

## SAMPLE LONG FORM ESTIMATE

International buyers who wish to reflect the seriousness and realness of their project often request the long form estimates. Long form cost estimates cover most all items required to be listed for a materials package for substantial completion of their project. These estimates are as close as they can be to a quote without seeing the actual project site and without reviewing completed steel framing shop drawings. A good faith fee of \$1,500 is required at the time of request for a long form cost estimates.

DATE: Date of estimate.



SHIPPER: FRAME HOUSING US, INC. 4744 N. ROYAL ATL. DR SUITE B-1. TUCKER, GA 30084, USA PHONE: (770) 723-7776 FAX: (770) 723-3470 E-MAIL <a href="mailto:admin@steelframehousing.org">admin@steelframehousing.org</a>	SHIP TO: COMPLETE AND LEGAL NAME OF THE BUYER COMPLETE LEGAL ADDRESS PHONE, E-MAIL, FAX NO
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<b>COUNTRY OF EXPORT: USA</b>	<b>COUNTRY OF MANUFACTURE: USA</b>	<b>COUNTRY OF ULTIMATE DESTINATION: NAME OF COUNTRY</b>
Notes: When reviewing this proposal please read every detail and if there is a part that is not clear, please call for written clarification. There are many items for a "Residential Building" to be completed and we tried to list them all in this document. When providing you with cost figures we only provided you with what we understood as the items you asked from us and marked them in black. Under standard circumstances items shown in gray also need to be provided for a complete turnkey project. Please make sure you clearly understand the list of items buyer or buyer's contractor has to provide before and after receiving the materials supplied by us.		
<b>PRICES ARE PER UNIT BASED ON MINIMUM ORDER OF 504 RESIDENTIAL UNITS</b>		

<b>PROFESSIONAL SERVICES</b> PROVIDED BY CUSTOMER
COST OF THE LAND
AERIAL PHOTOGRAPHY

**SURVEY WORK**

SITE PLANNING technical drawings

SITE PLANNING Architectural Graphics

SITE PLANNING Infrastructure layout and Mechanical drawings for: In-coming power lines, In-coming water lines, Water and sewer discharge (See questions),

ARCHITECTURAL RENDERINGS (Artist's vision of the development)

This is a very important phase of development projects in third world and emerging countries. We highly recommend that all contracts and financial proposals should be structured after this work is completed. Any cost estimate or quote given without the availability of this information is subject to revision after the signing of a contract, during or after the commencement of the project.

FEES FOR THE ABOVE SERVICES: \$\_\_\_\_\_ plus all travel expenses.

**FEES FOR LOCAL PERMITS AND LICENSES**

(PROVIDED BY CUSTOMER)

**ARCHITECTURAL DRAWINGS OF THE APARTMENT BUILDING (S) CAD FILE . PROVIDED BY CUSTOMER. IF REQUIRED FROM US, (\$1.80 SQ FT)**

**CLEARING, LEVELING & PREPARING THE LAND FOR INFRASTRUCTURE WORK . TO BE PROVIDED BY CUSTOMER.**

**INFRASTRUCTURE WORK: TO BE PROVIDED BY CUSTOMER.**

A. In coming power lines

B. In coming water lines to slabs and rough plumbing outlets

C. Water and sewer discharge system and rough plumbing in the slabs, (Rough Estimate)

**QUESTIONS to CUSTOMER/BUILDER:**

A. Can the lot be connected to city sewer line thus to municipal sewer treatment system? OR

B. Are we to build a sewer system which will involve building a pump station for each building which will send the water and sewer to a common treatment system and later discharge the water (with urban water re-use quality) to a sub surface of an open land or a river? What are the local codes?

**LUXURY 2 BR UNITS**

**Assumptions: Built on concrete slab provided by local customer, no elevators, concrete stairs by customer, heavy equipment to be furnished by customer, semi skilled and unskilled labor for training to be furnished by customer.**

1	Description of services and materials included	Total sq ft or Lin ft COST	EXTENDED Cost \$
2	Engineering		
3	Light Gauge Steel Framing (LGS) 1 <sup>st</sup> floor		
4	Light Gauge Steel Framing (LGS) 2 <sup>nd</sup> floor		
5	Light Gauge Steel Framing (LGS) 3 <sup>rd</sup> floor		
6	Garden and common area LGS materials		

