

Award-winning landscaping starts with a **design** and a **team** homeowners trust

Last year, Belgard, which is one of the largest manufacturers of hardscapes in North America---products include paving stones, retaining walls and concrete plates---decided that it was time to create a designation, recognition of the best of the best. Though the technical criteria went deeper into the hardscape universe, the award basically boiled down to an ability to be innovative, versatile and deliver quality work every time.

The ability to design, incorporate and complete landscapes with intricate brickwork, imaginative water features, lighting and even sound, are what's crucial to the client as well as for Dean Savarino and his hard-working team: "We're consistent," as Dean explains. "We are constantly doing these things. You won't find that many companies putting a whole addition onto your house that's an entire outdoor living area."

Dean's Landscaping has also been very successful at being the dominant source for outdoor kitchen design, a distinction that he says starts with an ability to use the most up-to-date CAD graphics and 3D rendering tools. The software, which rivals the most sophisticated gaming technology, produces a detailed,



illustrated landscape removing the guesswork. As Dean says, the planning process puts the client into the center of the design. "You know exactly what it's going to look like when it's finished," he explains. "It amazes me every time I see it happen."

Working through this process keeps Dean Savarino out in front of scheduling and planning, which invariably produces a high-level of quality work. Michael Hodges confirms what Dean knows: There is nobody around this area---no contractor, exterior designer or outdoor architect--- who is doing what Dean's Landscaping is doing.

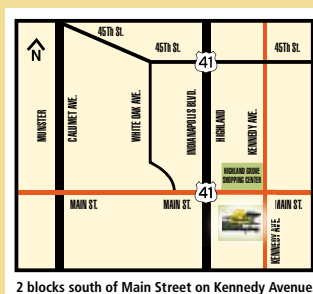
While a typical design takes about 5 hours, sometimes Will

Dennison, Dean's chief designer can log much longer hours creating an intricate vision for an unusual job. But regardless of the size, cost or complexity of the assignment, what matters is the work: "We are making a 3D movie that is so powerful that a homeowner can see exactly what it is going to take to transform that space. Because of the technology, we can walk through your house and go outside and show it to you right there."

Dean Savarino has been a master craftsman for years who has gained experience and an education from providing quality service to the market at every level from the design and installation of a simple stone pizza oven or

a complex outdoor living space for a family to enjoy together. As Mike Hodges says, it is all about leadership. "He believes that Dean's clients enjoy working with him and that it is the same reason he wins all those awards."

Dean Savarino brings so much energy into the job, that it takes the experience to a higher level. Whether you are a client, a vendor like Belgard or a member of Dean's Landscaping team, you are going to be uplifted and the work is going to be that much better thanks to that quality of communication and mutual understanding. Because that's where trust begins.



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