



**VERMONT  
TIMBER  
WORKS**  
INCORPORATED

Mr. Stanley Isbitski  
P.O. Box 25  
Mendham, NJ 07945

December 8, 2000

Dear Stan:

Thank you for taking the time to visit our shop, and for your continued interest in our company. After speaking with you last night on the phone, I have enclosed a budgetary proposal with several different options from which to choose.

I have included the option of delivery only, however, please remember that the same crew responsible for the layout and cutting of your frame, would be the same crew sent for assembly and erection. This is usually the most cost effective way to erect your frame, since the crew has the equipment and tools necessary to erect your frame, and is familiar with the shop drawings during the fabrication phase.

If you would like to hire an architect, Stephen Moore, AIA of Flannel Shirt Architects, is currently working with us on a large frame for our clients in Somers, CT. His address is 85 Harvest Lane, Shelburne, VT 05482 (802) 985-9815. Vermont Timber Works, Inc. would design all of the timber frame portion of your home.

If our proposal is acceptable, please contact me to coordinate another shop visit or phone meeting with Doug Friant, who will be responsible for the design of your timber frame. He has viewed your blueprints and revisions, and brochure.

The payment schedule would be as follows: a deposit of \$1,000.00 will reserve your time frame, and preliminary design costs of your frame. From that point, after you have approved the design, I will order your chosen materials. Upon delivery of materials, the second payment would be due. Another payment would be due during shop fabrication, and finally during assembly & erection.

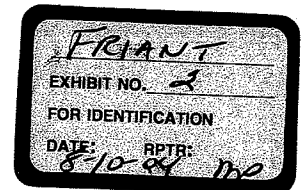
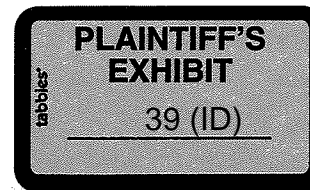
Once you have chosen your wood species, and options, I could be more specific regarding the amounts of each payment.

Finally, if you need to contact me during any stage of your project, I will be available to answer your questions, or I will research and find the answers you need. I will follow this project with you from the beginning to the end, and will be the project manager. You may reach me weekdays between 8:30-5:00 in Springfield, VT (802)885-1917. Or evenings and weekends (603) 542-0958 or on my cell phone (603) 543-7965. Or via e mail [kim@vermonttimberworks.com](mailto:kim@vermonttimberworks.com).

I look forward to speaking with you again soon.

Sincerely,

Kim Hentschel  
Director of Sales & Marketing



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**VERMONT  
TIMBER  
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*Pennsylv  
610 559-7580*

Isbitski Residence Timber Frame  
Salisbury, NH  
Budget Pricing  
December 8, 2000

The following is based upon delivered drawings with revisions during shop visit 12/04/00 and includes:

- Custom cut, planed, Douglas Fir timber frame.
- Traditional joinery - mortise and tenon with hardwood pegs and dovetailed joists.
- One coat of finish.
- Shop drawings.
- Delivery.
- Crane costs.
- Assembly & erection.

*SM*

Budget Price: \$77,500.00

Option:

Above package with oak erected.

Budget Price: \$70,700.00

Douglas Fir package, crane costs, assembly, & erection by others:

Budget Price: \$60,750.00

Oak package, crane costs, assembly & erection by others:

Budget Price: \$53,900.00

All timbers hand hewn add: \$4,500.00

Wall and roof stressskin panels - furnish only:

Budget Price: \$34,600.00

Wall and roof stressskin panels - installed:

Budget Price: \$68,100.00

Notes:

Price is contingent upon final design.

Breezeway and garage not estimated as a timber frame.

We would be happy to work with you from this point forward in designing a timber frame which meets your needs and budget.

*Waiting for offer provided for  
left msg 1/3/01*