7	Fascia and soffit		
8	Insulation in attic and the walls only		
9	Fiber cement siding & trim		
10	American shingles roofing		
11	Tongue & Groove plywood sub floors		
12	Job site office trailers		
13	Job site break & dining tent (tables, chairs)		
14	Tools and supplies package per building; Power and non power tools		
15	Construction management, training, Labor to install above described portion of the housing program. (Final figure subject to engineering drawings)		
16	Shipping from USA to closest port to job site. 9 containers (\$AMOUNT EACH) Land transport from port to job site by customer.		
17	<b>CIF TOTAL FOR LUXURY 2 BR units 3 LEVEL APARTMENTS</b>		\$

### 3 BR FLATS, 4 LEVEL APARTMENTS

**Assumptions: Built on concrete slab provided by customer's local contractor, no elevators, concrete stairs by customer, heavy equipment to be furnished by customer, semi skilled and unskilled labor for training to be furnished by customer.**

1	Description of services and materials included	Total sq ft or Lin ft COST	EXTENDED Cost \$
2	Engineering		
3	Light Gauge Steel Framing (LGS) 1 <sup>st</sup> floor		
4	Light Gauge Steel Framing (LGS) 2 <sup>nd</sup> floor		
5a	Light Gauge Steel Framing (LGS) 3 <sup>rd</sup> floor		
5b	Light Gauge Steel Framing (LGS) 4 <sup>th</sup> floor		
6	Garden and common area LGS materials		
7	Fascia and soffit		
8	Insulation in attic and the walls only		
9	Fiber cement siding & trim		
10	American shingles roofing		
11	Tongue & Groove plywood sub floors		

12	Job site office trailers		
13	Job site break & dining tent (tables, chairs)		
14	Tools and supplies package per building; Power and non power tools		
15	Construction management, training, Labor to install above described portion of the housing program. (Final figure subject to engineering drawings)		
16	Shipping from USA to closest port to job site. 14 containers (\$AMOUNT ea) Land transport from port to job site by customer.		
17	<b>CIF TOTAL FOR 3 BR FLATS, 4 LEVEL APARTMENTS</b>		\$

**2 BR FLATS, 3 LEVEL APARTMENTS**

**Assumptions: Built on concrete slab provided by customer's local contractor, no elevators, concrete stairs by customer, heavy equipment to be furnished by customer, semi skilled and unskilled labor for training to be furnished by customer.**

1	Description of services and materials included	Total sq ft or Lin ft COST	EXTENDED Cost \$
2	Engineering		
3	Light Gauge Steel Framing (LGS) 1 <sup>st</sup> floor		
4	Light Gauge Steel Framing (LGS) 2 <sup>nd</sup> floor		
5	Light Gauge Steel Framing (LGS) 3 <sup>rd</sup> floor		
6	Garden and common area LGS materials		
7	Fascia and soffit		
8	Insulation in attic and the walls only		
9	Fiber cement siding & trim		
10	American shingles roofing		
11	Tongue & Groove plywood sub floors		
12	Job site office trailers		
13	Job site break & dining tent (tables, chairs)		
14	Tools and supplies package per building; Power and non power tools		
15	Construction management, training, Labor to install above described portion of the housing program. (Final figure subject to engineering drawings)		
16	Shipping from USA to closest port to job site. 14 containers (\$AMOUNT ea) Land transport from port to job site by customer.		
17	<b>CIF TOTAL FOR 2 BR FLATS, 4 LEVEL APARTMENTS</b>		\$

**RECOMMENDED TYPE AND NUMBER OF BUILDINGS FOR 504 RESIDENT PILOT PROGRAM**

TYPE	Units per	Price per bldg	NO. of bldgs.	TOTAL COST
LUXURY 2 BR units 3 LEVEL APARTMENTS	12	\$AMOUNT	14	\$AMOUNT
3 BR FLATS, 4 LEVEL APARTMENTS	16	\$AMOUNT	12	\$AMOUNT
2 BR FLATS, 4 LEVEL APARTMENTS	12	\$AMOUNT	12	\$AMOUNT
<b>Grand total for PILOT PROGRAM</b>				<b>\$AMOUNT</b>

