

NICHOLS BROS. STONEWORKS™

Thank you for your interest in our company and our products. For almost 20 years Nichols Bros. Stoneworks has been manufacturing the highest quality reconstituted stone planters, garden ornaments and site furnishings in classic European and contemporary designs. In 1998 we were granted the license to be the exclusive manufacturer of the Frank Lloyd Wright Collection® of stone vases and garden ornaments. Our products offer exceptional, old world style, quality of material and design at domestic prices. Our craftsmen hand cast each piece of stoneware at our facility north of Seattle.

In Europe, dry cast stone has been around for centuries and had proven to be a quality, durable and most attractive alternative to other materials such as terra cotta, clay, and fiberglass or plastic. The nature of our stone gives it a number of advantages for use in garden and architectural applications, such as its propensity to age and patina like natural stone. The materials ability to be cast into virtually any shape and still reveal extraordinary detail allows our skilled mold makers and production craftsmen enormous design possibilities.

Two decades of experience have also enabled us to experiment with and improve our mix designs and curing methods to give our stone greatly increased strength, weather tolerance and resistance to abrasion. We also reinforce our larger planters with galvanized aircraft cable to prevent cracking. These enhancements allow us to offer a 10-year warranty against product failure.

Our wide range of products is available in 5 standard colors, Limestone, Cream, Tan, Terra Cotta and Pewter. Items on the following pages are shown in these various colors. If color samples are desired please contact us and we will send them. Custom colors and color matching are also available for a 20% upcharge.

With our in house mold shop we are constantly working on new models and sizes, and have the ability to create custom pieces on an individual quote basis.

All of our items are securely crated on site to insure damage free delivery anywhere in North America.

Please enjoy this opportunity to view the enclosed information, and feel free to give us a call or e-mail with any questions you may have. The whole team at Nichols Bros. Stoneworks looks forward to serving you with your stone garden ornament needs.

Sincerely,

D.R. Hendel
Nichols Bros. Stoneworks

NOTABLE INSTALLATIONS

Disneyland Hotel
Calumet Farms
Cinderella's Castle, Disney World
Bass Residence
Newport Coast Development
Benaroya Hall
Bill Gates Residence
Myrtle Beach Country Club
Guggenheim Residence
Governor Hotel
Ralph Lauren Stores
Hyatt Towers
Ocean Reef Club
Pepsi Corporation
Sumitomo Fudosan Model Home
Seattle Art Museum
Burlington Country Club
Paul Tagliabue Residence
Stouffer Madison Hotel
Agnes Bourne Residence
Spanish Embassy
Chevron Corporation
Oprah Winfrey Residence
Ritz Carlton Hotel
Vintage Plaza Hotel
Takayama Resort/Hotel Assoc.
Sheraton Palace Hotel
Nordstrom

Saikaibashi Corazon Resort
Berringer Winery
Marriott Hotels

Ken Griffey, Jr. Residence
Jay Buhner Residence
Marriott Convention Center
The Atrium at Clearwater Square
The Bellagio Hotel
The Mirage Hotel
The Trump Hotel and Casino
Massachusetts Inst. Of Technology
Whistler Resort
Pan Pacific Hotel
The Seattle Times

California
Kentucky
Florida
Texas
California
Washington
Washington
South Carolina
New York
Oregon
California, New York
Washington
Florida
New York
Japan
Washington
California
Maryland
Washington
California
Washington, DC
California
Indiana
Illinois
Oregon
Japan
California
Illinois, Washington,
New York, New Jersey
Japan
California
California, Pennsylvania,
Washington, Austria (Vienna),
Germany (Leipzig)
Washington
Washington
Pennsylvania
Florida
Nevada
Nevada
New Jersey
Massachusetts
Canada
Canada
Washingotn

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Pricing

All items are shown with retail prices including crating necessary for shipping. Discounts are available to the trade and will be reflected on your price list, if applicable. Prices are F.O.B. Snohomish, Washington.

Terms

In most cases a 50% deposit is required to initiate orders, with the balance due before delivery. Customers with a long-term relationship with Nichols Bros. Stoneworks may apply for special terms, granted at Stoneworks' discretion. Custom orders require 100% payment for mold work, and 50% for casting costs. We accept all major credit cards.

Order Procedures

We ask that all orders be confirmed in writing to avoid errors and or duplication. Upon receipt of deposit a sales order will be generated by Nichols Bros. Stoneworks and will act as the order confirmation and begin production. At this point no changes can be made without Stoneworks' written approval, as all products are made to order.

