



CABINETRY INCORPORATED

FUNCTIONAL ARTWORK FOR THE GALLERY YOU CALL HOME

www.eurotechcabinetry.com

A MESSAGE from David



Welcome to our 6th newsletter. It has been a very exciting year. Last year was a record year for us and we knew it would be hard to match last year's volume, let alone beat it. As of the end of September we are 7% ahead of last year, but last year we did over one third of our volume in the 4th quarter. It's going to be a very hard act to follow but Judy, Jim and I are going to make a supreme effort.

One of this year's highlights was taking 1st place in the Sarasota Herald Tribune's Reader's Choice Awards. We also took a third place in this year's National Kitchen and Bath Association's Design Competition. We will be placing a few entries in next year's competition and we are confident that we'll do well again.

We are doing very well with the multi-home projects and multi-family projects that we lined up last year. We have lined up a few more of both types that should begin by the end of 2007. Our sales to "the trade" are still very strong as are our sales to individual homeowners. This includes kitchens, baths and custom furniture. ❖

David Asher

VOLUME 6

WINTER 2006

Reader's Choice
AWARDS



Every year The Sarasota Herald Tribune invites its readers to express their opinions and vote for the local businesses they think are the best. To ensure that the voting is fair and accurate, the Tribune includes one ballot in each of its home delivered papers and only those that are home delivered. The results are tabulated by an independent agency.

This year, we were voted first place in the "cabinet company" category. For us, the most impressive thing is that this is completely voluntary. Our clients were loyal enough and felt strongly enough to take the time to participate in the polling and vote for us. What a fabulous feeling it is to be recognized as the best in our field.

This was a team effort. It's not just about supplying "pretty" kitchens. It's about great products, beautiful designs, timely deliveries, quality installations and excellent customer services. And I want to thank my staff for making this possible. From the fabricators in the shop, Bill, Kevin, Jay, Larry and Tana, to our receptionist, Nina, to our design associates, Tracey, Tia, Eric and Emily, to our installation and delivery supervisor, Ruth, and to our installers, Paul, Rich, Jeff, Eric, George, Stacy, Chris, Bob, Gary and Paul (the other Paul !!) a big THANK YOU. You help make us who and what we are and what we are is NUMBER ONE!!!

THE *Contractor* CONNECTION

Until recently, most of our work was for individual clients, interior designers and a few high end contractors and remodelers. As you've read elsewhere in this newsletter, we will be providing the cabinetry for The Grand Mariner condominium project on Longboat Key. Our connection with contractors is growing every day. We are a little more than half way through the Brier Creek project (25 single family homes) in Lakewood Ranch for Gibraltar Homes. In addition, we have been selected to provide the cabinetry for Gibraltar Homes' next two projects. They are "Legends Bay", 72-100 custom homes adjacent to the IMG Academy and El Conquistador Golf and Country Club in West Bradenton and a number of ultra high end custom homes in the Concession at Lakewood Ranch. In conjunction with these two projects, we will be well represented in Gibraltar Homes' fabulous new Design Center in their recently completed headquarters in Lakewood Ranch. We will be providing kitchen, master bath, butler's pantry and laundry room displays as well as providing the custom cabinetry for their client selection displays (tile, carpet, stone, etc.) and

work areas. Gibraltar's interior designers, Laura Strelser and Melissa Wollard have done a terrific job ensuring that their Design Center will be Sarasota's best.

We have also been selected to be the cabinetry purveyor for three more upcoming projects. The first is "Marquis on the Bay", a 15 unit condominium project on the corner of Main St. and Gulfstream Blvd. All the units are large, penthouse-like layouts with expansive views of Sarasota Bay and the Marina. Developed by Sarasota's Sam Hamad of Enterprise Associates, and with interior design consulting by Anne Folsom Smith Interior Design, this high-end development promises to be one of the mainland's best. The sales office is at 1517 State Street and the phone number is 917-0607.