<b>JOB SITE PREPARATION WORK &amp; ORGANIZATIONAL WORK PROVIDED BY CUSTOMER</b>
PAVING BLACK TOP TWO WAY ROAD AND PARKING SPACES TO BE PROVIDED BY CUSTOMER.
COST OF STORAGE FOR MATERIALS: SEE WAREHOUSE PROPOSAL. PROVIDED BY CUSTOMER.
FEES FOR JOB SITE SECURITY AND SAFETY: PROVIDED BY CUSTOMER
CONCRETE SLAB OR FOUNDATION: TO BE PROVIDED BY CUSTOMER.
CHAIN LINK FENCE AROUND THE PROPERTY with __gate(s) and __guard station(s) PROVIDED BY CUSTOMER
JOB SITE OFFICES: PROVIDED BY CUSTOMER
JOB SITE TRUCK AND MOVING SERVICES SERVICE. PROVIDED BY CUSTOMER
JOB SITE FORK LIFTS: PROVIDED BY CUSTOMER
CHARTERED BUS SERVICES TO BRING LOCAL LABORERS TO JOB SITE MORNING AND RETURN THEM BACK EVERY EVENING. PROVIDED BY CUSTOMER
LABOR HOUSING AND FACILITIES, JOB SITE KITCHEN, TABLES AND SHED FOR LABOR MEALS, LABOR SERVICES STAFF (COOKS, CLEANERS, SECURITY, ECT) PROVIDED BY CUSTOMER
GENERAL CONDITIONS: incl. Clean-up, medical help, temporary utilities & phone, toilets, dumpsters 24 MONTHS. PROVIDED BY CUSTOMER
LOCAL OFFICE SPACE AND FACILITIES IN THE CITY CLOSE TO CUSTOMER OFFICES: PROVIDED BY CUSTOMER
OFFICE STAFF FOR THE LOCAL OPERATION DURING THE PROJECT: PROJECT DIRECTOR, ACCOUNTANT, BOOKKEEPER, 2 CONSTRUCTION ENGINEERS, 1 QUALITY CONTROL ENGINEER, 2 SECRETARIES, MAID: PROVIDED BY CUSTOMER
MEDICAL AND LIFE INSURANCE FOR 24 MONTHS FOR THE PROJECT ADMINISTRATORS: PROVIDED BY CUSTOMER
PROVIDED BY CUSTOMER
<b>EXCLUSIONS</b>
Interior walls and ceiling: Dry wall panels, tape, drywall plaster, corner beads, fasteners, baseboard trim

Aluminum or vinyl single-hung insulated windows: includes half-screens, grids
Sub-flooring for second and third floors: includes treated plywood, adhesives
Entrance & interior doors: Includes door frames & hardware (hinges, locks, knobs, keys, etc.)
Insulation: 6' fire resistant insulation for the ceiling and walls, 3" sound-proofing between floors
Electrical wiring materials, outlets and switches
Steel-reinforced vinyl railings,
Interior finishing and paint, Exterior Painting, Exterior details, Landscaping and gardens
Electrical work

**EXCLUSIONS: KITCHENS**

Laminated Kitchen Counter top with back splash, Kitchen sink, single bowl Faucet kit with spray head on flexible hose, Cook top with gas tube attachments, Base cabinets and wall cabinets with door handle hardware, Ductless range hood, 12x12 ceramic flooring, thin set and grout. Base board and nails, Hardie backer cement boards for wet areas. Plumbing supplies.

*OPTIONS: Drinking water filtration unit with twist and lock filter set:*

*Air conditioning system with all flexible ducts and fasteners*

**EXCLUSIONS: BATHROOMS**

TOILET AREA: Commode with tank, hardware and seat, wax ring, connector piece and bolts, wall hung sink, Medicine cabinet with mirror, light strip, 2 handle faucet set, towel bar, towel ring, and toilet paper holder, tooth brush and cup holder, plumbing supplies

TUB AND SHOWER AREA: acrylic tub and wall system, mixing valve, spigot, spray head and control handles. Drain kit, Expansion shower rod, curtain rings, shower curtain, vanity set; mirror, sink, on 12" base cabinet faucet set with 2 handles, towel bar, towel ring, and toilet paper holder, tooth brush and cup holder. 12x12 ceramic tile flooring thin set and grout, Hardie backer cement floor baseboard panels and baseboard nails. Plumbing supplies

*30 GAL GAS WATER HEATER/30,000 BTU W/ P. SUPPLIES*

*A/C WALL/WINDOW COOLING UNITS A SET OF 2 PER CONDO*

This estimate is made without seeing the project site, without completing the engineering phase and without studying the availability of the local electrical, water and sewer services and knowledge of local codes. It is possible that some unforeseen challenges are left out. This paragraph will serve as a disclaimer that we are only responsible for the items listed, and only for normal or average conditions. If we encounter a problem we couldn't foresee because we have not visited the site, we will not be held accountable for our estimate and additional expenses and fees may apply.

