

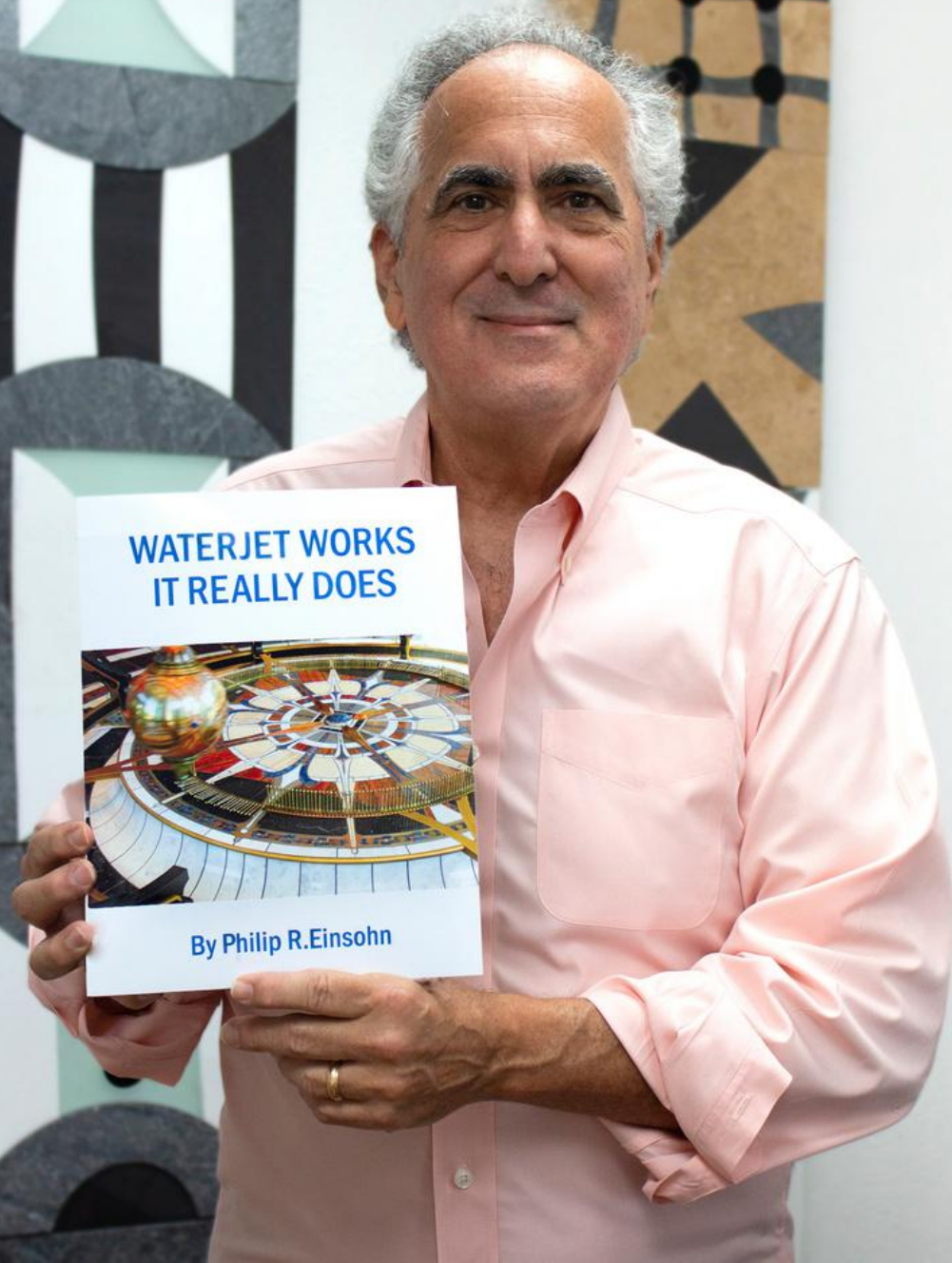
# Vertical Surfaces

Designs by Waterjet Works



WATERJET WORKS

Est. 1999



Philip Einsohn launched Dallas-based Waterjet Works in 1999. He developed it into a unique business focusing on waterjet design for education, health care, hospitality, commercial, residential and interior design, architecture, civic spaces, and public art.







HARD WORK  
&  
RESPECT

#1





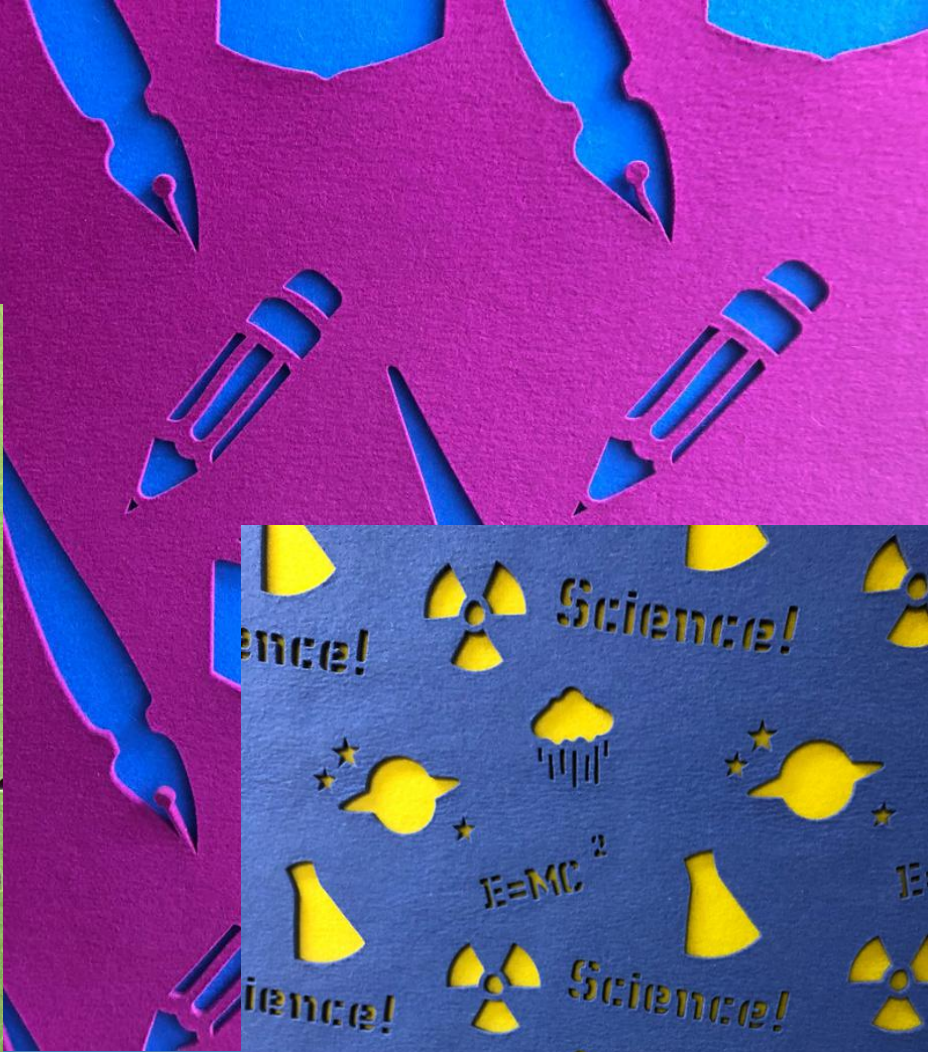
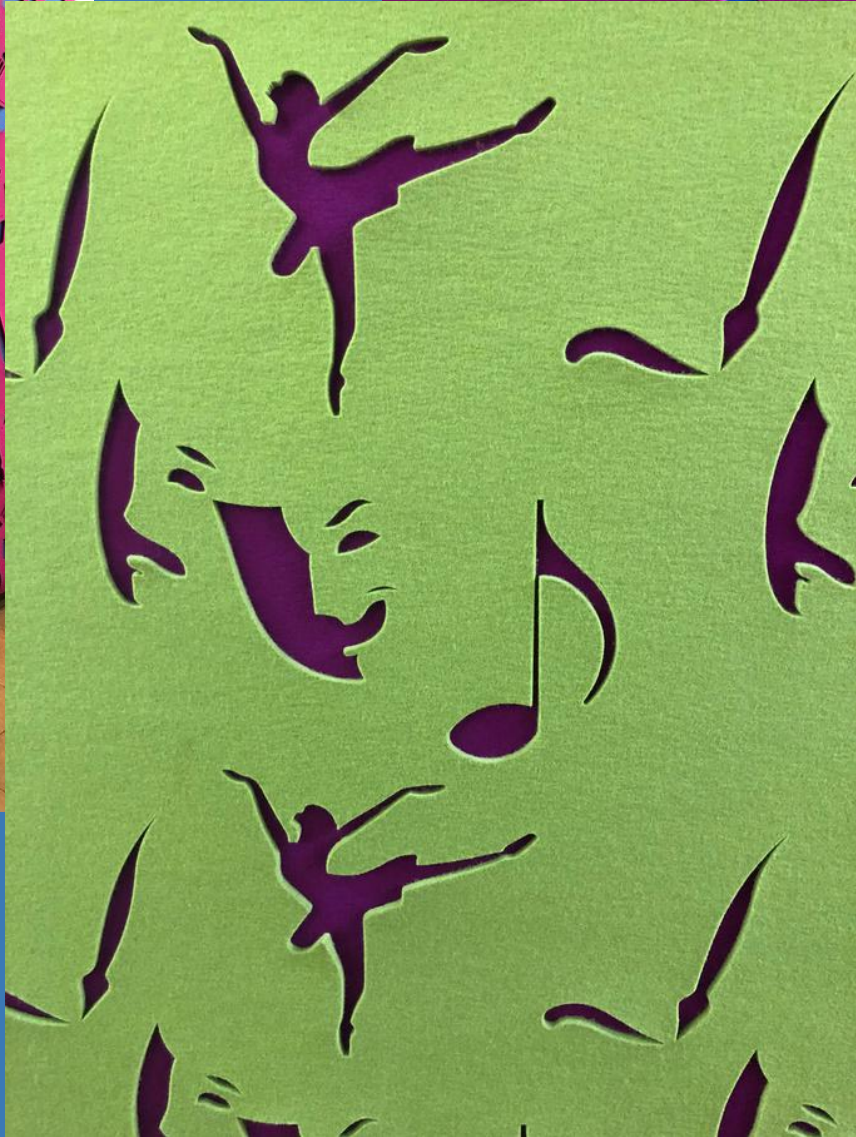


