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DALZOTTO HOMES
A business that is always personal.

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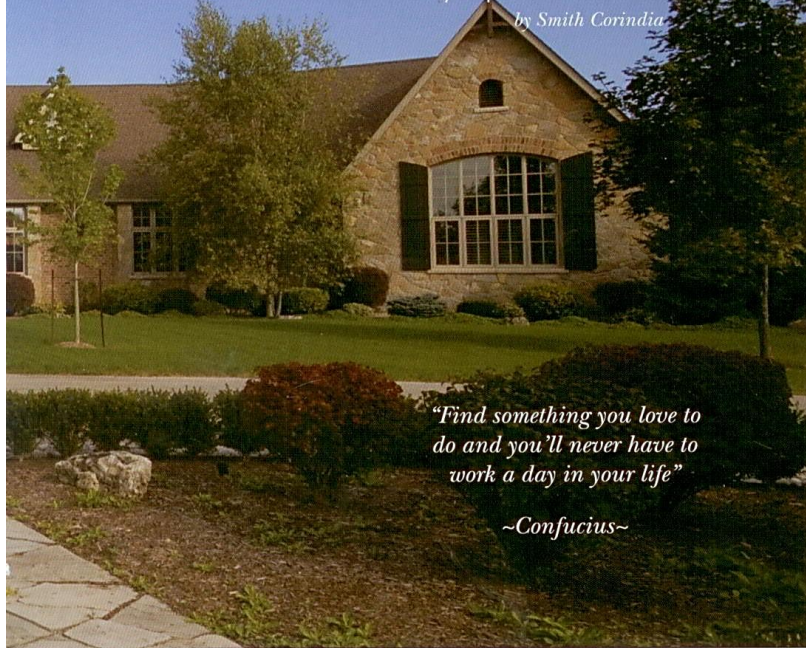
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DALZOTTO HOMES

"A business that is always personal."

by Smith Corindia



"Find something you love to do and you'll never have to work a day in your life"

~Confucius~

Maurizio and Tanis Dal Zotto are the very unique husband and wife team under their umbrella company of the same name. However the name has been joined as such "Dalzotto" Homes. Very appropriate indeed because their union is much more than just finishing off each other's sentences Maurizio and Tanis are the perfect blend in offering a superior built peace of mind home with an impeccable touch towards personal service.

Maurizio's father, Sante, was born in Treviso, Italy. An old school artisan whose passion to build would often fill his workshop with hobby projects from a carved wooden birdcage done in intricate finite details on a DaVinci scale to a sewing box that had four legs and opened up like Castelfidardo accordion "nothing was left to the imagination in my Dad's world", Maurizio says with a chuckle. I had a real appreciation for my Dad's integrity and devotion to whatever he applied to either a hobby or his work as a homebuilder."

As a kid, Maurizio had already gotten his hands and feet muddy by being on many construction sites, but he wasn't sure if this is what he saw as his life's ambition. "I was barely seventeen and was kind of hemming and hawing about what I might want to do my Dad who had been in a partnership with a friend for years already building homes had suggested I come work with him fulltime for a bit until I decided where my heart was", says Maurizio. A clever ploy to get his son in the family business or maybe it was just parent's intuition, because by the end of that year, it became clearly evident that this is what Maurizio's hidden passion truly was.

Under Sante's tutelage, Maurizio began working with his father and his partner at the time, building midsize family homes paving the way for Maurizio to specialize in framing and finish carpentry. After obtaining his carpenters license at Mohawk, his desire and need to open up his world to more than just framing inspired a reshuffling of future goals Maurizio

would take on and learn all aspects of the business and become sole partner with his father to form the "Dalzotto Homes" brand. With the support of brother-in-law, Joe, who handled the administration end, they would go on to garner a reputation for building classic semi-custom, suburban modest style family homes that were structurally sound with an emphasis on quality and wholesome flare.

But their leap of faith to promote themselves into more grander and luxurious custom homes came about in The King Henry Court project in Glen Abbey. "There was an opportunity to purchase a chunk of land with the capacity to build eight homes," Maurizio says with a rewarding smile. It elevated their status and it allowed them to introduce a new architect who was able to present some unique and eye teasing designs for each of the homes. "Each home was aesthetically different but had the same country tones. Two storey homes, Tudor and Cape Cod style homes all with ravine lots.

Some that from the front may appear modest in size until you venture around the back to experience the full scope of the home and its' three spacious levels where a walk-out meets the rolling landscape and serene natural setting.

"Location, location, location chimes in Tanis, "it's never going to grow old, and as builders that's what you're always looking for." As Maurizio sets to recall some of the details of the homes Tanis takes the baton to provide all the details of the experience in brilliant colours and detailed tinges that she pulls out to show me from a beautifully laid out portfolio pictures of every home underscored with headings in very similar fashion to a family album. Ironically enough, this is exactly what Tanis brings to the home building experience at Dalzotto a quality and expertise his father Sante had greatly benefited from when Tanis eventually became a partner alongside her husband.

