



Las Vegas World Market Center. Triad Nevada Builders have done tenant improvements in Buildings A, B, and C and range from simple build-outs to high-end showrooms.

TRIAD NEVADA BUILDERS

Building with skill, integrity, and responsibility

BY CHRISTOPHER CUSSAT

NESTLED AMID THE GLITZ AND GLITTERING lights of Las Vegas, Triad Nevada Builders (Triad) stands as a solid and successful construction company that is nothing short of a sure bet.

Founded in 2005 by company partners, Peter Harvey and Bryan Toscani, Triad is a general contractor that provides commercial construction services with expertise in ground-up remodels, restaurants, retail, tenant improvements, and expansions. The company also offers pre-construction services such as conceptual estimating, budgeting, and scheduling for its clients in order to help determine whether projects are viable.

In addition, Triad assists with bank loan documentation to obtain financing where needed. According to Harvey,

the company services clients with varying levels of need. "Our typical customers include both long-term, Las Vegas developers who have known our reputation, as well as those coming to town for only one project and who have been referred to us due to our abilities to satisfy clients."

He believes that Triad's competitive edge is directly related to its size. "We are a smaller company with very low overhead—as a result, we operate very efficiently. This allows us to offer a high level of service and maintain lower project costs for our customers." Additionally, Triad strongly believes in treating all of its customers fairly and equally. The company's specific accounting practices also reinforce such positive relationships with its customers. Harvey adds, "By establishing prompt pay-

ment policies with our subcontractors and vendors, we receive preferential pricing which allows us to pass savings onto clients."

This dedication to their clients is also evident in the way that Harvey and Toscani personally estimate and run the projects that they are involved in. Toscani explains the significance of this: "Too often a client will work with an estimating staff and then have to deal with a different person running the project. By offering personalized service—both estimating and then running the project ourselves—our clients can rely upon one point of contact for continuity throughout the construction process."

Triad also hopes to build upon its current customer base by sustaining a high level of service that will strengthen present client trust while attracting future business. Toscani adds, "In the long term, we wish to control our growth without sacrificing customer service. We do not have an interest in being the biggest contractor—instead we strive

AT A GLANCE

LOCATION:
LAS VEGAS, NV

AREA OF SPECIALTY:
COMMERCIAL
CONSTRUCTION FOR
RETAIL BUILDINGS,
RESTAURANTS,
TENANT
IMPROVEMENTS,
AND EXPANSIONS

ANNUAL SALES:
\$12 MILLION

EMPLOYEES:
8



“We feel that we can compete with anyone because our service is outstanding.” *Peter Harvey, Partner*

to be the best contractor around.”

With Las Vegas now considered to be over-built, many developers in the area have been hit hard with vacancies and financing obstacles. But Triad’s size and business structure have provided a sound port in these tumultuous economic times. Says Harvey, “We feel that we can compete with anyone because our service is outstanding—as a result, our previous clients keep us going with what they can.”

Finally, Harvey summates Triad’s ultimate success through a few specific dynamics. “Our personal reputations, fair and ethical business dealings, and competitive prices all factor into our obtaining business and getting repeat business.” He also notes the importance of communication. “In building any team it is important to communicate with each other on a regular basis on items ranging from team goals to business practices and operating procedures. It is also important to communicate any items that you do not agree with or have problems with.”

Triad’s founders, Harvey and Toscani, have built the company on a genuine love for the work that they do. Michelle Woodley, project coordinator for Triad, explains, “Peter and Bryan

both greatly enjoy the construction industry because there are always new challenges, as well as the satisfaction of a completed project and a satisfied client.” This sentiment is evident throughout the entire company and it

permeates and influences everyone at Triad. She concludes, “Interaction with clients, designers, and subcontractors, as well as the intrigue of new designs, keep all of us motivated and enjoying our jobs.” *ABQ*

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