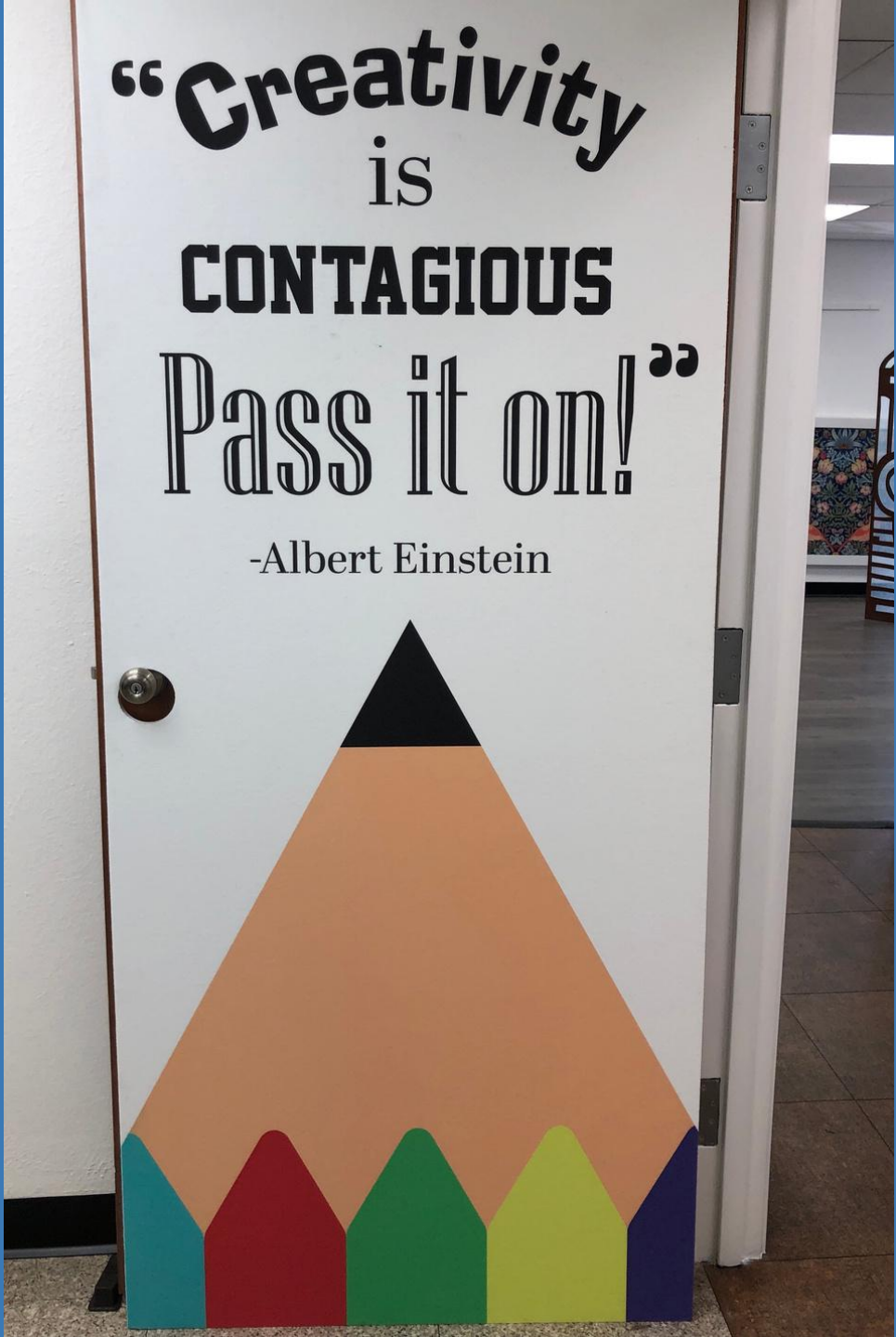




*Luca*



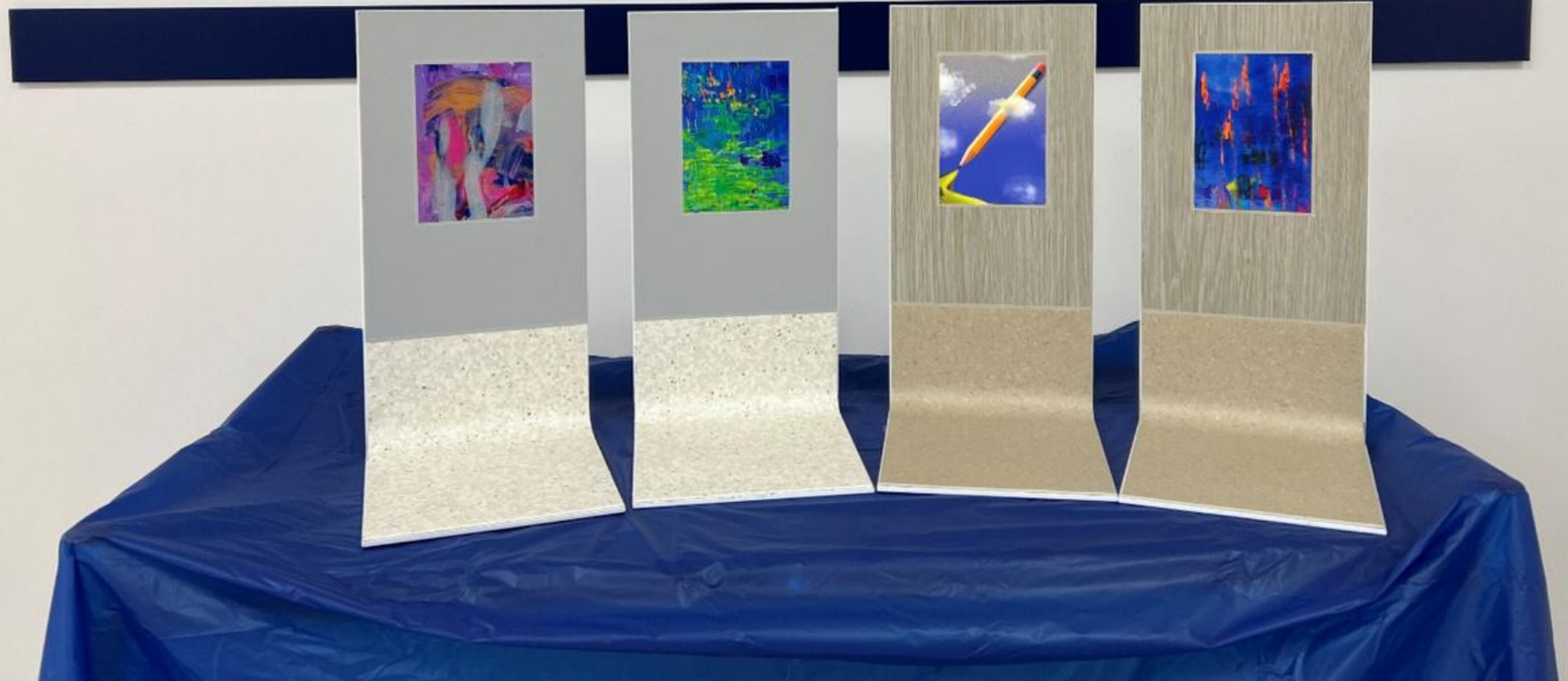




Healthcare  
Wall Art

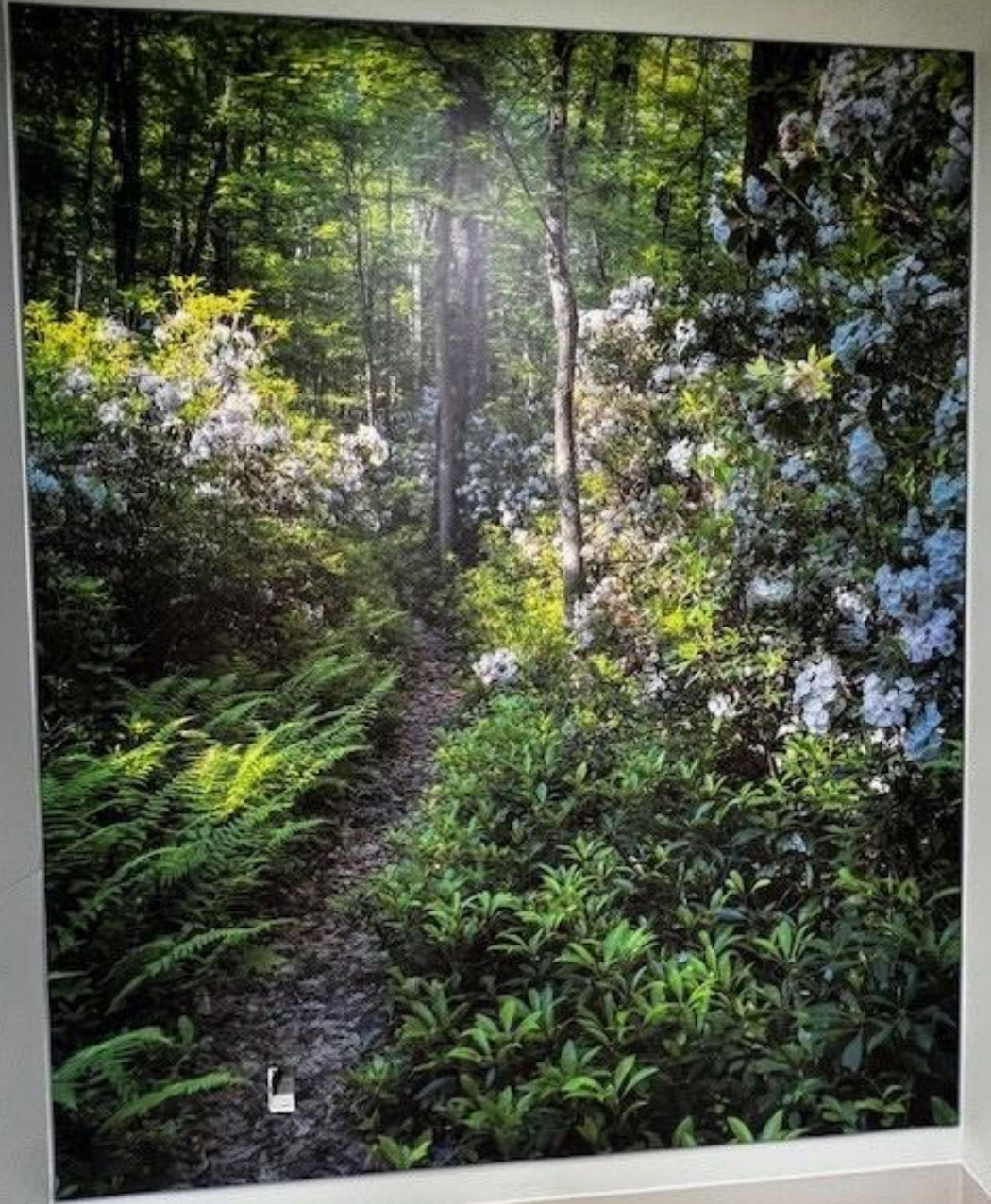