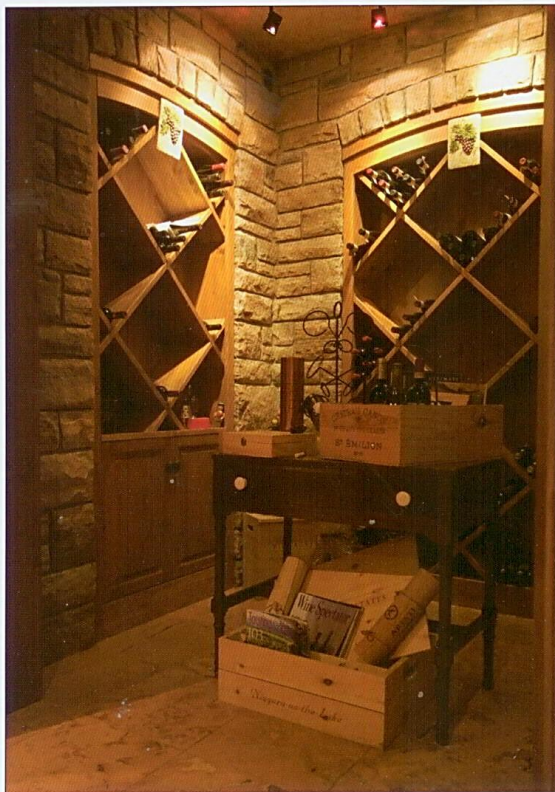
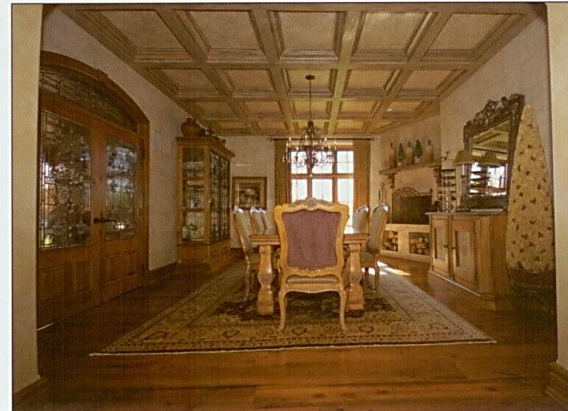
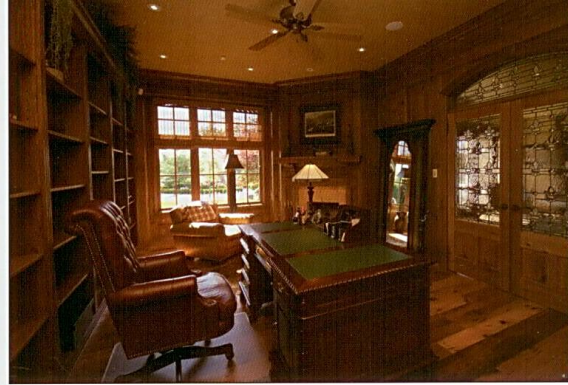
Tanis' role plays out in a very similar fashion to a wedding planner only



in this instance the planning is through the process of building their clients' home. "We work very closely with people and offer our advice through the entire process. We might suggest they want extra height in their basement, or what types of floors are available, the type of kitchen cabinetry and the themes that might work for them. And sometimes the client might not know how to ask all the questions and that's what we're here to make sure of", Tanis says with the sincere compassion of someone whose main aim is to please her clients. However she respectfully directs all the attention on Maurizio and his father. "Both Maurizio and his father are both extremely personable and have such an easy going nature that puts the clients totally at ease. "I think that's been a big part of why clients put their hard earned dollars and trust in us to build their homes." Tanis punctuates her point by saying, "Maurizio himself was up on somebody's roof today fitting a new chimney through the hole." "I guess it's just in my bones," Maurizio replies like a two year old whose been caught again. Tanis muses further on about her husband and says that it's even more apparent in his forte of carpentry," before you know it, he's up there like a kid on the monkey bars."

But this is all part of Maurizio's hands on servicing that he provides for the client. He personally oversees all aspects; from footings to foundation to framing to roofing





to plumbing to electrical through to all the finish work. His breadth of knowledge and expertise ensures every aspect of construction is held to the highest standard. A true master carpenter in the broadest sense.

