

A yellow hard hat and a rolled-up white blueprint are positioned on a light-colored wooden surface. The hard hat is on the left, and the blueprint is on the right, partially unrolled. The blueprint has some text and a red line on it. The background is a wooden surface with a white diagonal stripe.

DEVRITE

Homes of Distinction

DISTINCT QUALITY



DEVRITE

Homes of Distinction

Rohrbrücke

Stenhaus

LAIO BR001
DN 125 PN 100

DN 125 PN 100

DISTINCT QUALITY



COMMITMENT TO EXCELLENCE
(It's what our clients say that matters)

*"Every time we're asked about our new house, we tell people how fantastic our builder, Devrite, was to work with, what an absolutely amazing process it has been... We now realise how very lucky we were to have used Devrite – and how exceptional their service truly was." **Alec and Agnes, Lathlain***

*"Your attention to detail and the passion with which you built my home was exquisite, fastidious and in my experience, without comparison." **Brendan, Carlisle***

*"I would have no hesitation in recommending Devrite Homes to anyone who is serious about building a new quality finished home" **Heidi, Perth***

DEVRITE
Homes of Distinction

Devrite Homes of Distinction is a leading Western Australia-based builder of exceptional homes. Their stylish, sophisticated and contemporary designs are unique and tailored to suit a client's lifestyle and changing needs. Devrite doesn't just build a house – they create the perfect environment for customers to live a life in.

This year, their dedication has been recognized by some of the highest honours in building. Notable MBA accolades include a 2013 Waterwise Home Award, the Most Liveable Home Award, and a win for Best Customer Service Award for Small-Medium Builder.

Devrite Homes of Distinction was established

in 2003 by the husband and wife team, and Directors, Jay and Ron Mangano. They began working in property development using other builders, but went their own way once the market changed. Jay and Ron decided the only way to make a name for themselves was to build for themselves.

"After that, we decided to create our own building company," Jay says. "Ron and I have diplomas in building and construction and we're both registered builders."

Today, they primarily venture throughout the metropolitan Perth area for projects. With every new project, Jay says they aim to "build people's dreams."



UNCOMPROMISING SERVICE

At Devrite Homes of Distinction, they take great pride on providing a personalised service – that’s what they have earned their reputation on. When clients come to Devrite, they deal directly with Ron and Jay every step of the way, benefiting from their depth of experience and their constant strive for perfection.

“With us, there is no cutting corners, no compromise on quality, and no excessive waste – just honesty, integrity and dedication,” Jay says. “The result is an outstanding home to enjoy for many years to come.”

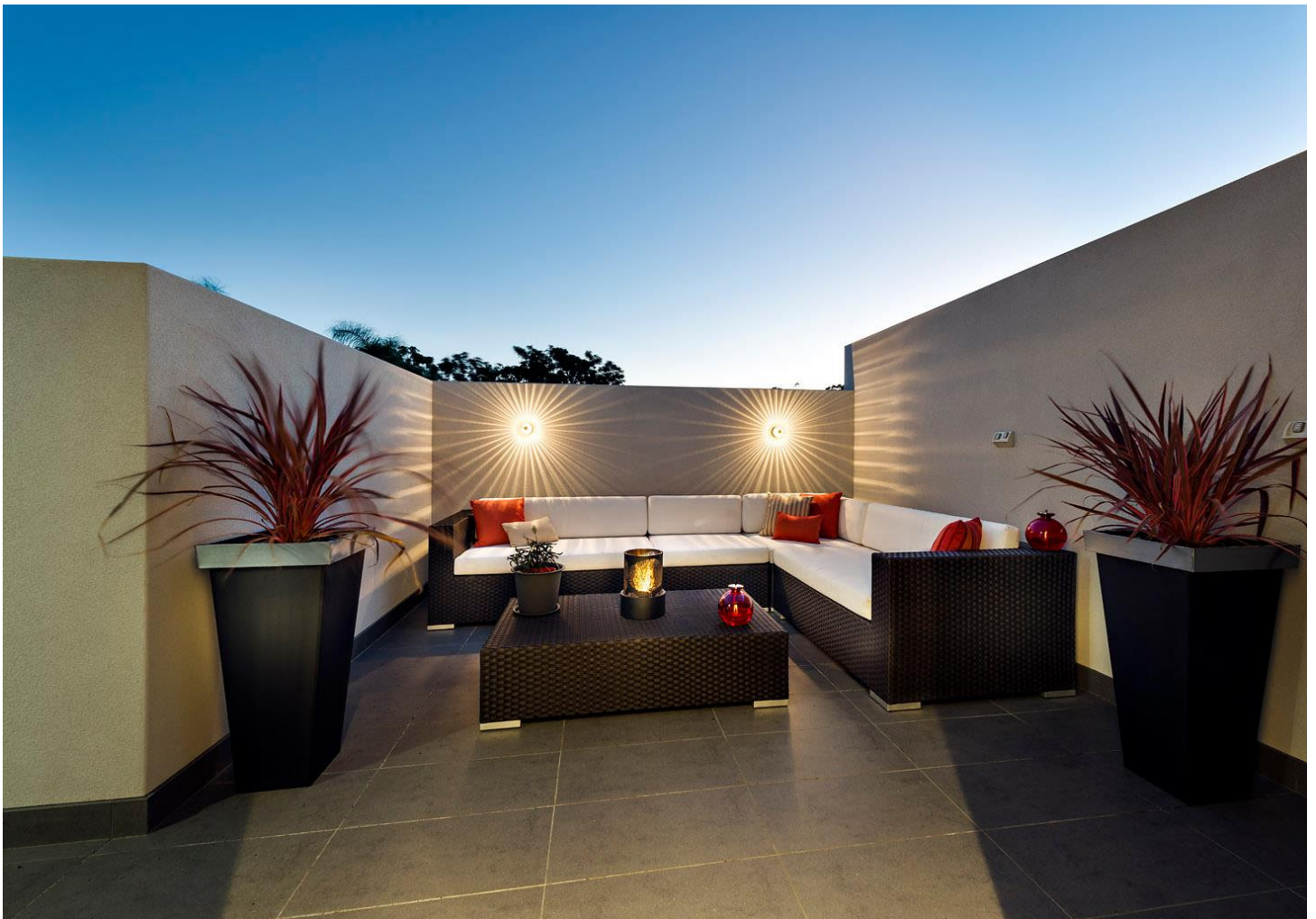
Because of their commitment to service, Devrite has developed and maintained strong and positive relationships with their clients over the years. These days, almost all of the company’s