Any order cancellations made after production has begun will be subject to a 25% restocking fee. Any order cancellations on custom orders will be charged a 100% restocking fee.

Production Time

Based on the individual order, an estimate of production time will be quoted. We make every effort to keep our lead-times to a minimum. For most orders a lead-time of 2-3 weeks from order date to ship date can be expected. This is because our pieces need 10 days curing time after casting to achieve the strength to withstand shipping conditions. On large quantity orders, or those requiring custom mold work, our lead-time is typically 4-6 weeks.

Shipping

All shipments are freight prepaid unless other arrangements are agreed to by Nichols Bros. Stoneworks. We have negotiated very favorable freight rates with several carriers, and, at our discretion, select the best method and carrier for shipping. All merchandise is carefully inspected prior to packaging and again when given to the carrier. At that point the carrier assumes responsibility for safe delivery. When delivered, it is the obligation of the recipient to inspect the condition of the shipment for signs of damage. All apparent shipping damage or shortages must be noted on the delivery receipt. The purchaser must report any shipping damage/shortage to the carrier within five days. Nichols Bros. Stoneworks should be contacted for filing and handling of the claim. Many shipments require a lift gate equipped trailer, and notification of the delivery. This information should be conveyed to Stoneworks at the time of ordering. Some of our larger pieces require a forklift for unloading and it is the responsibility of the customer receiving the product to arrange for such equipment.

Installation and Maintenance.

Proper installation is very important in allowing our containers and garden ornaments to perform as designed. The pieces are heavy and a solid, level surface is required for most installations. Though these items are heavy and durable, they have an aspect of fragility to them, especially the corners and sharp edges. Pry bars, hand trucks, tools and chains must be very carefully employed.

A very important factor in planter performance is drainage. Our planters are made with drain holes and they must be utilized.

With every order we ship installation instructions and small rubber squares to act as spacers or pot feet. These are to lift the bottom of the planter 1/4" - 3/8" off the ground to allow proper drainage. If water is allowed to collect in the container it can lead to efflorescence and in extreme cases of ice buildup, can cause the planter to crack.

We now manufacture saucers to match most of our planter line, and they are an effective way to both insure proper drainage and prevent unsightly runoff.

For multiple piece planters it is recommended to secure the base of the planter to the bowl with an epoxy, caulk or waterproof masonry mortar. This will prevent water from draining down the outside of the base and discoloring it.

All of our cast stone pieces will age and patina much like cut sandstone. For those who desire this effect, do nothing, and the natural moss and lichen will make your garden ornaments look like family heirlooms in just a few years. Others wishing to keep a new look can wash them with a water/bleach or a water/muriatic acid solution. These should be applied very carefully so as to not "burn" the surface of the piece. Pressure washing can also be an effective cleaning method, but again care should be taken so as not to damage the surface of the stone.

Warranty

Because of our improved mix design and integral reinforcing, we offer a 10-year limited warranty on our cast stone products. The warranty is limited to manufacturers defects and does not cover damage from mishandling, collision or other misuse. In the event of a warranty claim, Stoneworks' liability shall be limited to the value of the pieces covered. Nichols Bros. Stoneworks shall have the option to replace such covered pieces if it chooses.

In many cases of minor damage, repair of the item can be effective. We are able to send a patch kit, with simple instructions, allowing many damaged pieces to be repaired.

Fountains and Fire Features

It has become very popular to utilize many of our designs as fountains or as fire features. This can be done if proper measures are taken.

For fountains, we prefer to use a slightly denser mix design when we cast the piece. It is also preferable to adapt the drain holes to accommodate the necessary inflow and outflow. This involves casting the plumbing connections into the piece. After casting we seal the fountain pieces with three coats of a custom blend sealer. Because of this sealing process, an extra week or two lead-time is customary with fountain orders.

Fire features have different requirements. Our cast stone material cannot handle the heat generated by a wood or charcoal fire. It will form cracks. Natural gas or propane is the only acceptable source of flame for these elements. Even then, it is necessary to direct the flame away from the stone and limit the amount of actual heat. When installed in this manner, several of our planters make for a beautiful fire feature. As with the fountains, it is desirable to make the modifications necessary to adapt fire features prior to casting. This saves drilling and patching later, and gives a much cleaner look. Because we cannot control the installation and conditions of use for fire features, our standard 10-year warranty does not apply to such usage.

