

Triangle

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By Anne Marie Ashley



“Clients come to me for a number of reasons,” says David, owner and founder at Home and Garden Landscapes. “Their landscape needs to be updated, manicured or shaded. Most of the time, though, our clients have a problem that needs to be solved – and that’s something we excel at.”

According to David, one of the biggest issues in the Triangle right now is the loss of privacy. “Construction of neighborhoods and apartments is booming, but with that comes clearing of land,” explains David. “People come to me saying, ‘I bought this property with a wooded lot next door, which was perfect for privacy. Now, a builder has torn it down and we want privacy back!’” Using larger materials to construct privacy screens is one of the company’s specialties and though the re-creation of privacy in residential landscape can be a challenging task, they have plenty of



experience.

Using a combination of plants or artful use of one kind of plant, coniferous evergreens or hollies for example, they can instantly construct a wall of privacy that brings the intimacy back to your home’s landscape while adding aesthetic *and* value.

The team at Home and Garden can also work with you to identify the best plan for your landscape layout. Most clients come to them knowing what their “pain point” is, as David puts it, but they aren’t sure how to address it. “Perhaps you have a shade environment and want to update your landscaping,” he advises. “Unfortunately, 90 percent of plants don’t like shade. But we can help you choose the ones that do, and ones that will thrive – Canadian hemlock

or evergreen hollies for example.”

Another issue clients can face is deer grazing. “It’s just a matter of putting it in the right location,” David explains. “So we avoid planting things that are a buffet for the deer.”

This kind of commitment to problem solving, coupled with David’s personalized touch is what has made his business so successful. David personally meets with customers and does an analysis on the project. He oversees the installations, even when they occur over the weekends – as some do, since he requires that his clients be present at the installation as well. “I want my clients to be satisfied and I need them to be present to ensure that what we’re installing is meeting their expectations.”

David Payne has been working in landscaping for most of his life, assisting friends and family and then eventually starting his own business. His commitment to providing the best landscaping services to clients is what sets Home and Garden Landscapes apart. ♦

In 2002, David started a tree growing and landscaping company, and since then he has worked on an estimated 3,000 projects in the Triangle to date. Do you have a landscaping challenge that needs a solution? Home and Garden Landscapes can help. For more information, or to make an appointment for a consultation, visit www.homeandgardenlandscapes.com or call 919-801-0211.