Printed  
and  
Cut  
by  
Waterjet  
Works

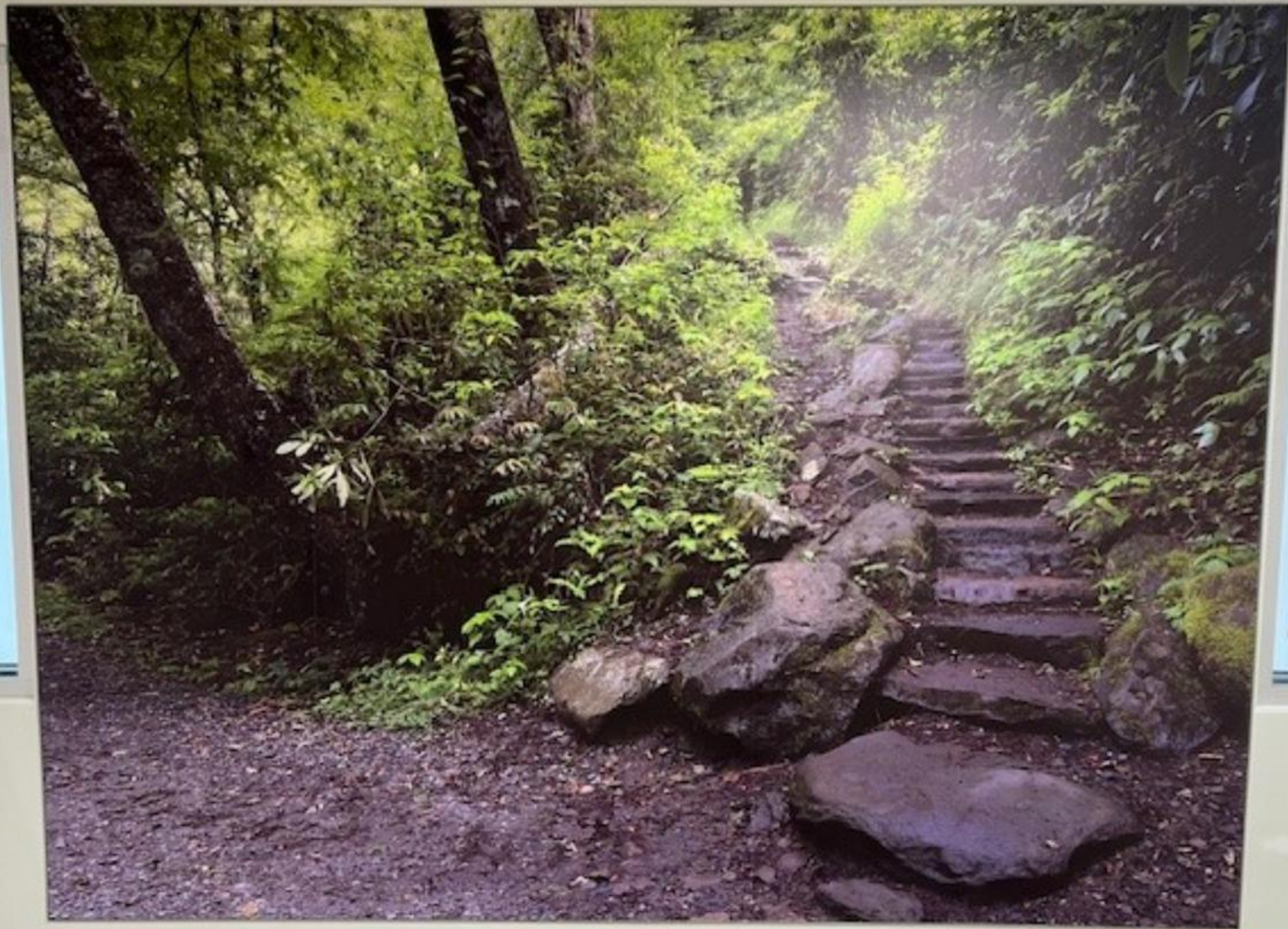
# Gerflor.