"We do two to three custom homes a year. This is a natural fit for us," says Tanis, "where we get to invest the time in working with our clients in ultimately helping them build their dream homes. We also have a team of highly-skilled trades-people that we trust implicitly to meet those goals." Some apparently going back to the early days of when his father first got into building homes. One home of distinction here is a stretch bungalow that was two-hundred feet wide. A timber frame home with Palladium windows throughout that allowed in streams of natural light. A distinctive outdoor kitchen all done in rubble rock. The bathroom was hand finished in a white antique crackle look. The nuance faux finishing throughout the home needed eight painters who would arrive everyday "rise and shine" to co-ordinate the process. "The biggest challenge had to be the Timber Frames," Maurizio says with a daunting sigh. Before they could do any exterior framing they had to build the timber framing first and then build the house around it. These were 12 by 12 timber frames that were thirty-two feet long. The kind of job that would need a Cecil B. Demille cast to accomplish, however Maurizio was fortunate enough to have a crane. But even still, they did need to adhere to some basic Amish timber building lore in trying to angle, balance and lock the pieces together like some giant Lego contraption.



This did pose an interesting task when the call for some inclement weather had them scrambling to keep it from the elements by battening down the hatches with a tarp until they were able to begin building the exterior structure around it. "It all eventually worked out", Maurizio says. The clients showed their appreciation with an invitation and Maurizio was able to check on the timber frames. "Still tight as a drum." For Maurizio and Tanis, being invited by clients after the home is complete is commonplace. One client was so impressed with Maurizio's supreme workmanship that they not only invited the two over to the home to show their appreciation but would call upon Maurizio to build two more homes that would go on to leave a lasting impression on some more very satisfied clients. Needless to say, word of mouth is the best form of advertising.

Although the Dal Zottos have some very unique and diverse styles in their splendid repertoire of stellar built homes, they are humble in their accolades by stating that it's all strictly client driven. "We've recently built a home for a client who was looking for a more eco-friendly theme," says Tanis. It had all the design, style, look and

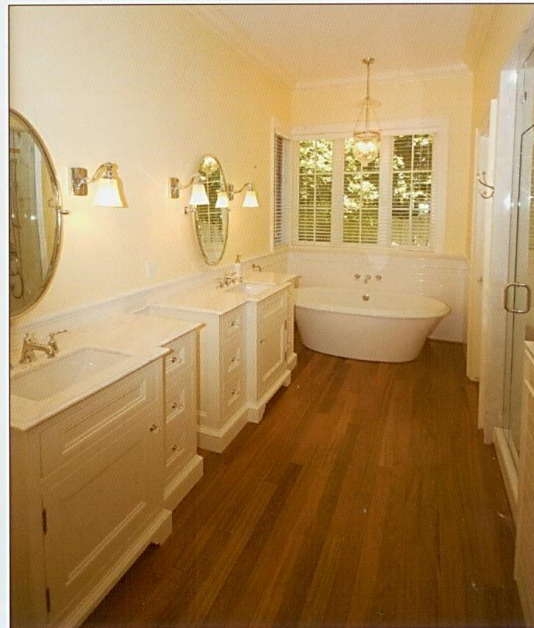
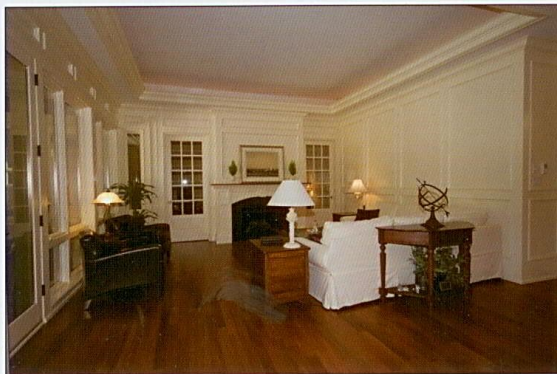


feel of what the client desired in their portfolio home, but with the eco-sense of a Geothermal heating system, cork flooring which is not only renewable but also provides more warmth than even hardwood triple glaze windows

and spray foam insulation that they applied inside the walls right though to the attic of the home. "It's not a huge market yet, however it's something we are attracted to and interested in learning more about in the hopes of doing more in the future." Dalzotto Homes is also a registered Energy Star®

Qualified Builder. The Energy Star® mark is administered and promoted in Canada by Natural Resources Canada.

Repeat clients and referrals is the mainstay of the Dalzotto success and making themselves accessible to clients is what's carried them throughout the years. "We have found our niche market and are in our ideal zone," Tanis says. "We value the close relationships we





have with our clients and find it far more rewarding on this level as both a business and to what suits our lifestyle as a family business. And this is clearly evident in their formula for success they have a great chemistry working together as partners but also know that a family that plays together stays together as well.

You're not going to be able to see their signature "design" style in a home they build their indelible thumb print is seen more in the "quality" homes they build, and unparalleled service and integrity they offer. And although Sante has since retired he's still occasionally visible in around the site. So just don't be surprised if you see him or Maurizio, after hours, up on your roof checking to make sure everything is ok. Dalzotto Homes, construction with a very personal touch.



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