Buyer understands and agrees with this disclaimer and signifies his approval below

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BUYER'S NAME, TITLE AND SIGNATUR SIGNATURE HERE

**PAYMENT TERMS**  
**IMPORTANT NOTE TO OUR BUYERS**  
**FOR STEEL PACKAGES AND ITEMS MADE WITH STEEL ONLY**  
**These prices are good for orders placed by "30 DAYS" from date shown above**  
**AFTER THE ABOVE DATE PRICES MAY CHANGE WITHOUT NOTICE.**

In the event of slow down of the project after commencement, all market increases for the proposed materials in this proposal will be passed on to the customer. For late payments industry standard escalation conditions will apply  
PLEASE PLAN AND PLAN ACCORDINGLY

PREVAILING CURRENCY: US DOLLARS

**PAYMENT TERMS:** 33.3% OF THE PROJECT GRAND TOTAL (**\$AMOUNT**) ARE TO BE WIRE TRANSFERRED IMMEDIATELY TO BIND THE AGREEMENT, TO START THE ARCHITECTURAL & ENGINEERING WORK, TO PLACE DEPOSIT FOR THE STEEL FRAME AND HOLD THE STEEL PRICES FOR 60 DAYS.

33.3% OF THE PROJECT GRAND TOTAL (**\$AMOUNT**) TO BE PAID VIA WIRE TRANSFER WHEN ALL THE PROFESSIONAL SERVICES ARE COMPLETED AND APPROVED, AND WHEN WE ARE READY TO FABRICATE THE STEEL AND ORDER THE CONSTRUCTION MATERIALS.

33.4% BALANCE OF THE PAYMENTS (**\$AMOUNT**) ARE TO BE MADE VIA WIRE TRANSFER IN HARMONY WITH THE SHIPMENTS, COMPLETION OF THE DIFFERENT PHASES OF THE PROJECT AND INVOICES SUBMITTED FOR PAYMENT.

(PAYMENTS WILL BE MADE NO LATER THAN 21 DAYS AFTER THE DATE SHOWN ON EACH INVOICE TO AVOID SLOW DOWN AND/OR HALT ON THE PROJECT)

**WIRE PAYMENTS TO:** AMERICAN STEEL FRAME HOUSING, INC.  
**Account information will be supplied upon approval of the proposal.**

**PAYMENT SCHEDULE:** MULTIPLE PAYMENT TERMS AS DESCRIBED ABOVE

33.3% DEPOSIT + 33.3% 2<sup>ND</sup> PROGRESS PAYMENT + 33.4% BALANCE PAYMENT SHALL TOTAL TO: **\$AMOUNT**

**DOCUMENTS:** SHIPPER'S BILL OF LADING & ANY INSPECTION STATEMENT FROM INDEPENDENT COMPANY (IF REQUESTED) THAT WILL CERTIFY THAT MATERIALS ARE PACKED IN CONTAINERS IN THE CORRECT QUANTITIES AND IN GOOD SHAPE.

**SHIPPING TERMS:** FOB SELLER'S WAREHOUSE. SHIPMENTS WILL BE FROM ANY US PORT TO THE PORT OR TERMINAL CLOSEST TO DESTINATION.

**INSURANCE:** COVERED BY APPLICANT

**LATEST SHIPMENT DATE:** 21 DAYS BEFORE THE L/C EXPIRATION DATE. IF BUYER SO DESIRES AND FEES COVERED BY THE BUYER, BUYER IS WELCOME TO REQUEST CERTIFICATE OF INSPECTION FROM SOCIETE GENERALE DE SURVEILLANCE (SGS). THE CREDIT SHALL SHOW THAT ALL BANKING AND SGS CHARGES INCURRED (INCLUDING AMENDMENT AND RELATED COMMUNICATION AND INSPECTION CHARGES) ARE FOR THE ACCOUNT OF THE APPLICANT.

### **IMPORTANT UNDERSTANDINGS AND GUARANTEES BETWEEN BUYER AND SELLER**

1. SHIPPING COSTS, IF OFFERED IN THE PRICING CHART, ARE BASED ON LOCAL FREIGHT FORWARDERS QUOTES AND MAY CHANGE WITHOUT NOTICE. THESE ARE QUOTES ARE OPTIONAL. IF BUYER CAN FIND CHEAPER PRICES FROM LOCAL OCEAN LINERS, BEFORE OR DURING THE PROJECT, SELLER WILL COOPERATE IN TURNING OVER THE SHIPPING RESPONSIBILITIES TO BUYER'S FREIGHT LINES.
2. KITCHEN AND BATHROOM FIXTURES, APPLIANCES AND MATERIALS ARE OPTIONAL.
3. ONE TIME COSTS, WHICH HAVE NOT BEEN ADDED ON THIS PROFORMA, ARE. (IF ADDED PLEASE IGNORE THIS PARAGRAPH)

A. TRAINING FEES (AND ASSOCIATED EXPENSES).

B. SPECIAL TOOLS COSTS, AND

C. STORAGE COSTS AT THE JOB SITE.

CUSTOMER MAY WANT TO ADD THE COST OF CONSTRUCTION OF ONE OR TWO LARGE WAREHOUSES FOR THE PROJECT, WHICH MAY LATER, CAN BE USED FOR OTHER PURPOSES. JOB SITE WILL ALSO NEED SMALL OFFICE FOR ENGINEERS AND SUPERVISORS WORKING AND STUDYING THE CONSTRUCTION DRAWINGS.

