



Dickson Development Corporation
A Tradition of Innovative Quality Construction

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Did You Know?

Did you know that Dickson Development Corporation does renovations and remodeling? Over the past 15 years we have completed dozens of such projects all over the Princeton area, ranging from small to very large-scale additions and many other types of renovations. We have the expertise, professional staff and subcontractors to take your remodeling project from design to permit to successful completion, with all aspects managed and overseen by Dickson Development employees. To arrange a consultation to discuss your project please contact us to

The Advantage of a "Single-Source" Builder

As a professional builder, we understand the importance of being in tune with the expectations of our clients. We engage in continuing education to stay up-to-date with current trends in residential design and construction. We seek to anticipate what our clients are looking for in a new house or in a home renovation. We offer choices that fit each client's budget and lifestyle. At the same time, we commit to high quality standards, remain on schedule, within budget, and service our work and the components we use to build each project.

To achieve these goals, we must be very particular about the materials and products we recommend to our clients.

Occasionally, a homeowner may suggest something that's not within our package of standard, upgraded or optional products. Although we constantly look for new and better ideas, some of the suggested products and materials may not meet the expectations we and our clients have for lasting performance and cost efficiency.

To better understand the value of our role in offering a market-savvy selection of finishes, products, and materials for use in a home, consider the following questions and answers:

Q: My builder insists that I choose certain products and finishes by a prescribed date after signing the contract. Why is it so critical to meet those deadlines?

A: Making product selections early in the construction process, often before your project is started, allows us to insure that the products will get to the job site on time and within budget. Coordinating vendors and trade contractors involves a certain amount of "lead time". This is the time it takes to receive a product from a supplier and schedule an installer. With timely selections from our clients we are able to keep a project on schedule and avoid paying a premium for rush deliveries.

Q: A contractor in my area says he'll roof my house for a lot less than what my builder quoted, but my builder advised against using him. Why?

A: As with most things in life, a lower price doesn't necessarily mean a lower overall cost. We seek out the best trade partners (like roofers) and negotiate the price of their work based on a variety of considerations. These include their availability, skills, experience, and ability to meet our

discuss your renovation project and please refer us to friends who would benefit by our services.

deadline and quality standards. A low-priced roofer may not be sensitive to our schedule, leave the job unfinished or fail to meet our quality standards. This delays construction, often resulting in higher overall costs and extra work. Simply put, if the roofer is unknown to you and us, that's a risk we're uncomfortable taking on your behalf.

Q: I found some great outdoor light fixtures that would be perfect for my house. Can I use them instead of the ones being offered?

A: Some builders provide their clients with allowances to purchase certain products (usually finishes, like light fixtures) on their own. Even in those cases, however, we're going to point our clients to the showroom of a reliable supplier; one with whom we work with regularly, can stay within budget and steer an owner in the right direction. An off-the-shelf or mail-order item, even a brand name, carries some risk for both builder and homebuyer. The builder must guarantee its installation and durability without truly knowing how it will perform in your home. It may also be more difficult to install than the line of products we offer, raising costs.

Q: Why does my builder charge more for the exact same faucet I found online for less?

A: A builder's cost is more than just the price of an item. It may include the cost to ship and install it, to service it, and a nominal markup to cover overhead costs, insurance, storage, and profit. For all the products and systems in a home, we assume certain risks and costs on your behalf.

In order for us to give reliable assurances and properly service the products and features of your home, we must be allowed to control and coordinate every aspect of the construction process. While we offer plenty of choices, those choices are determined based on extensive market analysis and years of experience in offering the most valuable commodity of all: your peace of mind.

Warm regards,

Richard

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