last-minute challenges and, properly planned, your project will flow together easily.

1. Raw artificial turf materials may be ordered by either the roll or by the piece. Smaller pieces are easier to lift and handle during installation.
2. Most artificial grass surface materials are manufactured in 15-foot widths. They have a GRAIN so they must be built *with the grain* and *laid in the same* direction for optimal results with seams and overall appearance.
3. When estimating, always use two measuring tapes and, where necessary, a carpenter's square or "T" to help place guides as you create your pattern. Nothing in landscape seems to be perfectly square and artificial grass materials are not perfect either. Include enough material in your estimate to exceed design marks to ensure you won't come up short on materials at an edge.
4. A clear pattern, indicating each piece of turf (using letters or numbers), where seams are located and which direction the grain, is essential. This provides you with a snap shot, on paper, of what you (as the designer) are seeing during the designing and estimating phases of the project. Use color on your design to help distinguish pieces, seams, electrical and irrigation systems.
5. Build your installation pattern keeping material widths in mind and you will reduce overall material waste. Placement of larger pieces within your pattern will show where materials can be trimmed. These materials can be used to cover another part of the design – *as long as the surface grain remains in the SAME direction*. Budget for additional labor and materials for fitting and seaming time.
6. Design from the "bird's eye" point of view. It's easy to create a pattern for any job from this vantage point. Use a flexible tape to take measurements and remember to allow for the rise and fall of the final grade by draping the tapes over the ground. Round up to the next linear foot when estimating.
7. Use a second page for job details. Clearly-written bulleted items or pre-printed forms can help communicate important job notes to other installers and helps to define your contractual obligations to your client.

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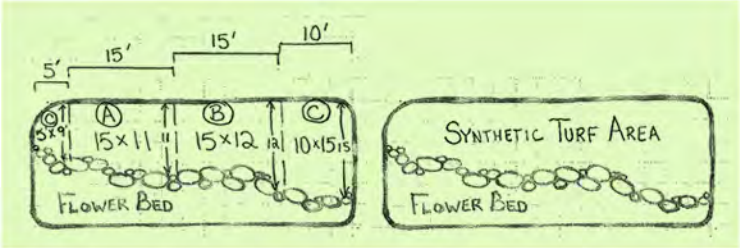
Creating Your Project Blueprint

When developing your blueprint of your synthetic grass design, Synthetic Turf Depot suggests that you use Width x Depth, always in that order, when calling out your measurements.



Step 1: Take an overall measurement of both the maximum width (W) and depth (D) of the area when you begin.

Step 2: Indicate the area's W x D on your site drawing.

Step 3: The example here shows several pieces of turf- each letter indicates the total use of a piece of 15-foot-wide material. Transfer this information to a job's materials' order and then you can use the lettering to indicate the size of separate pieces needed for the job.

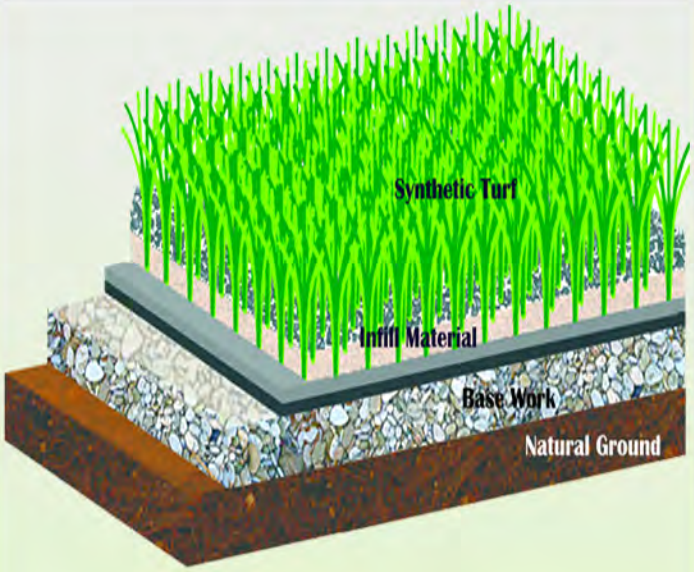
Step 4: Indicate overall W x D on plan to help with site orientation.

