BEFORE YOU APPROVE THE ORDER

12 Questions Before You Order Stone

A practical checklist for designers, architects and project teams choosing and purchasing natural stone.

Confirm the material, approved selection, supply scope and installation requirements before the order is released.

OLGA RAKHMATULINA

Independent Luxury Stone Advisor

23 years

in natural stone

Rare selections

and supplier access

Project focus

from choice to delivery

Stone does not fail on its own.
Decisions do.

MATERIAL AND SELECTION

01 Is the stone identified beyond its trade name?

Trade names do not establish geological classification. Confirm the material identity and source. Where classification affects performance or is disputed, request suitable supporting evidence, including petrographic analysis when warranted.

Confirm: Material identity and supporting documentation.

02 Is it suitable for the intended application and climate?

Review exposure to moisture, acids, traffic, salts and freeze-thaw conditions as relevant. A stone suitable for a dry interior may need a different specification outdoors or in a wet area.

Confirm: Application-specific suitability confirmed by the project team.

03 Do the test reports represent the proposed material?

Request the performance data required by the project specification, including absorption and strength where applicable. Check the tested source, sample identity and relevance to the supplied material; resolve gaps before relying on category averages.

Confirm: Relevant reports, sample identity and any required further testing.

04 Is the finish suitable for the actual walking conditions?

For flooring, confirm the applicable slip-related requirements, finish and use classification. Consider water, drainage, slopes, footwear and maintenance. A DCOF value alone does not establish suitability for every wet application.

Confirm: Finish-specific evidence and application approval.

05 Has the actual selection been approved?

Use representative samples and full-slab or production images to agree the acceptable range of colour, veining and repairs. Confirm vein direction, bookmatch layout and visible resin or reinforcement where relevant.

Confirm: Dated approval identifying the selection and acceptable range.

06 Can the supplier deliver the complete agreed scope?

Reconcile material codes, dimensions, thicknesses, finishes and quantities across the schedule and quotation. Confirm cutting yield, fabrication waste, availability and lead times against the full scope rather than one display slab.

Confirm: A reconciled schedule, supply confirmation and delivery programme.

SUPPLY AND EXECUTION

07 How will continuity across deliveries be managed?

Different blocks or quarry areas can vary. Agree how lots will be selected, photographed, allocated and approved across phases. Reserving a block can help, but does not guarantee identical appearance throughout it.

Confirm: Lot allocation and a written approval process for later deliveries.

08 Has a repair and replacement reserve been agreed?

Agree the quantity, selection, ownership, storage and release conditions for spare material before ordering. The appropriate reserve depends on the application, cutting plan and future maintenance needs.

Confirm: An agreed reserve and storage plan with identifiable material.

09 Does the quotation show the full procurement cost?

Confirm currency, unit basis, quantity, payment terms and the named delivery term and place. Identify included and excluded costs for packing, freight, duties, handling, fabrication and installation, along with quote validity and timing.

Confirm: A comparable cost breakdown with clear exclusions and milestones.

10 Is the installation assembly specified for this stone?

Coordinate the substrate, waterproofing, adhesive, grout, joints and support or anchorage as applicable. Check compatibility with stone backing and exposure. Obtain application-specific product approval; cement-based adhesives are not automatically unsuitable for wet use.

Confirm: An agreed assembly and approvals from the responsible parties.

11 Are sealing and maintenance requirements agreed?

Confirm whether sealing is appropriate, which product is compatible and how it will be maintained. Sealing can improve stain resistance but does not make stone stain-proof. Match the cleaning plan to the material and operating conditions.

Confirm: Product guidance and a realistic maintenance plan.

12 Are substitutions controlled before acceptance?

Define the criteria for any proposed equivalent: material identity, performance, thickness, finish and selection, as relevant. Require the responsible project party to approve changes in writing, including their cost and programme effects.

Confirm: Written change approval against the agreed project requirements.

YOUR NEXT STEP

Before the order is placed, resolve the unanswered questions.

An unresolved critical item deserves attention before procurement proceeds. Use this checklist to assign each open question to the right person and record the evidence needed to close it.

I help project teams review stone selections and procurement documents, source rare materials and coordinate purchasing. My quarry and supplier network supports the search; recommendations are made against the project brief.

Send your stone schedule or supplier quotation.
A material list or inspiration images can also start the conversation. Include the project location, intended application and purchasing timeline.

EMAIL OLGA YOUR PROJECT

I will confirm whether you need a document review, material sourcing or broader procurement support. Scope, fee and any sourcing compensation are agreed before work begins.

Olga Rakhmatulina
Independent Luxury Stone Advisor | Founder, Olga Marble
olga@olgamarble.com | +1 443.973.1946
olgamarble.com

Review scope is agreed per project. Required testing and design approvals remain with the qualified laboratories and responsible project professionals.

TECHNICAL REFERENCE POINTS

Natural Stone Institute | Stone care and sealing

TCNA | DCOF and application-specific suitability

LATICRETE | Installation systems for pools