business is generated through word-of-mouth referrals and recommendations. “When they first come to us, they’re all very dubious,” Jay says, “But by the time the project is finished, we’ve become friends.”

Devrite also enjoy the same positive relationships with their team, including their subcontractors – most of whom have been working with Ron and Jay them since the company’s formation. “We treat our subbies as well as we treat our employees,” she explains. “We treat everyone as important members of Devrite.”

“If our plaster subbie is away having a baby, for example, we will wait for them rather than get someone else – because once you’ve compromised on it, there’s no going back.”

“Our subcontractors know they have to meet our standards,” Jay adds. “And they know if they



don't do it to our standards, they will have to do it again." she says. "It's easier to do it to our standards from Day 1. But it takes years to get them to realise that."

BUILDERS OF DISTINCTION

The industry recognition Devrite Homes of Distinction has garnered over the years – including this year, for Best Customer Service – is all highly valued by the organisation, Jay says. "It's great to be recognised by our peers as builders of distinction. It's a huge, huge deal to be recognised and the public values it too," she says.

She credits the company's award winning streak to their uncompromising quality of work and to the way they consistently achieve client satisfaction. "Everything is about our clients," she

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says. Devrite won the 2013 Customer Service Award, Jay says, at least partly because of one particular project where they helped a client limited in their spending because of a personal situation with their son. “We went out and asked the industry to help so they can have the best for their son Jeremy,” she explains. “We just wanted to help them out to get what they need in life to support their son – we weren’t thinking about the awards, but it was nice to be recognised.”

“That’s always the case,” she adds. “We don’t set out to win awards, we set out to make our clients happy. The awards are always just a bonus.”

In 2013, Devrite was also a finalist for the MBA Excellence in Energy Efficiency Award. Being sustainable is just as important to Devrite as anything else, Jay explains.

“People want to have the cheapest house at running cost because it’s always hard to live from

week-to-week. Keeping the electricity bills and the gas bills down is very important to everyone and as well as protecting the environment.”

At the moment, Devrite is preparing for growth, which Jay estimates will be aided by the award recognition they’ve earned. She sees 2013 as a “huge year” for the organisation.

Recently, Devrite opened a new display home that drew hundreds of visitors over two days. “It doesn’t seem to be taking off slowly. It seems like it’s going to take off extremely fast. I think it’s going to be a a strong year for us,” she says.

Looking ahead longer term, Jay wants Devrite to continue doing what they have always done – building quality homes and offering outstanding personalised service. “We do what we do now for our clients, and that will always be the case,” she says. “We like working with people to give them what they want.”



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