Step 5: Add color to highlight specifics.

Estimating - Key Points to Remember

- Access to the site – Is the site within 50 feet of delivery point and fairly level? Stairs, slopes and other obstacles will add time to move materials.
- Staging—Where will you place tools and job materials for use and storage?
- Any additional equipment required?
- Site security needed?
- Area preparation required?
- Site construction needed?
- Any sub-contractors required?
- Any shipping considerations?
- Any weather issues or potential for delay?

CHECK LIST OF COMMON CONSIDERATIONS FOR COSTING



Turf Materials – measured by square foot (SF)
Infill Materials – determined by pounds per SF
Seaming Tape – measured by linear foot (LF)
Seaming Adhesives – measured by liquid measure
Fabric Staples – sold by each
Seaming Tools (disposable brushes, gloves) – sold by each
Stabilizing Fabric Materials – measured by SF
Base Materials – measured by yard, determined by overall SF of surface area and depth of materials at final grade (depth x width x length)
Drainage Materials
Corrugated Flexible or Rigid Piping – measured by LF
Connections – sold by each
Drain Basins – sold by each
Pipe Sock – measured in LF
Drainage Rock – measured by the yard (depth x width x length)
Irrigation Caps or other materials – sold by each
Excavation – Labor and Equipment
Hauling and Dumping – Fees and Expenses Shipping, Handling and Fuel Skilled Labor Required
Rental Equipment – where applicable
Operations and Administrative Overhead
Applicable Sales and Use Taxes

Estimating Edges

Every job has an outer perimeter shape where the turf ends. To identify and estimate the appropriate edge "treatment," determine what type of edge you have.

We offer the following to help you determine the type of edge you have:
Hard Edge: The term Hard Edge describes the turf butting up to elements that cannot or will not move; such as concrete patios, pads or walkways, asphalt driveways, retaining, sitting or garden walls. Hard Edges must be hand-trimmed to fit.

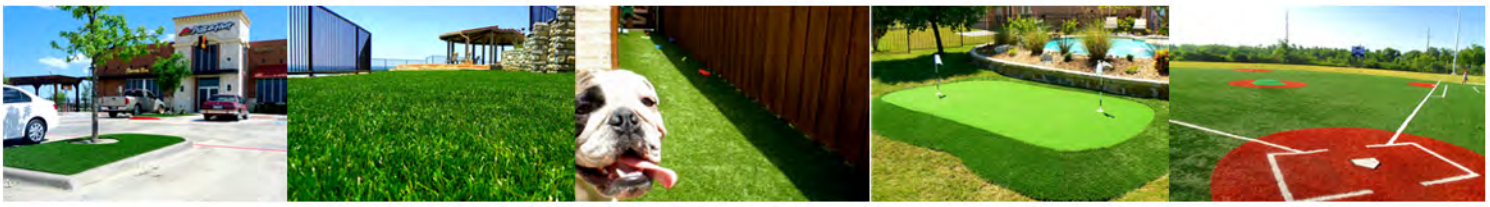
Soft Edge: The term Soft Edge describes any turf edge that might be hidden under an element such as rock. Soft edges do not require the precision of a hand-cut edge. A soft edge would include one hidden under rocks or other materials.

Hard Edge

Soft Edge

Common Conversions

Width x Depth = Total Square Feet
Convert Square Feet (SF) to Square Yards (SY) = Total SF divided by 9
Convert Square Yards to Square Feet = Total SY multiplied by 9
How many cubic yards of material do we need? Total SF divided by 324 x # of inches deep



Disclaimer: While all care has been taken to provide the most accurate information possible in this Special Report, Synthetic Turf Depot carries no guarantee of the results you can achieve using this document. Call us to talk to a complimentary estimating professional today who can help you step-by-step! 972-763-5555