

WOW!!!



John & Sandy
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Jane Best
Sales, Design & Marketing
Gardens at Night
Rear of 57 Rundle St
Kent Town SA 5067

Dear Jane and Gardens at Night,

Where do we start ? After building our dream home and garden we were left for over a year being totally disappointed with the lack lustre look and feel of our garden at night. We had engaged so called professional landscape designers who offered complete project management services and discovered two things during this process: 1) they charged like wounded bulls but didn't actually offer much explanation or detail 2) they were anything but experts in the lighting field, despite their claims to fame. Following this appalling experience we were left shattered as our garden "atmosphere" was expected to be a major feature of our love for outdoor living and entertaining and it looked dull, colourless, boring and uninviting – even to us.

After a bit of investigation we contacted Gardens at Night and yourself and expert electrician Nick Dobrzynski came out to our house. You instantly understood what we were looking for and confirmed our impressions that we had in fact had "a bum steer" from the so called "professional landscapers" whose lighting expertise left a lot to be desired. Ideas flowed freely as did pro's and con's of various choices and discussion was honest, easy and inspiring. The service from Gardens at Night has been impeccable and impressive and of particular difference to "garden project managers or landscape experts" we note the following from Gardens at Night:

- Total professionalism with respect to appointments, quotes and follow ups;
- Complete explanation of choices and options to obtain the best outcome, irrespective of cost (i.e. Gardens at Night does not greedily push certain fittings or fixtures based on costs or links with companies – they advise on the best choices for the particular garden and setting and explain the variables to the client);
- Honesty and integrity and a resolute promise of "if it's not right for the setting, we won't do it".
- Backing of products and service installations.

Our entertaining area and front garden lighting is an absolute transformation and we couldn't be more delighted. At the time of using a project management company (landscapers) to undertake our garden works we thought this was the best option as a complete service. We now appreciate how damaging this decision was (to our purses as well as our expectations !) and encourage anyone considering entire garden project management to reconsider. Gardens at Night ARE the experts in garden lighting and creating garden imagery that will surpass your expectations – so why would you leave it in the hands of others who "think" they know ?

We are delighted by the wonderful garden with amazing atmosphere that we now have and happy for Gardens at Night to pass this letter to any prospective clients who are considering works or who like us, were initially in the "unsure" basket or who may want to speak to us to get an honest account of your service.

When we sit in our entertaining area at night, or look at from the comfort of inside we truly say "WOW" and we still admire our front lighting so much we spend more time on the road than in the driveway !
With appreciation

John & Sandy