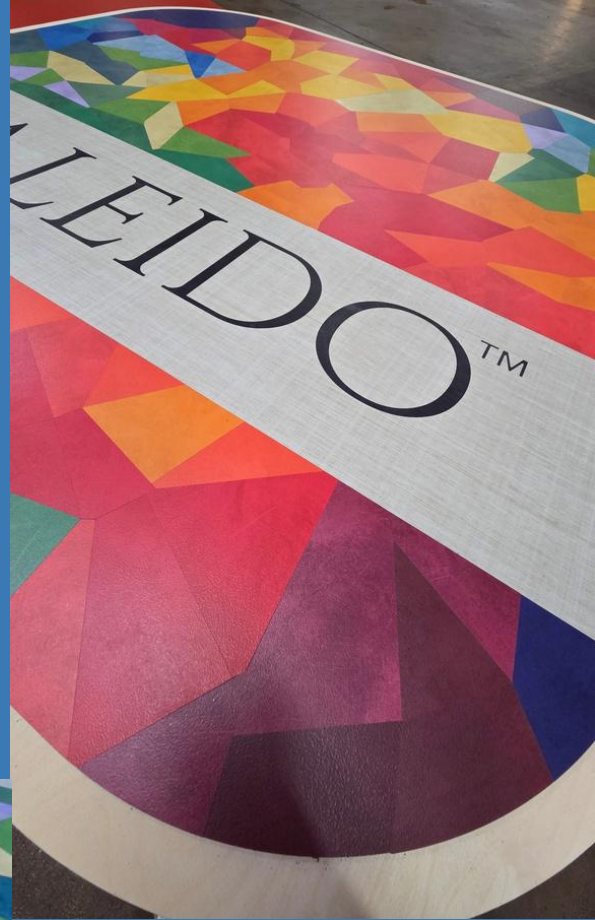


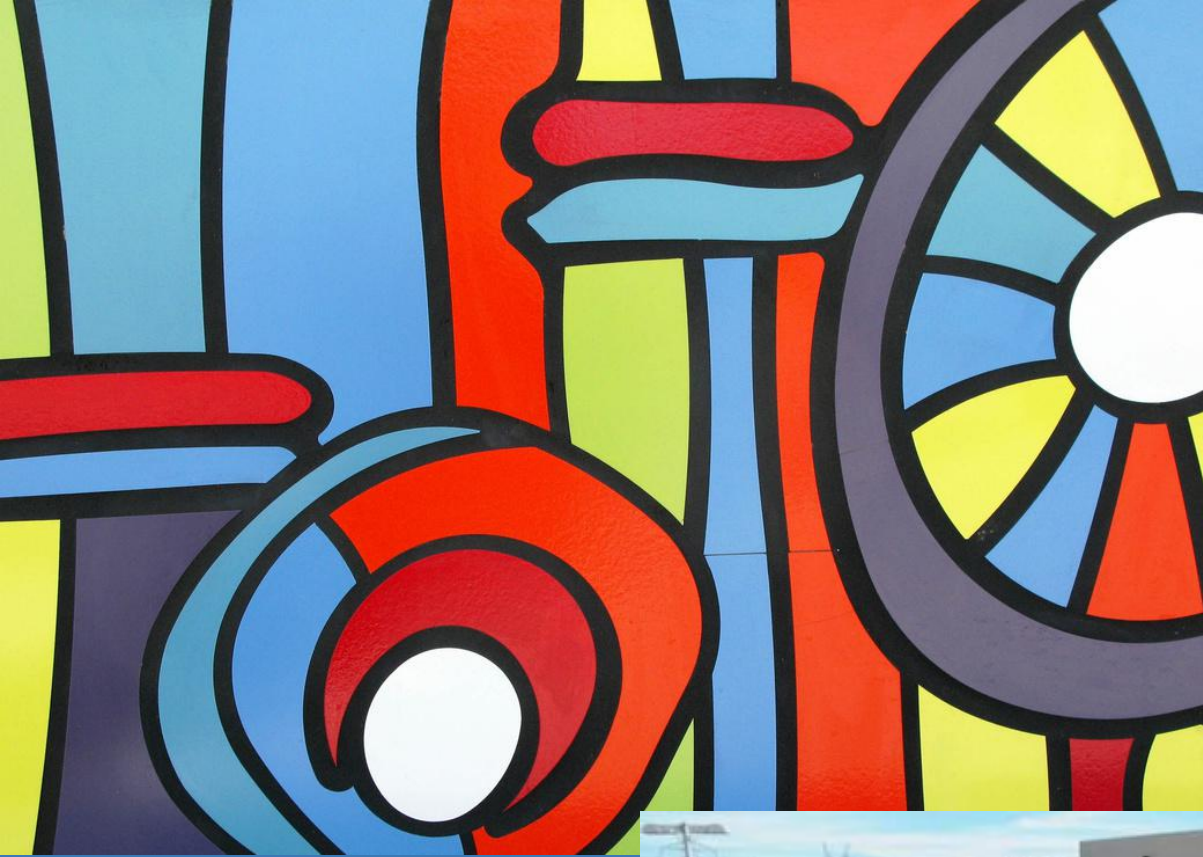


Presented by  
"Hetta" & "Tillie" AHH

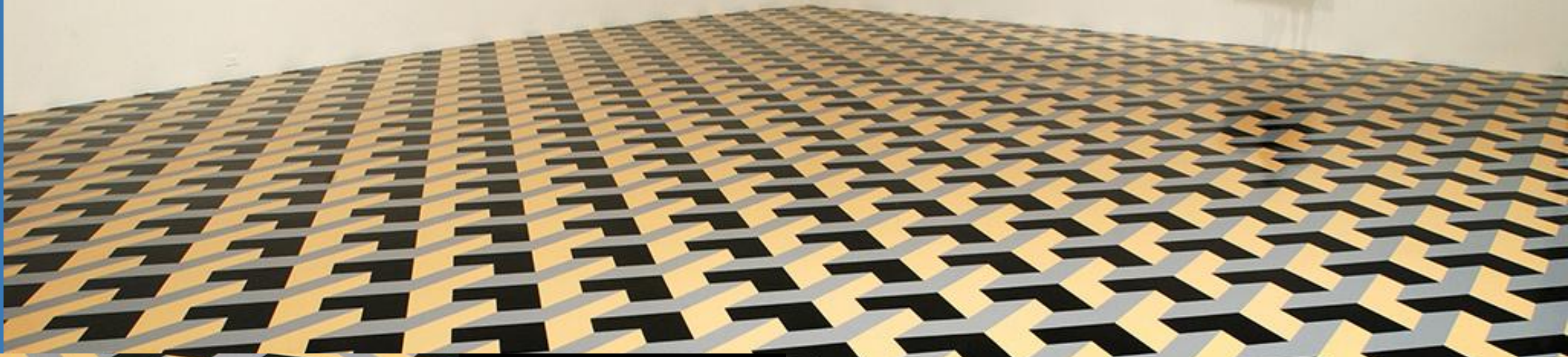


"Hetta" & "Tillie"





