



econext

Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

Coles Associates Ltd.

COLES

ARCHITECTURE + ENGINEERING + PROJECT MANAGEMENT

Company Profile & Description of Products or Services to be Exported:

Coles Associates Ltd. is based in Charlottetown, Prince Edward Island, Canada. We provide architectural and structural, mechanical, electrical, civil, municipal, process and transportation engineering consulting services to a diverse clientele. With over 60 years of service, we are a dynamic organization playing an active role in developing the resources of businesses and institutions to meet market demands in the 21st Century.

Our team approach is directed toward managing the Client's investment to deliver the highest quality project within established budgets, project schedule and design parameters. Our approach is directed toward creating client value through analysis, design and project management through all stages of the project. Typical clients include government, private sector clients and other professional architecture and engineering firms who wish to augment their design offerings for Institutional, Industrial and commercial projects.

Value Proposition:

In recent years, the majority of Coles' work has been concentrated within small islands and remote locations that are seeking either capacity relief or assistance employing renewable energy strategies. Delivering designs which are typically include hybrid offerings of small-scale renewables is a critical element of the company's offerings and expertise. As an example of the company's leadership in this field, Coles Associates Ltd., recently commissioned a combined renewable infrastructure of PV Solar, wood pellet boiler and air to air heat pump system for a DFO installation at a remote

Labrador community. This project was the culmination of 3 years of design, installation and commissioning recognizing the limited construction season at this remote northern location.

Export Experience:

Coles Associates has worked on five continents and in 18 countries, including St Lucia, St Kitts, Antigua and Barbuda, St. Vincent and the Grenadines, Belize, the United States, Argentina, Poland, China, India and South Africa.

Caribbean Clients or Partners:

Coles has strong partnerships with firms in St Lucia and St. Vincent and the Grenadines including Amarna Consult Limited and CEDCO and has served as both a prime consultant as well as sub-contracted partner firm on various consultancies throughout the Caribbean for more than 10 years. These include projects financed by international funding agencies such as the Caribbean Development Bank and World Bank. They are looking to locate similar partnerships in the Bahamas.

Mission Objectives:

- To nurture the relationship with existing local partners and to identify new ones;
- To export our knowledge of health care and education facilities; civil and marine based infrastructure (including small craft harbours) and both renewable and energy efficiency;
- To engage with both IFIs and project executing agencies to understand emerging opportunities; and
- To ultimately secure both direct contracts and sub-contracts, providing value added high-end consulting services to support client objectives.