



**GRAND PATIOS**



**FREE REPORT:**  
7 Simple Steps  
To The Perfect Patio

# 7 Simple Steps to the Perfect Patio

## THE GRAND OUTDOOR DESIGNS DIFFERENCE:

- ✓ Authorized Domestic and Commercial Builder
- ✓ Extensive Range of Quality Assured Australian Products
- ✓ Professional Design Consultants
- ✓ Qualified Engineering
- ✓ Expert Shire Application Knowledge
- ✓ Competitive Prices
- ✓ Experienced Trade Professionals from Start to Finish

### 1. QUALITY AUSTRALIAN MANUFACTURED PRODUCTS.

Imported products must meet Australian Standards but this does not include any aesthetic deterioration in colour or performance. When a product is Australian manufactured there is usually a warranty available with the product tried and tested to Australian conditions.



## **2. MAKE SURE YOU ARE HAPPY WITH THE DESIGN CONSULTANT (NO SALESMEN).**

The consultant represents the company, their knowledge on design and products are a direct reflection how the company performs. Don't ever go with the salesman who drops the price giving percentage discount "for today only". This is just a sales technique to rush you into purchasing the product. The "salesman" could have sold the construction for the negotiated price from the beginning.

## **3. RESEARCH THE COMPANY AND VIEW THE DISPLAY SHOWROOM.**

Viewing the finished construction is still crucial in making a good decision when purchasing a patio or alfresco. A company showroom details what to expect from the company for design and workmanship with your entertaining area and if you aren't completely happy with your construction you have a direct source comparison. Photos are great for design but often are touched up to look better or taken from other sources and not the design of the selling company.



#### **4. CHOOSE THE MEDIUM SIZE COMPANY WITH OWNERS WORKING WITHIN THE COMPANY.**

More often than not the medium size company will be best on price while delivering on a quality range of product and service. If the company owner(s) are working in the company and are constantly involved they can assure the best service, products and workmanship while minimizing extra staffing expenses.



Larger companies tend to be disjointed, mainly focusing on profit return with staff left handling problems and decisions they are not trained for or do not have the authority to change. While small companies or owner operators often lack construction experience, knowledge, product range, engineering capabilities, shire approval experience and are unable to give warranties. Some owner operators even juggle FIFO work and patio construction part time with the total project success reliant on just one person.

#### **5. DESIGNING THE RIGHT GUTTERING AND DOWN PIPE SYSTEM TO COMPLIMENT YOUR HOME.**

The right system for water catchment and dispersion is crucial to a successfully designed patio or alfresco addition. Some companies recommend box gutters combining the two water systems but most recommend kissing gutter to keep the waters between patio and house separate (mainly to avoid any liability to patio addition). Both systems are effective but just need to be introduced correctly with the right number of down pipes to disperse the water.



## 6. COMPARE APPLES FOR APPLES

Often people will obtain 3 to 8 quotes for their new entertaining area with everyone slightly different on design, materials, experience and company size. Try to refine your ideas and narrow your design down. The market is competitive so go for the best materials with the top two companies based on best consultant, online (reviews and testimonials) and showroom presence and push them to review their quoted price.

## 7. INSTALLATION IS NEVER FREE AND CHEAP USUALLY RESULTS IN AN UNPROFESSIONAL FINISH.

Some companies use sales gimmicks that deceive the consumer into thinking installation is free or there is a “super special” on. These sales techniques are often effective but usually misleading and/ or just an outright lie. If anything is on sale in the construction industry for a patio or alfresco at least one of the following must happen:

- ✔ Australian manufactured materials have decreased in price (very rare);
- ✔ Cheap labour (lacking professional experienced staff);
- ✔ Imported material (Not to Aus. Quality);
- ✔ Owner(s) returned to company reducing staffing;
- ✔ Company not completing shire applications (owners responsibility);
- ✔ Second hand materials being used;
- ✔ Cheaper design (no fabrication);
- ✔ Not complying to engineering specifications (over spanning);
- ✔ Original price was over inflated.