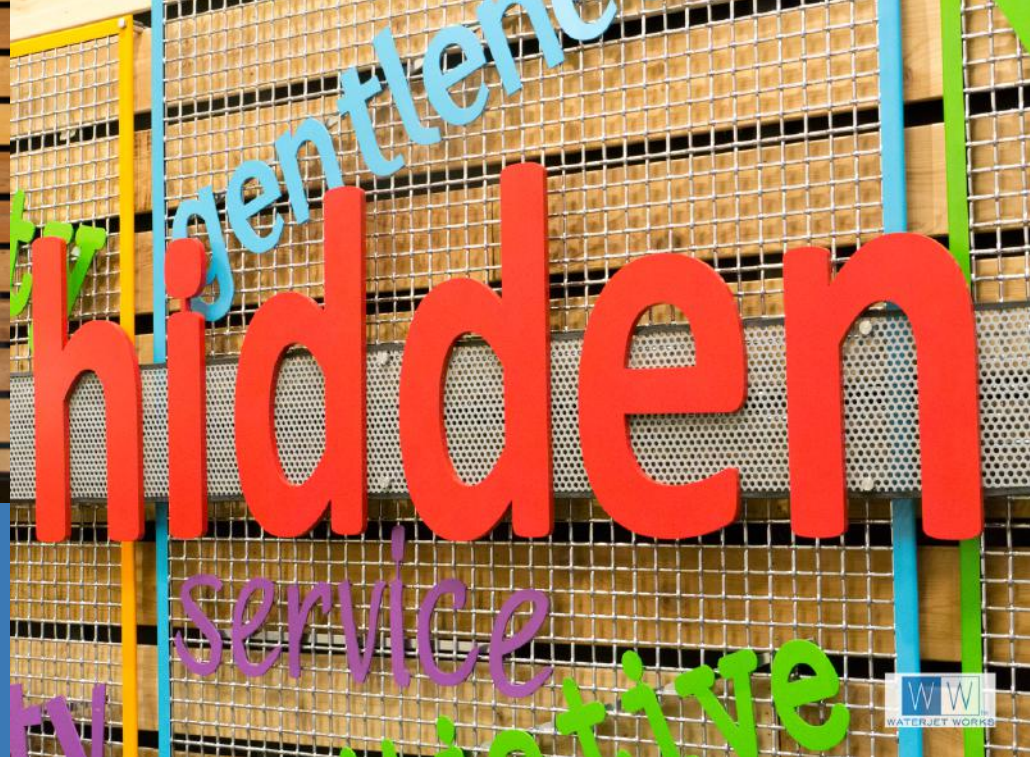


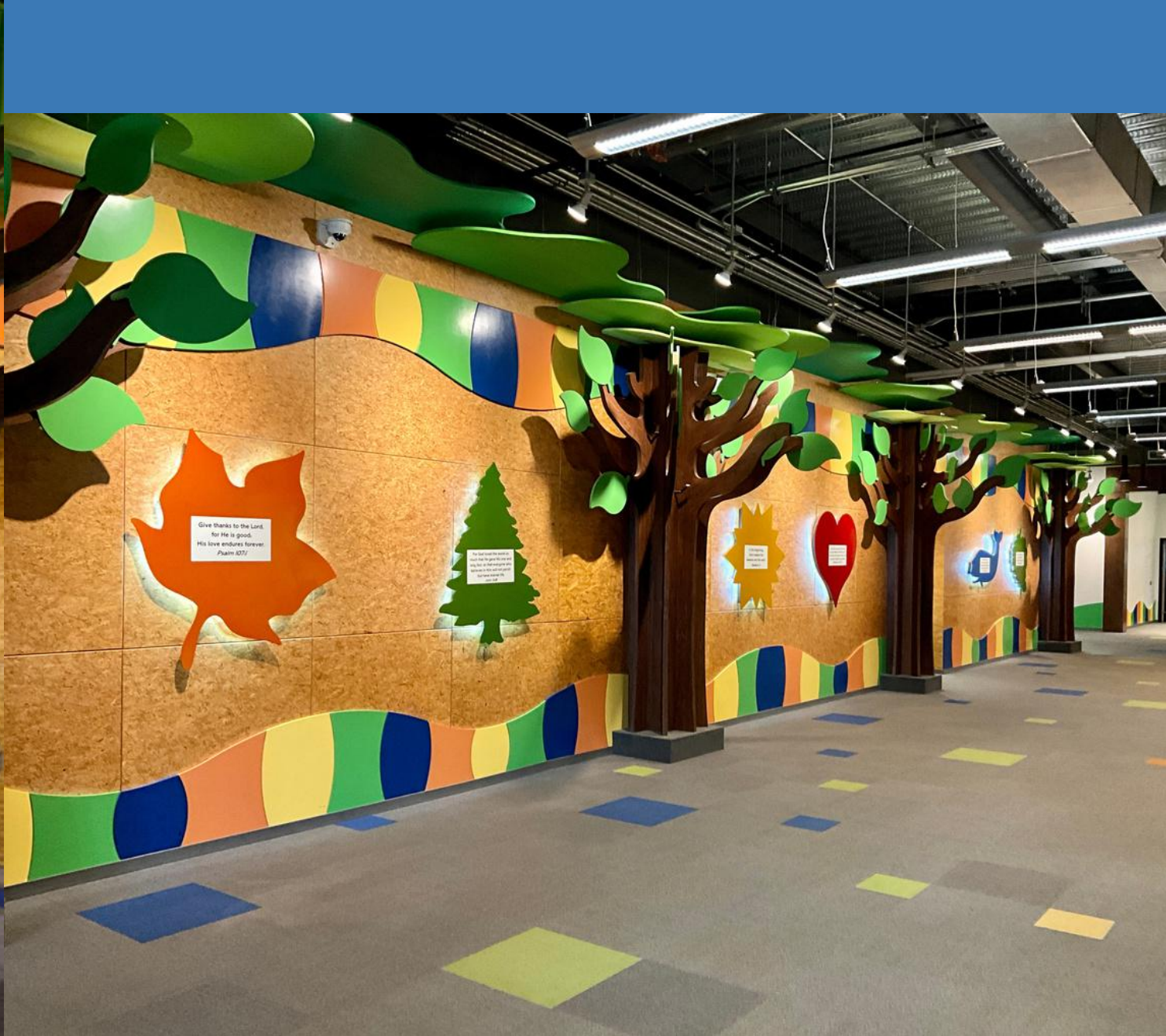


## art & flooring merge

The Wasteland, by Juan Muñoz, was inspired by the T.S. Eliot poem of the same name, required precision cutting of 6,000 individual pieces.


VCT flooring has come a long way...



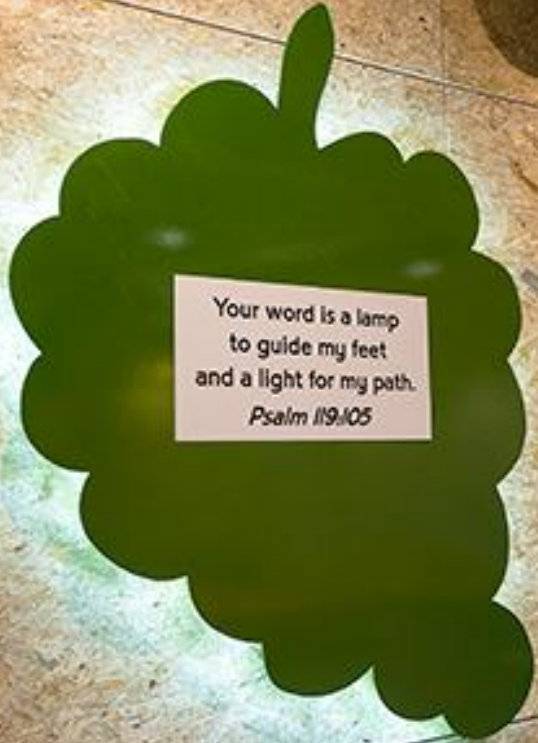


A red, five-petaled flower-shaped sign mounted on a corkboard wall. It contains a short passage of text.

But God showed His great  
love for us by sending  
Christ to die for us while  
we were still sinners.  
*Romans 5:8*

A large blue silhouette of a man, likely Jesus, standing and facing right. A white rectangular sign is attached to his chest.

I am the way the truth,  
and the life  
No one can come to the  
Father except through Me.  
*John 14:6*

A green, cloud-shaped sign with a scalloped edge, mounted on a corkboard wall. It contains a short passage of text.

Your word is a lamp  
to guide my feet  
and a light for my path.  
*Psalms 119:105*





