

Client Profile



Cloning Excellence Camden Passage wants more of what Signature Landscape offers

late in 2002, Dan Bennett, landscape director, was unhappy with the grounds at prestigious Camden Passage, a top-rated apartment complex nestled in Kansas City's Northland. Just because Bennett's office is in Dallas does not mean he's a hands-off manager.

As regional landscape director for Camden Property Trust, a nationwide Real Estate Investment Trust, Bennett takes each property in his region very personally.

"I needed to find a higher-level landscaping company that would proactively step up to help me manage the property," he explains.

After an extensive search, and with top references going to Signature Landscape, Bennett signed up early in 2003.

"They got off to a flying start, I'll say that," Bennett chuckles, recalling the blizzard of suggestions and recommendations the Signature account manager presented. Signature reviewed the color palette for the site's annual plantings, recommended changes in the irrigation system, and analyzed the turf at the complex.

"We established a seamless working relationship," Bennett says. "Signature was proactive in rapidly establishing a top-notch staff-to-staff relationship with Camden." Bennett adds that in the three-year relationship, Signature has generated more improvements than he can list.

"One thing they've done that is above and beyond is to help us with our lake problems," he says. The community has five small lakes that "are not the best engineering," he explains. On numerous occasions, Signature has stepped up to help with the lake.

"They even brought in an engineering specialist to assist us," he marvels. "They go out of their way to add value to the relationship."

If he could find a down side to Signature Landscape, Bennett only wishes its president, Bill Gordon, would clone the company in the St. Louis area, where Bennett manages other properties.

The Mark Of Quality

Signature
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