



**Serving all the  
Caribbean and beyond!**



**Coastal Building Sales**

## **CONSTRUCTION PRODUCTS AND SERVICES**

*We pride ourselves on quality and service with an emphasis on working with the finest manufacturers and suppliers in our industry.*



**LUMBER ■ BOARDS ■ EXTERIOR DECKING ■ EXOTIC HARDWOODS ■ SPECIALTY PRODUCTS**

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## PROJETECH CONSTRUCTION MANAGEMENT & SERVICES LTD.

for even the lowest bids to exceed the client's budget. This seemed to me to be a lose/lose situation. The contractor was wasting time and resources at low success rates endeavoring to hit unrealistic budgetary targets. The client was wasting budgeting consultancy fees and time on historic data rather than current. Often contracts would be won at below par true costs. It would then become a constant dance between contractor and client as to what constituted an extra, or a claim culminating with the inevitable disputed final account."

"We set out to change that whole business philosophy and in doing so provide a great deal of added value," he continues, "above and beyond the construction element of development. Most of our business is, in fact, negotiated in

one form or another. The advantages are mutual. The time line from design to construction is greatly reduced as are consultancy fees. We undertake the budget development process on an 'open book' basis and once the budget and design is fully developed and agreed, then we proceed into construction on a fixed price basis. The buck stops with us. The administration of the contract is less stressful for all concerned and even fun - as it should be."

This philosophy of providing complete construction and development services with an open-book, collaborative approach, fosters a very close relationship with clients that has not only built the reputation of the firm, but ensured that repeat business is a key to its success.

"Everyone who has come to the Island and

Coastal Building Sales is a premier building materials supply company servicing high-end residential/commercial contractors and resorts throughout Florida and the Caribbean. CBS strives to fulfill its mission of being a preeminent provider of quality building materials and services by serving their clients with character and purpose. Establishing long-term business relationships with clients through



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innovation, integrity, and aggressive performance in all they do is the key in making the operation successful. We pride ourselves on quality of our construction products and specialty services with an emphasis on working with the finest manufacturers and suppliers in our industry. We take great pride in our accomplishments and we will build on them each and every day.

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