HONOR



creativity



Patience



Enthusiasm

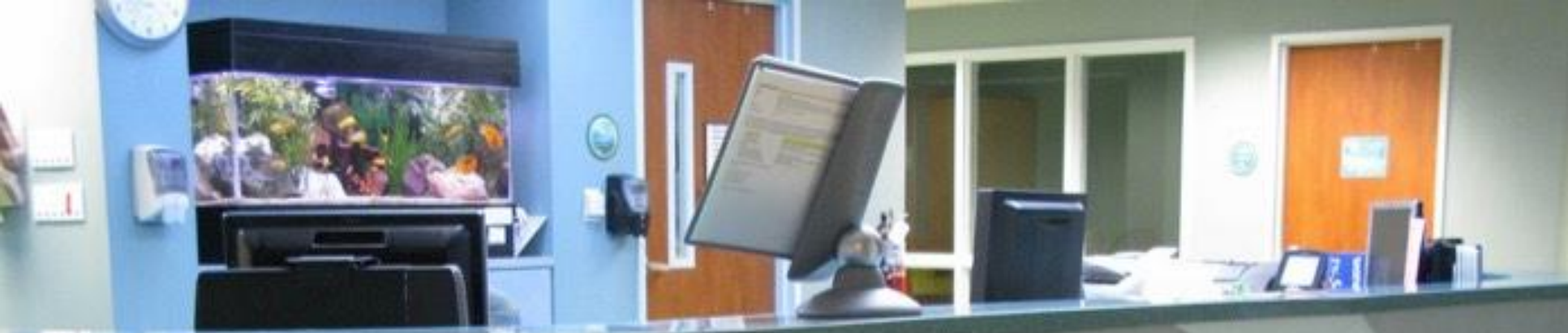


DETERMINATION



















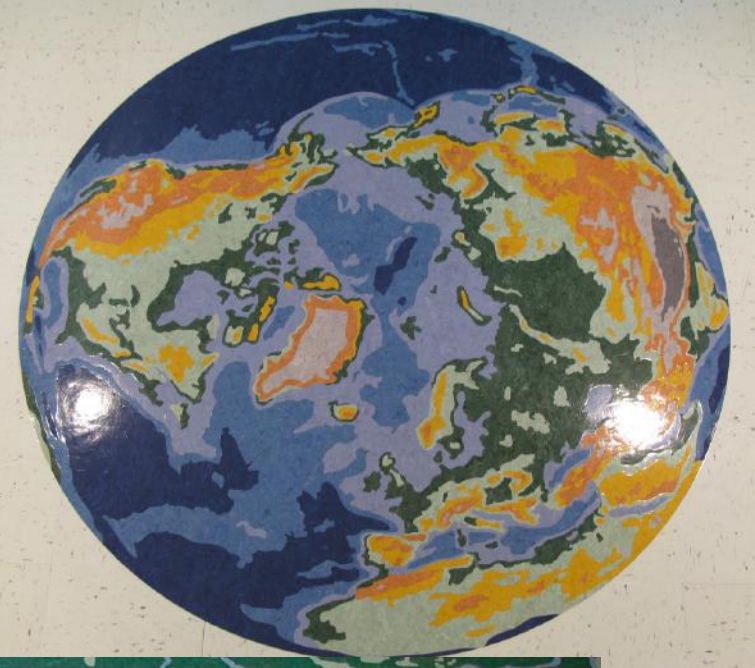


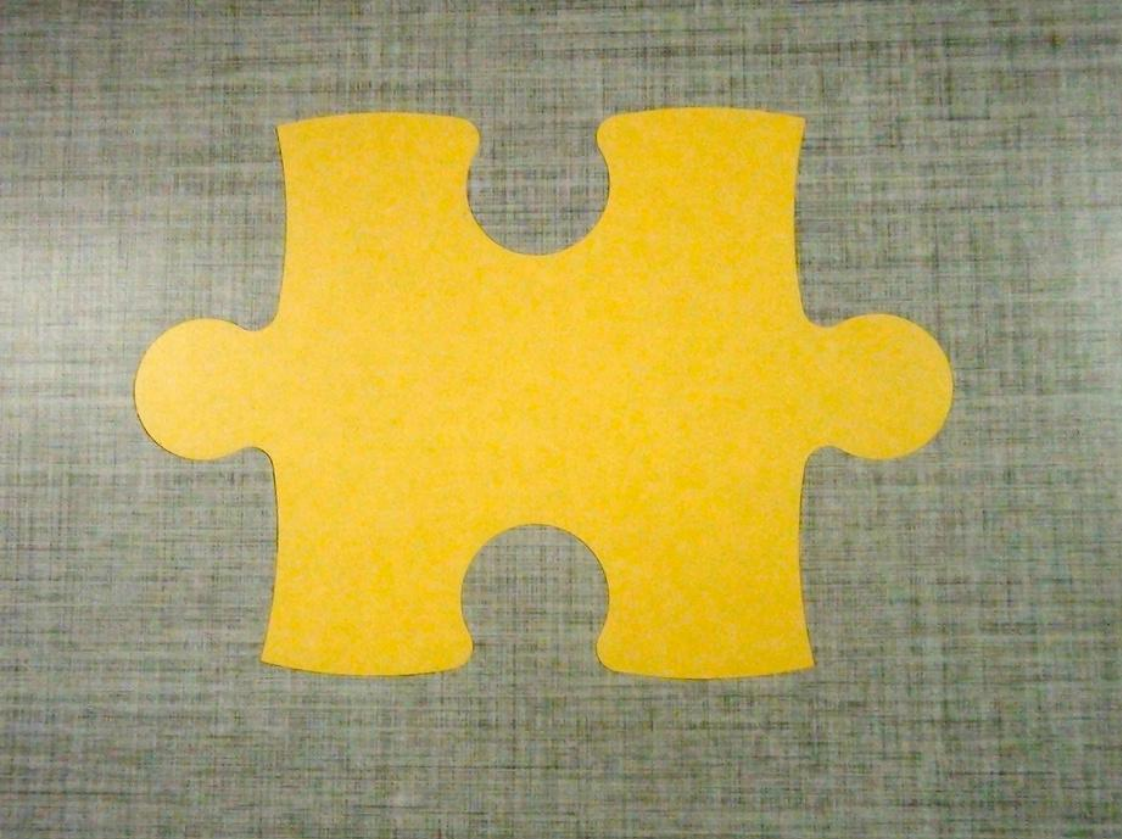












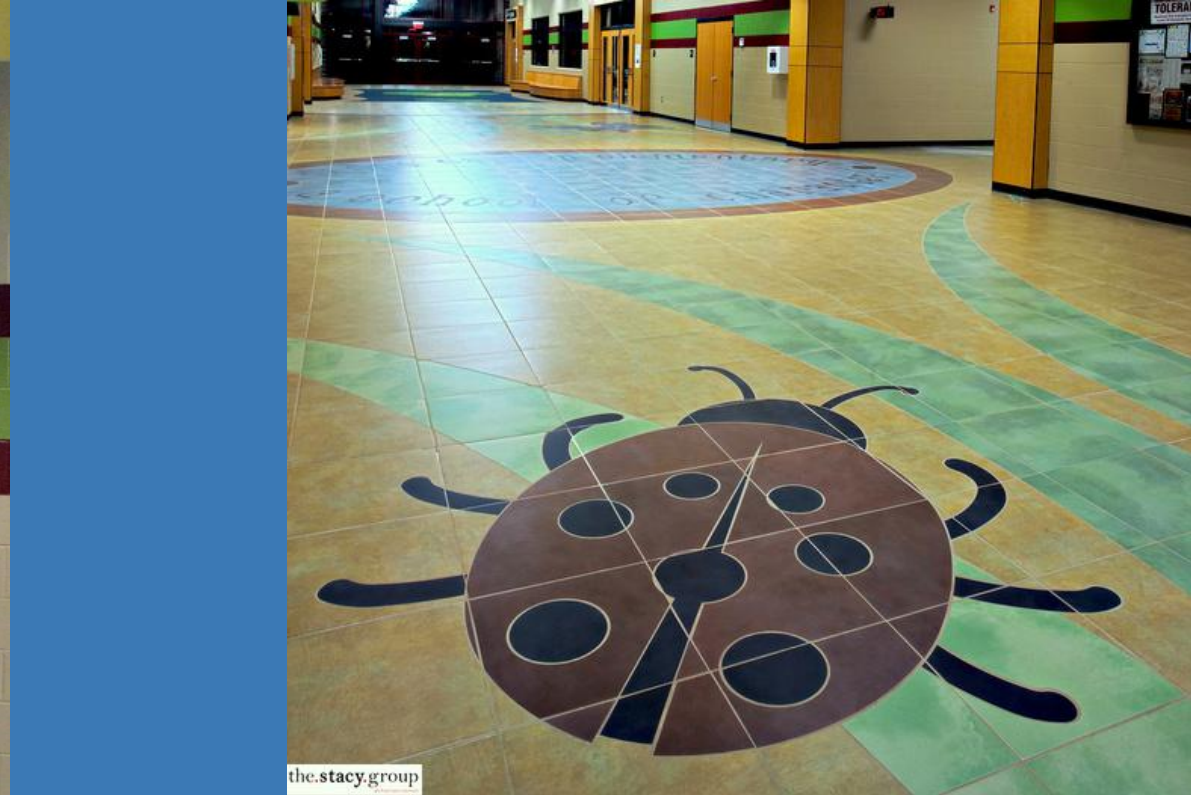


OKLAHOMA





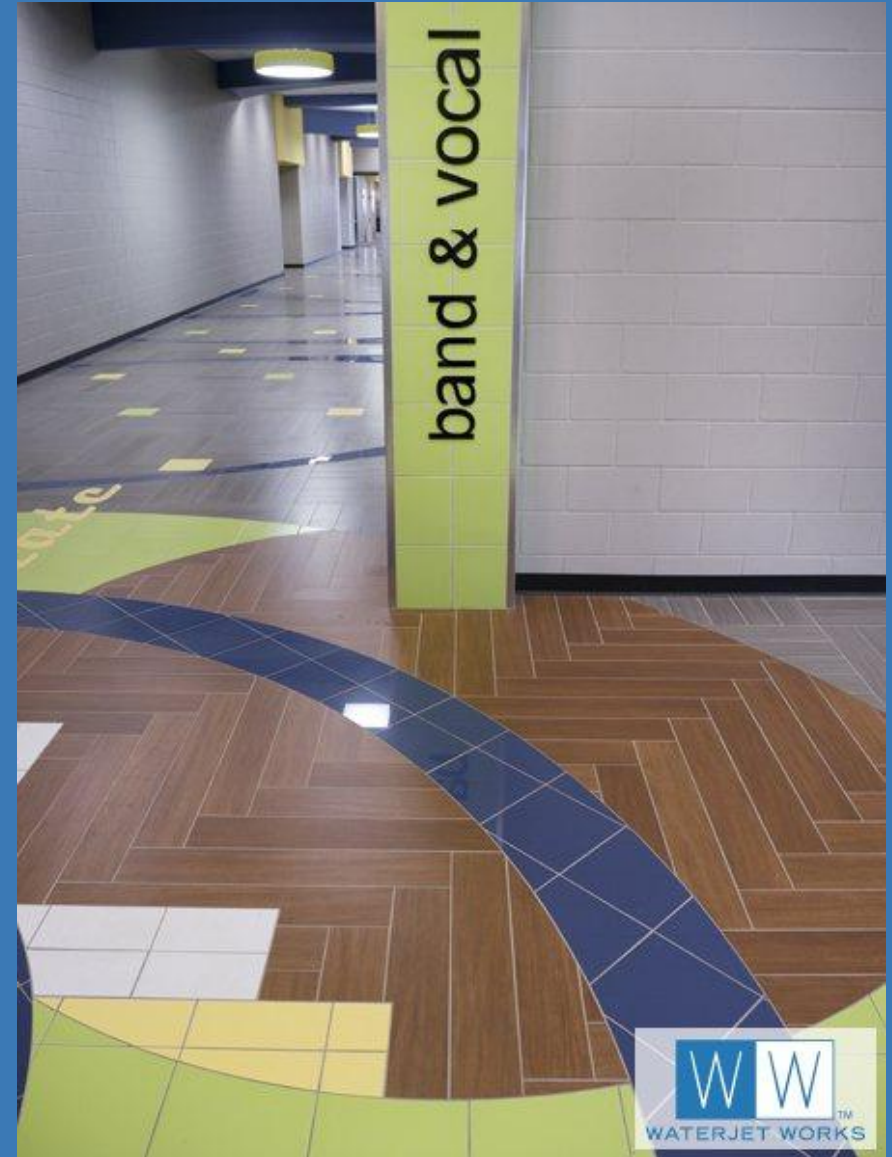




















UNIVERSITY *of* NORTH TEXAS









"Children are our most valuable natural resource."  
- Herbert Hoover



**Every child is an artist,  
the problem is staying  
an artist when you grow up.**

**Pablo Picasso**

*Logic will get  
you from A to B.  
Imagination will  
get you everywhere.*

- Albert Einstein

Teach me  
Involve

is an artist  
is staying  
you gr






Waiting Area made possible  
through the generosity of

Amon G. Carter Foundation







The image shows a close-up of a stone wall with a central rectangular panel. The panel is divided into four vertical sections and features the Neiman Marcus logo in a black, cursive script. The wall is made of light-colored, rectangular stone blocks arranged in a staggered pattern. The entire image is set against a solid blue background.

