



entities like Cavalier to rethink pricing structures.

In conjunction with the introduction of the 7.5-percent tax, there was also a review of import duties and a downgrading on rates attached to certain materials and products.

“Now, when you’re looking at pricing a project, you’re looking at a little bit of a different animal,” D’Alewyn said. “On your aggregates and your building supplies, the duty has come down and the basis on which that rate is applied has changed. Our guys are kind of wrestling with that a little bit. How you bundle it up and present it is important. You’ve got to present it like ‘Our price to you is X,’ to which we would add a government-mandated stamp tax of 7.5 percent.

“That doesn’t come to us, it goes to the government, but it’s still an add-on to the price. So when you’re bidding stuff you’ve got to be smart about how you present that. And also you’ve got to be smart on how you build your price because of the vagaries of the changes that have occurred. That, internally, we’ve had to look at because we’re still in the early days.”

## PREFERRED VENDORS

**Torway Construction**  
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