

PROJECT PROCUREMENT GUIDE

Selecting Indian Marble & Granite for Gulf Projects

A practical pre-RFQ checklist for contractors, consultants and procurement teams evaluating natural stone sourced from India.

1. APPLICATION	Interior / exterior, flooring, facade, stairs, counters, landscaping
2. MATERIAL	Granite, marble, quartzite, sandstone, limestone or other natural stone
3. FORMAT	Slabs, tiles, cut-to-size, pavers, steps/risers or project-specific formats
4. COMMERCIAL	Quantity, destination, required date, Incoterm preference and sample needs

1. Match the stone to the application

Exterior exposure, slip requirements, maintenance expectations, heat, staining risk and traffic level can change the appropriate stone and finish. Select the application first, then shortlist materials and finishes.

2. Approve the exact commercial specification

Before pricing, define thickness, nominal size, finish, edge treatment, quantity, tolerance expectations and whether the requirement is slab, tile or cut-to-size. Final tolerances should follow the approved project specification.

3. Ask for representative samples

Natural stone varies. Samples help align expectations on shade, movement, grain, finish and surface character, but project lots should still be reviewed against the approved selection standard.

QUALITY & PRE-SHIPMENT CHECKLIST

What to Confirm Before Container Loading

Check	Buyer / Project Question
Material identity	Is the selected stone and source/lot consistent with the approved requirement?
Dimensions	Are size and thickness checks aligned with the approved tolerance?
Finish	Is the surface finish consistent with the approved sample/specification?
Shade / variation	Has the acceptable natural variation and lot selection been agreed?
Edges / fabrication	Are edge details, cut-outs or cut-to-size requirements confirmed?
Packing	Is the packing method appropriate for the product format and route?
Inspection evidence	Will measurement photos, packing photos or pre-shipment evidence be shared?
Shipping basis	FOB / CFR / CIF and destination port agreed?
Documentation	Commercial and destination-specific documents confirmed before shipment?

Transit & compliance note

Transit time is indicative and depends on vessel schedule, routing, carrier and port conditions. Product or shipment compliance requirements should be confirmed for the destination and project before a commercial commitment is issued.

RFQ READY

Information That Helps Us Quote Faster

Send as much of the following as available. Missing information can be clarified during review.

- 01** Company and contact person
- 02** Project name and location
- 03** Stone / material requirement
- 04** Finish, thickness and size
- 05** Quantity and unit
- 06** Destination country and port
- 07** Required delivery date
- 08** BOQ / drawings / material schedule
- 09** Sample requirement
- 10** Preferred Incoterm (if known)

Important

This guide is a general procurement aid, not a technical certification, engineering recommendation or binding quotation. Final suitability, specification, compliance, price, lead time and shipping terms must be confirmed for the specific project and shipment.