*Neiman Marcus*



Art Tiles  
by Waterjet Works





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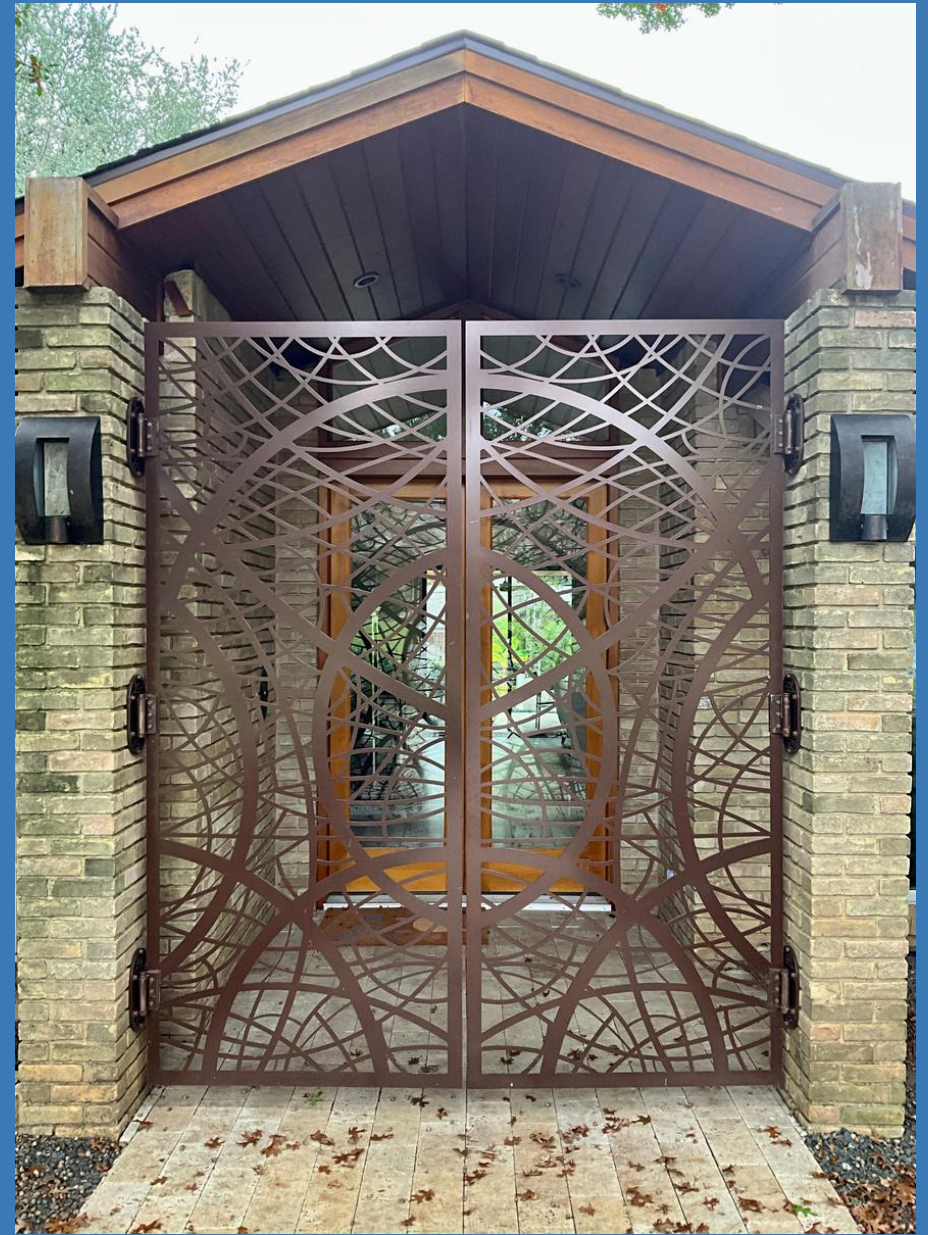










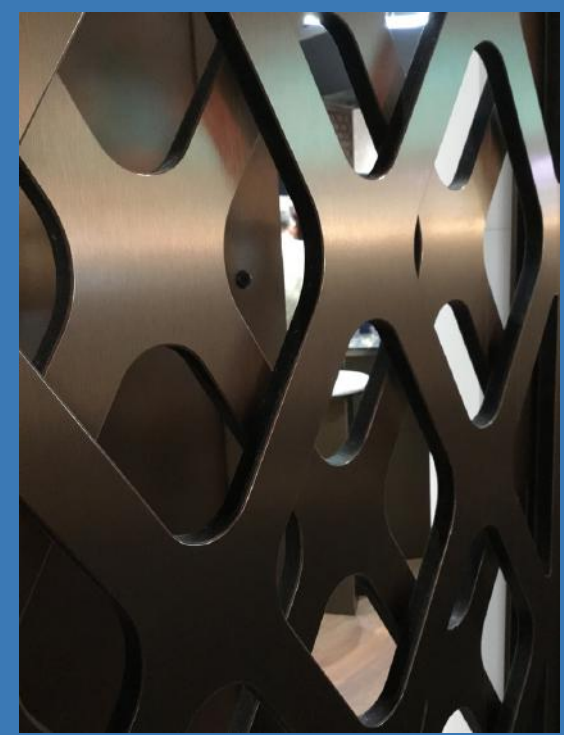








WW  
WATERJET WORKS







111





[Waterjetworks.com](http://Waterjetworks.com)







How does it work?

# How do I request a quotation for my project?

Email [service@waterjetworks.com](mailto:service@waterjetworks.com) and include:

**1. Project Name and related architect/designers.**

**2. Your Address, Phone Numbers, Email.**

**3. How did you hear about us? Referral? Manufacturers? Google?**

**4. Logo Details:**

- Logo dimensions, size, thickness.
- Quantity
- Materials?
- Who is providing materials? Customer Provided or Waterjet Works?
- High-res Artwork / Floor Plan (PDF, JPG, PNG, Autocad, Napkin)
- Will this sit on top of an existing floor or be inlaid?

# What's the process once I've submitted an RFQ?

Step 1: Proposals are usually sent out within 48 hours.

Step 2: When the proposal is signed, Waterjet Works will generate a deposit invoice. Receipt of the deposit will generate an acknowledgment.

Step 3: Receipt of the signed acknowledgment and the deposit begins the approval drawing process.

Step 4: After approval drawings have been internally reviewed we will send for customer's signature.

Step 5: Upon receipt of signed approvals, we will provide material requirements.

Step 6: Upon receipt of materials, we are generally 4-6 weeks from shipping.

Step 7: As production begins, you will receive progress updates and a final invoice.

Step 8: When accounting notifies customer service of receipt of final payment, we will ship your order.

Step 9: Shortly after your shipment is picked up, customer service will send an installation map and tracking number for your shipment. Freight will be quoted only at time of shipping, not up front.

# Sample Proposal

\*\*\*  
crm.zoho.com

Field Incorporated: Yes	Materials: Luxury Vinyl Tile
Grain Direction:	Manufacturer: Patcraft

**Lead Time: 4-6 weeks after receipt of signed approval and materials.**

**Description:**  
Waterjet cutting approx. 10' Diameter Department of Veterans Affairs logo in 9/10 colors of COM Patcraft LVT.

Logo consists of an eagle grasping (2) flags with (5) stars above the eagle. In the outer band there are the words "Department of Veterans Affairs" "United States of America" and a rope band.

**Terms & Conditions:**  
Please Note: Current lead times vary from 4-6 weeks from receipt of materials and signed approval drawings. Waterjet Works will work with you to provide a more focused lead time upon receipt of signed acknowledgment and required deposit. We appreciate your business.

Item	Description	Qty	Unit	Total
1. Luxury Vinyl - Logo	Waterjet cutting approx. 10' Diameter DETAILED Department of Veterans Affairs logo in 9/10 colors of COM Patcraft LVT.  Logo consists of an eagle grasping (2) flags with (5) stars above the eagle. In the outer band there are the words "Department of Veterans Affairs" "United States of America" and a rope band. Plank field is included.  Please Note: Waterjet Works logo must be installed prior to the adjacent field to insure proper placement of planks.	1	\$ 10,645.00	\$ 10,645.00


**Grand Total** \$ 10,645.00

\*\* Please note: WW logo and included field should be installed before the balance of the field. \*\*

\*\*\* Successful installation of your material is predicated on a flat surface \*\*\*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Notice to Proceed Signature and Date  
Please Email Signed Proposal to [service@waterjetworks.com](mailto:service@waterjetworks.com)

 **Thank You!**

**Terms and Conditions**

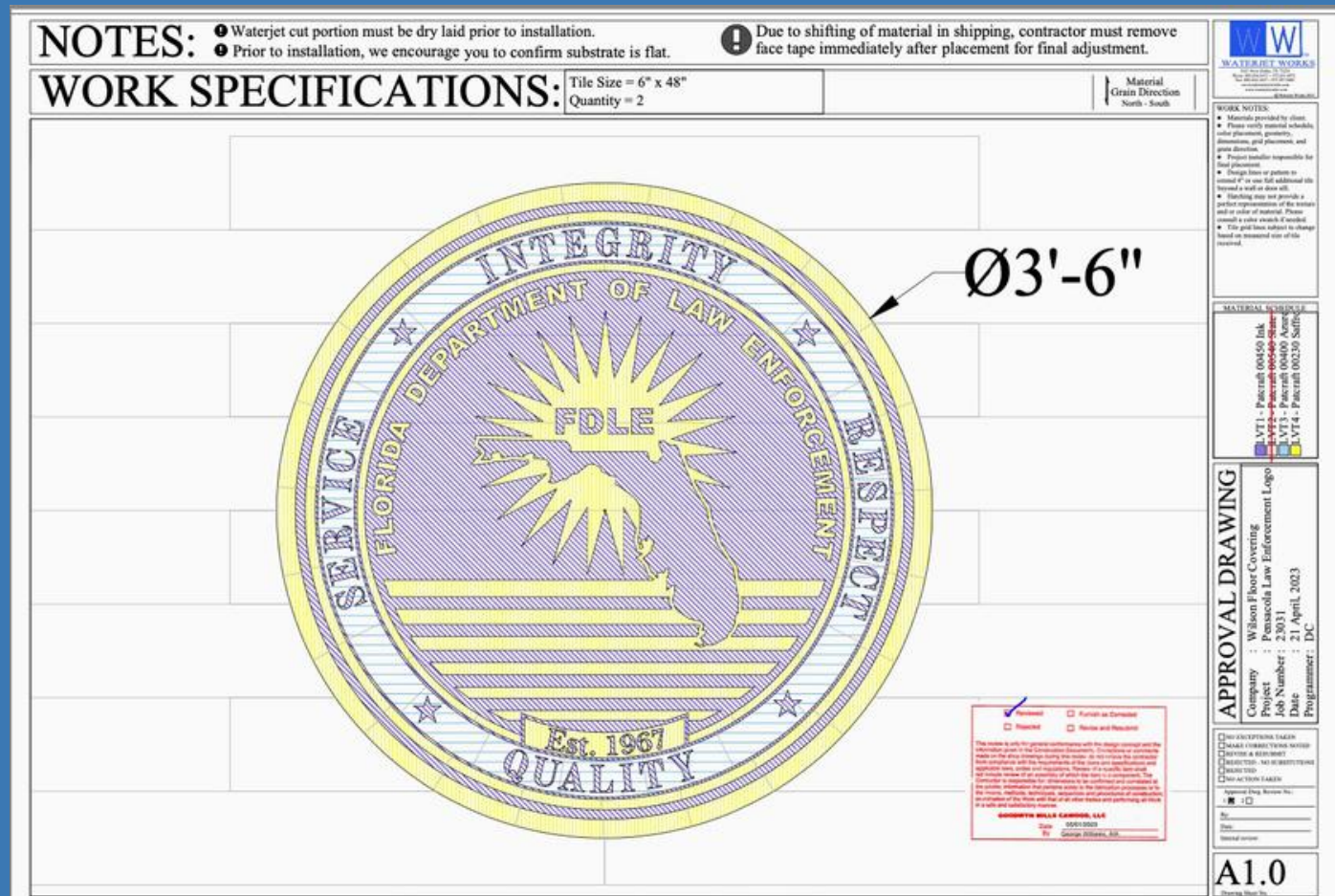
Quote is valid for 60 days  
50% Deposit due with order. Balance due prior to shipping. Freight will be added.  
Programming fee covers the first approval drawing as well as one revision.  
Any further revisions may incur a reprogramming fee.