### **GENERAL UNDERSTANDINGS AND DISCLAIMERS**

1. The customer's local builder will provide site work, concrete slab, and rough connections for the sewer; rough plumbing, electrical and gas systems.
2. Construction drawings for the kitchen and bathrooms will be provided by American steel Frame Housing, Inc. if appliances and fixtures for these rooms are purchased from ASFH.
3. The local builder and his engineers who are familiar with the local codes and requirements will provide drawings for the electrical and plumbing systems.
4. Electrical outlets, switches, plumbing connections and pipe, lighting paint, flooring or mechanical parts which are REQUIRED TO BE compatible with the locally available appliances and accessories will be provided by customer's local builder.
5. Parties understand that all items described in this program can be substituted with similar or better qualities if one manufacturer fails to supply on time.  
Revisions and changes on designs and engineering are allowed subject to approval of both buyer and seller.

**ONE TIME FEES:**

1. **ENGINEERING:** Upon acceptance of the above proposal, as is or revised, THERE WILL BE A ONE TIME CHARGE FOR THE ARCITECTURAL, VISUAL PRESENTATION AND ILLUSTRATIONS, AND ENGINEERING SERVICES (IF APPLICABLE). This fee will be paid from the 33.3% deposit received.
2. **CONSTRUCTION OF THE INITIAL UNIT(S) AND TRAINING:** It is understood by all parties that ASFH's core function in this program is to engineer, fabricate and provide the necessary materials for the construction of affordable homes. A local contractor will construct the major portion of these homes. To contribute to the accomplishment of this goal American Steel Frame Housing, Inc. will develop an effective installation-training program for the local builder and his workers. This program will last a maximum of 30 days, with a 6 workdays and 1 rest day a week schedule, including the travel time considered as work day. The goal of the program will be to train builder's construction engineers and experienced workers themselves to be trainers.
3. These trainers in turn will train builder's other workers. During the training period ASFH Engineers and trainers will be paid as follows: Engineers: 775/day, Job Supervisors \$575/day, Trainers \$475/day for 6 days a week. Additional to these professional fees the following expenses will also be covered by the customer: Travel expenses, food and lodging, local transportation, communication with ASFH offices, its manufacturing offices and suppliers and family, laundry and dry cleaning costs and medical expenses if needed. In the event of bad weather, or delays caused by conditions outside the control of ASFH, regular payments will still apply.
4. **PRE-CONSTRUCTION PROJECT SITE VISIT:** If required or needed by the customer ASFH engineers will be happy to visit the proposed construction sites. Above listed fees and charges apply.
5. **SPECIAL TOOLS AND EQUIPMENT:**  
Construction of these homes will require special tools. ASFH representative will prepare a list of required tools for customer's representative. After determining the items available locally, unavailable items will be purchased, packed and prepared for shipment to job site by the ASFH representative. As a courtesy ASFH will provide THE TOOL SET UP service at the actual purchase cost of the items. Boxes containing the special tools will be included in the first group of containers to be shipped.
6. **STORAGE FOR THE MATERIALS AND EQUIPMENT:**  
Multi unit projects require large covered storage spaces, storage and warehouse clerks, and security personnel. Job site conditions may require forklifts and trucks to bring the materials needed from the covered warehouses to each building site every morning before the arrival of the construction crew. Moving and cleaning equipment, dumpsters for the trash and debris will be necessary for speedy completion of the buildings. We will be happy to discuss these issues and requirements and help the local contractors be ready before the commencement of the project.

Parties read and understood the estimate/proposal details listed above and signify their approval with their signatures below.

\_\_\_\_\_  
AUTHORIZED SIGNATURE, BUYER Title

\_\_\_\_\_  
Verification of the authority by Local Notary Public

PRINT NAME:

\_\_\_\_\_  
CUSTOMER

SELLER'S AGENT  
SAVAS ATVUR, PRESIDENT

*Authorized Signature*

STEEL FRAME HOUSING US, INC.  
4744 N. ROYAL ATL DR. SUITE B-1., TUCKER, GA 30084, USA  
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