



PCM Homes – A Hallmark of Quality

By Alexandra Jardino of the Dan Cooper Team of Real Estate Professionals.

For Carlos Jardino, president and owner of PCM (Project and Construction Management), the process of planning for and building a custom home is no different than any of the operational processes that leading edge and renowned companies such as the likes of Asea Brown Boveri (ABB) and Siemens follow. It all lies in establishing and following a process, keeping to a schedule and have an unrelenting dedication to quality and continuous improvement.

And Carlos should know. After all, he created a lot of the processes at ABB and Siemens Transformers.

As a mechanical engineer by training, Carlos worked with various restructuring projects within ABB and was later hired as a consultant to restructure Siemens' factories' operational processes in Portugal. Quality is deep-rooted in ABB and Siemens principles and policies. To both Companies, quality is more than products, systems, solutions and services; it also includes interested parties, adding value to customers, bringing value to employees and strengthening supplier partnerships.

And all this experience Carlos brings to his own business of building luxury homes for clients.

"The most important element is the planning," explains Carlos. "Without a specifically laid out plan, detailing work day by day, you can't properly control a project. You can't control the costs and you can't control the workmanship. The planning is paramount to success."

Another key thing Carlos credits the success of his business to is the small fellowship of contractors and suppliers with whom he works.

"For me, synergy is everything. Synergy within the home and within my working relationships. I cherry pick the best of the best and those who share my same values and ideals. Together we have synergy and with synergy," he smiles, "it's amazing magic how one plus one equals three."

By surrounding himself with suppliers, architects and workmen with whom he builds tight relationships, he can ensure work gets done on time and on budget – an end benefit for any buyer of one of his custom, luxury homes.

The homes PCM builds are typically sold starting in the three million plus dollar range. "At a certain price point, it doesn't make sense to buy an existing home and refit it after the fact to suit your needs. I've seen so many people purchase multi-million dollar homes and then have to spend at least another one or two million on landscaping and renovating," he says. "With us, it's completely turn key – it's all done and, its new."

"By turnkey, I mean that all little details that people often do or want when moving into a high end home are already thought out and included. Things like alarm systems; pools complete with lights and a remote pool cleaner; full landscaping; heating under stone floors; complete wiring and installation of a Bang and Olufsen sound system; even a built-in indoor barbeque grill and built-in cappuccino makers.

"The joy of new is that everything has been designed specifically to suit your needs and tastes. Furthermore, when you buy new, you know there won't be any hidden costs a few years down the road in terms of having to replace roofs, carpet or furnaces," he says.

PCM works one on one with each client and brings on the architect and contractor right at the beginning to create the new home's design. Says Carlos, "You have to design to accommodate construction, not the other way around which too many builders do. If you don't have synergy between the architect and contractor, then you don't have a quality plan and you can't control costs."

Once a design is settled upon, Carlos draws up a meticulously planned work schedule that details work orders on a day by day basis. He then gets signed commitments from each of his suppliers and crew to abide, to the best of their abilities, to the schedule.

This is how he manages, and some would say miraculously, to build a luxurious 8,000sq foot home in 90 working days.

"It's my PCM Difference," smiles Carlos. "Like what they do at Siemens and ABB, you dedicate yourself to quality engineering and construction, detailed planning and an unrelenting commitment to detail. That's what makes my clients happy and, ultimately, makes my business successful."

One needs only to look at the fine workmanship and attention to detail at any PCM home to understand the full scope of what PCM can offer:

Richly-coloured dark white oak floors together with heated stone floors and wrought iron banisters, make a stunning first impression.

Kitchens, designed and crafted by Perola Kitchens, often feature granite islands, inside grills, tumbled marbled backsplashes and open onto an expansive great room with fireplace.



Wall of windows overlooking gracious backyards, complete with salt water pool and shaded stone patios.

Walk-in wine cellars featuring unfinished red wood and completely climate-controlled.

"It's the little touches and details that really make the space," comments Carlos.

"In most homes we place Bang & Olufsen telephones in every bathroom. Only the best granite and tile are used. We put a rubber flooring down in exercise rooms and even insulate inside the ducts at the furnace to absorb any sound from the fan."

"Our homes are mostly in older, high-end and established neighbourhoods such as South East Oakville but are brand new. They'll feature the latest toys and provide for utmost luxury. All you have to do is move in and your pool or wine cellar are waiting. What could be better than that," he says.

The PCM Difference:

- 90 working days turnaround time;
- Impeccable after sales service;
- Quality Engineering and Construction;
- Detailed planning and commitment to quality;
- Schedules day by day and signed commitments from suppliers;
- Architects, designers, contractors all brought in together right from the start.

PCM is the true professional approach to your custom home project. For more information, please visit www.PCMnow.com or contact Carlos directly at 416-414-6577.

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