(For Steps 1 - 3)

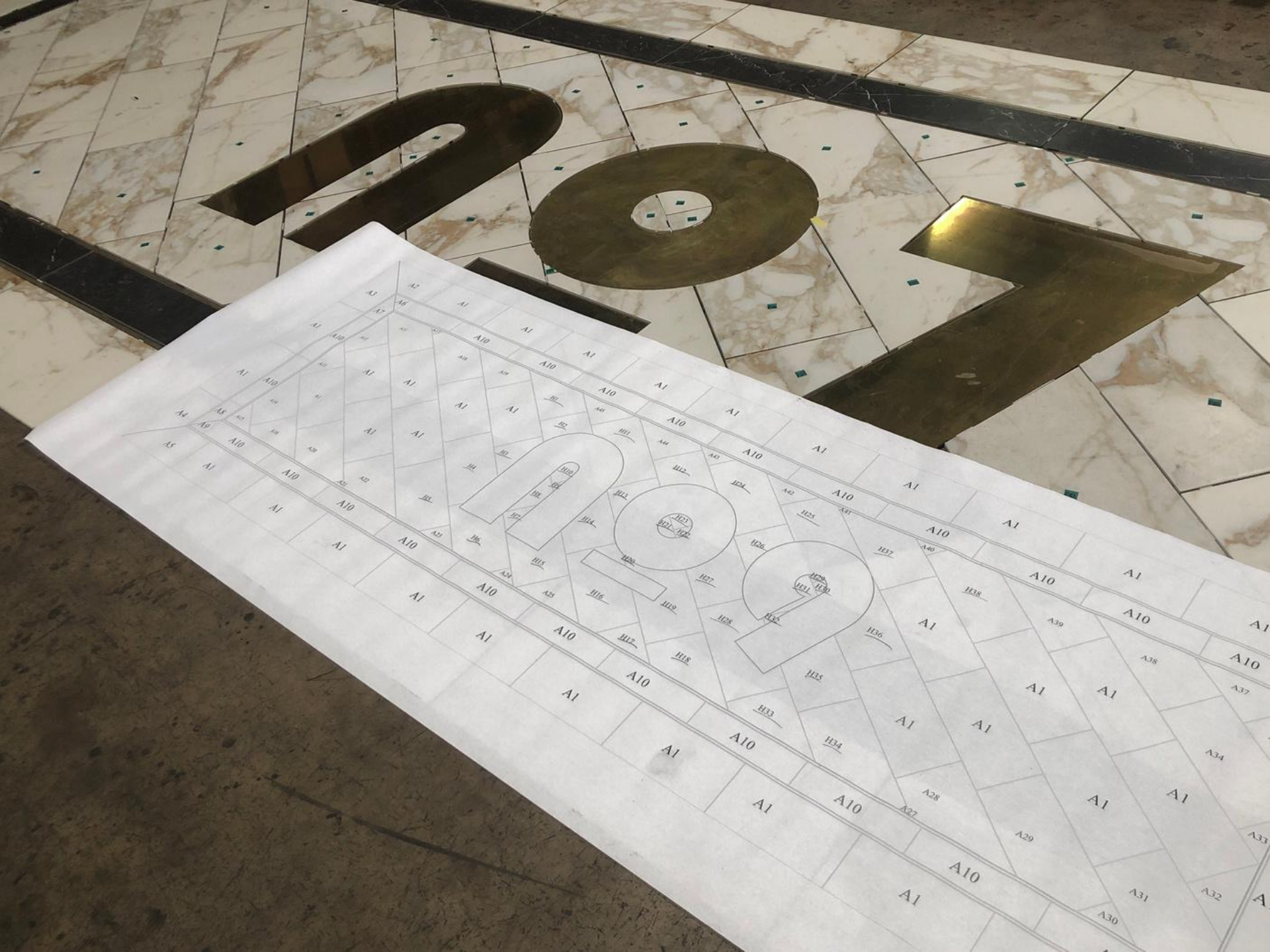
# Rendering



# Approval Drawing



(For Steps 3 - 5)



Each project is assembled in our facility and checked with an installation map before shipping.

*(For Steps 8 - 9)*

# How is pricing determined?

Our pricing is determined by your materials, design, size, and quantity. Let's break this down...

**Materials:** Resilient materials (VCT, LVT, Carpet, Rubber, Marmoleum) cut faster than stone, steel and glass.

Therefore, resilient is less expensive to cut.

**Design:** Your design maybe simple and not complex, therefore less expensive to cut.

**Size:** Less square footage, less expensive

**Quantity:** Adding a second logo will bring your overall costs down per unit. We can amortize the programming over the quantity.

**This U.S. Dept. of Veterans Affairs logo is 10' in diameter.** If it were to be increased in size, it would logically be more expensive. 10' in diameter is approx. 100 square feet. A 12' diameter logo would be approximately 144 Square Feet. Would the price go up 44%? Not likely, but it may go up 15-25%. We are cutting more materials, we are assembling more materials, and packing more materials.

**Could we produce this logo as a 6' diameter logo for half the price?** Not likely. The number one concern at that size would be, doesn't it look too small? From a manufacturing perspective, we are cutting just as many pieces, assembling just as many pieces and packaging just as many pieces. We would also be trying to amortizing our programming and overhead over a lower dollar figure.

**Could we create an 8' diameter logo** or 64 square feet for half the price since 64' is closer to half of 100? We would most likely be closer to 3/4.

**Could you create the same detail in an 8' diameter?** Probably too detailed for 8', wouldn't you agree?

When asked about the pricing for this logo, most people think it is a bargain at the proposed price!

**What if it were in carpet tiles?** Would the price be the same? Very close at the 10' diameter, maybe 15% more.

# FAQ's

### **Does Waterjet Works offer rendering services?**

Waterjet Works has excellent relationships with numerous material manufacturers who include renderings and may be able to contact them on your behalf. Please let us know if you require a rendering when you send us your RFQ.

### **Why do you need a deposit?**

Your project is a “custom” project. There is no place else to go with your order if something should happen down the timeline. Your deposit pays for your programming of the approval drawing and is also a placeholder in the production queue when your materials arrive.

**FAQ's**

### **How often do you have to change an approval drawing?**

80% of the time our customer service department asks all the appropriate questions in order to get your approval drawings correct the first time. 20% of the time we have to make changes to that initial approval drawing due to numerous reasons... errors on our part, errors on your part, errors by the design firm, materials being substituted, and the list goes on. We will provide one revision at no additional charge. Beyond that, there will be a charge applied to your final invoice. Our goal is “measure twice, cut once.” Better to change it on paper, then to redo an entire logo after installation!

### **How can we shorten the production time?**

Communication is a great place to start. Usually, we are waiting on materials. If materials are the only hold up, but have an expected delivery date, then we can better prepare to get your order taken care of in a timely manner. Also, logic prevails. If your logo is smaller and there are less pieces to the puzzle, then we can move it along quicker. We will do what we can to satisfy your needs. Please also know that in a crunch, there is always overtime.

**FAQ's**

### **How can I determine “accurate” material requirements in the bid process?**

Based on our history, you can't. You can get close. Our experience has been that if we offer material requirements, we will be wrong 80% of the time. The 20% is in VCT, for example. So many things change from bid date to approval date, such as color names in the wrong place, modified width of materials, tiles are specified and then it turns out to be plank, etc.

### **I have been experiencing freight issues and delays, what has your recent experience been? (How do shipping costs work?)**

The global pandemic has most definitely caused both inbound and outbound freight issues. Our customer service department is focused on communicating all the information we receive.

Let us know if you need  
specifications written for your  
project.

# We look forward to hearing from you!



[service@waterjetworks.com](mailto:service@waterjetworks.com)



[philip@waterjetworks.com](mailto:philip@waterjetworks.com)



[waterjetworksstore.com](http://waterjetworksstore.com)



[@waterjet\\_works](https://www.instagram.com/waterjet_works)



[wjwvideos](https://www.youtube.com/wjwvideos)

# Thank You

Keep an eye out for more flipbooks to come ;)

