



Tejas Originals creates and distributes outdoor kitchens like this.

Cooking up good ideas

Garett Davis helps contractors profit by building outdoor kitchens.

GARETT DAVIS WAS a design/build landscape contractor in Central Texas when he came up with the idea for a pre-finished kitchen system. His customers loved outdoor kitchens, but Davis didn't love the amount of time that went into building them. He thought if he could come up with a system that could be installed faster while still offering the same high quality product, he could keep customers happy and maintain a steady flow of new jobs as well.

Davis created two different styles of the outdoor kitchen systems through his company Tejas Originals. The first is what he calls a "ready-to-finish" solution. It's a steel-framed cabinet system with cabinets that can be connected together to create any size or shape. The system takes the place of the cinderblock type of construction method most landscapers use.

"A 20-foot linear kitchen can be ready for stone in just a couple of hours, versus an entire week using the other method with cinderblocks," Davis says. "In the end, the system is just as strong. And all the cut-outs like the door cut-outs and the grill cut-outs can be customized."

The same concepts apply to the finished kitchen product — the second style Davis offers. Some might call these kitchen systems "pre-fab," but Davis says he doesn't like that term.

"It gives it a cheap sound and it's definitely not a cheap-looking product," says Davis. "The product is handmade and top quality. We refer to it as pre-finished."

Like the ready-to-finish solutions, the pre-finished kitchen solution has all the

pieces needed to create a custom kitchen and a little bit more. The pre-finished product is already covered with veneer and is shipped with the countertops. Once assembled, it's a finished kitchen.

"All you have to do is drop the appliances in — and we can ship the appliances with it, too," Davis says.

Everything about the concept Davis has developed focuses on simplicity. He wants to keep the process as easy as possible for the contractor.

"We've engineered it so that it ships in a knocked-down fashion," says Davis. "It ships flat in a box. We can get 25 or 30 linear feet of kitchen cabinets on one pallet, which helps keep the shipping costs down for the customer."

Davis says he's also focused on ease-of-use and that all of the systems within his collections are easy to install.

By making his product efficient to ship and easy to install, Davis says he's saving contractors time and money.

While Davis started out using this product in his own landscape business, it didn't take long for friendly competition to ask if they could sell it too.

Davis opted to leave landscaping for the manufacturing industry. Today he's a manufacturer and distributor of entire outdoor kitchen systems as well as pergolas and arbor kits. "We basically want to be a one-stop shop for contractors," Davis says.

The author is a freelance writer with six years of experience covering landscaping.

>> SERVICE SNAPSHOT

COMPANY: Tejas Originals, LLC

PRESIDENT: Garett Davis

HEADQUARTERS: Austin, Texas

WHY PREFINISHED KITCHENS:

"There was nothing else like this on the market for a reasonable cost. I wanted to create a system that was more efficient, and I knew I could design and build it in a way that'd be less expensive as well."

INITIAL INVESTMENT:

"Myself and my partners have invested over \$1.5 million into this company."

WHY CUSTOMERS LIKE IT:

"It's ultimately more profitable for them to use this system because of the efficiencies it offers. Profitability is the bottom line for most people."