Specifications

Cast stone is a concrete based building material manufactured and molded to simulate natural cut stone. Our dry cast products are made from zero slump concrete, using the Vibrant Tamp Method, in a rigid mold, until it is densely compacted. The raw materials used in our product are Portland cement, Type I, white or gray, multi-sized aggregates of manufactured or natural sand, inorganic iron oxide pigments (when required for coloring), approved admixes (poly-plex and glass fibers) and water. All of our mix designs meet with the standard specifications of the Cast Stone Institute for architectural cast stone.

In our mid-size and larger pieces we reinforce each casting with galvanized aircraft cable. Flat surfaces and rings are reinforced with rebar or non-ferrous pipe.

Nichols Bros. Stoneworks, Ltd. 20209 Broadway, Snohomish, WA 98296
(800) 483-5720 FAX (425) 483-5721
www.nicholsbros.com

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Many of our pieces display much more impressively when installed on a matching pedestal. We cast these from the same material as the planters so again they are quite stable and not prone to being upset. The shafts of the pedestals are typically hollowed out to reduce weight and allow for drainage when appropriate. If the matching planter is to drain properly, the cap and base of the pedestal will need to be cast with holes as well.

Again, many of these can be made in varying heights, but it is not possible with pieces that have an embossed pattern in them i.e.: the French pedestal, the Avon pedestal or the Oxford pedestal.

Nichols Bros. Stoneworks has been making pier caps, both standard and custom pieces for several years. As with all of our products, they are hand formed in our dry cast mix and add a very distinctive touch to any home, estate or development.

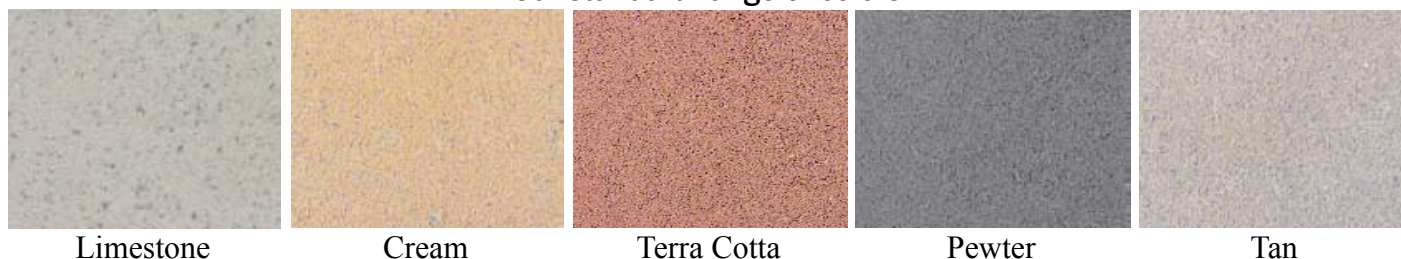
Most often made with a simple peak, they can easily be customized with a flat top to accommodate either a finial or a lamp.

We do have molds for matching wall caps. In instances where a curved wall necessitates a radius casting, the custom mold and the casting costs can often be prohibitive.

After years of requests, we have developed our own formula and molds for saucers. This enables us to make durable, waterproof, sandstone/resin trays that match our planters in color and finish.

Saucers are an excellent way to help homeowners protect their patios and decks and help business establishments protect their clientele from potential slips and falls due to drainage runoff.

Our standard range of colors.



Limestone

Cream

Terra Cotta

Pewter

Tan

Please contact us if you require a custom color finish.

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Pedestals, Pier Caps
& Saucers



Eton Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
12x12	12x12	24	190

French Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
19x19	21x21	33	410

Regency Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
13x13	20x20	8	140

Queen Anne Pedestal

Shown with Residence Vase



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
19x19	21x21	22	280

Art Nouveau Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
15	18	29	280

Columbia Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
24.5	19.5	36	475

Deco Base



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
12x12	13.5x13.5	8.25	110

Deco Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
12x12	13.5x13.5	42	380

Arthur Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
19x19	21x21	55	550

Oxford Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
19x19	19x19	46	625

24x24 Plinth



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
24x24	24x24	14	450

Avon Pedestal



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
25x25	26x26	36	775

Saucers



Please contact our office for saucer information including appropriate saucer sizes for each individual planter.

20" & 24" Pier Caps



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
20	16.25	8	165
24	19.5	8	215

29" Pier Cap



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
29	26	5.5	250

28" Pier Cap



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
28	24	7.5	350

31" Pier Cap



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
31	31	4	240

24" Pier Cap with Ball Finial



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
24	19.5	20	240

23 1/2" Pier Cap



<u>Top</u>	<u>Bottom</u>	<u>Height</u>	<u>Weight</u>
23.5	22	4.25	145