The second project is "Bleu Claire" on Longboat Key. "Bleu Claire" will have eleven condominium residences all with views of the Gulf of Mexico and the bay side of Longboat key as well. The developer is Cross Gate Partners from Atlanta and the contractor is Sarasota's Tandem Construction. Anne Folsom Smith Interior Design is the interior design consultant on this project as well. This project will definitely raise the bar on Longboat Key! There is a Sales Gallery on site at 4765 Gulf of Mexico Drive and the phone number is 744-7441.

The third project is called "Mosaique, Artistic Courtyard Homes" built by the Collingwood Construction Group, A Sandcastles of Sarasota Company. These custom homes, built in either an Old Florida or a Classical Spanish style will be situated in both the West of the Trail and Museum neighborhoods. Two model homes are planned, one on Wisteria Street and one on Cherokee Drive. This is a great new concept. We are sure that it will be well received. You can discover more by calling 952-1645 or by going to the website, www.mosaiquelife.com.

In addition, we have been invited to discuss the provision of cabinetry for two other projects that will be coming on line in the next 12-18 months.

Why is our contractor connection growing? To begin with, clients are insisting on greater value and quality when it comes to their cabinetry. Contractors recognize this and are looking to meet their clients' needs. They also see the value of the high quality design and installation services that we offer. Our efficiency translates into increased profits for the contractors both in the short and long terms. We think that the combination of having clients who are extremely pleased with their product and a better bottom line will keep our con-



Grand Mariner project manager Dan White and David

Project Spotlight

THE BROWN RESIDENCE

EUROTECH DESIGNER: JAMES JUJSEN



When Richard and Diane Brown asked EuroTech designer Jim Judsen to design a home office/library for them, all Jim could think about was the view. The view is wonderful. The swimming pool, the boat, Sarasota Bay and the Ringling Bridge in the distance. Jim and his co-designers Tracey Scalzo and Tia Cuttin knew that Richard's desk had to be situated so that he could enjoy the view. After that, everything else just fell right into place.

The custom cabinetry is Alder with a medium stain and a "shaker" style door. The pilasters, the custom stepped upper moldings and the furniture style toe base all match the style of the doors. The bookcases, with staggered heights that generate a bit more interest, stretch to reach the twelve foot plus

ceiling. The rolling ladder enables Richard to reach all of his books effortlessly. Richard's workstation is comprised of a ventilated cabinet for his CPU, a key board pull-out under the counter top, both letter and legal size file drawers and a green leather insert in the countertop. The warm wood tones of the built-ins contrast beautifully with the dark wood floor, the olive colored walls and the white trim moldings.

As with so many of our clients, this was not the first project Jim did with the Browns. Before they asked Jim to do the library, Jim had already completed a wall unit, two vanities and a desk area for Diane. Are they pleased with the library? We think so. Diane has just given Jim the go ahead to do a new upstairs kitchen and a new downstairs kitchen!!!! ❖



What Makes EUROTECH SO SPECIAL?

1. Over 90% of our work is from referrals or repeat clients.
2. 96% of our jobs are delivered on time.
3. We have been recognized and received design awards in 13 of the last 14 years.
4. Our designers have an average of 25 years experience.
5. Our installation technicians have an average of 23 years experience.
6. All of our projects are designed and/or reviewed by 3 members of our design team.
7. Our work has been published 38 times in both local and national publications.
8. Our reputation goes beyond the local area; we have completed projects totaling more than \$3,300,000 outside the Sarasota market.
9. Some of our products are warranted against defects in workmanship and materials for as long as they are owned by the client.

EUROTECH CABINETRY, INC. & THE GRAND MARINER ON LONGBOAT KEY

We take great pride in announcing the selection of EuroTech Cabinetry, Inc. as the cabinetry purveyor for The Grand Mariner on Longboat Key. The Grand Mariner, a 14 unit condominium project located on the site previously occupied by The Buccaneer Inn restaurant and marina, is being built by Sarasota's Kellogg & Kimsey for Chicago developer Terrapin Properties. Our "Executive Kitchens" line of custom cabinetry has been selected as the standard offering while allowing clients the opportunity to upgrade door styles, finishes and customize all their cabinetry.

You can learn more about The Grand Mariner by visiting their sales office at 4134 Gulf of Mexico Drive, suite #212 on Longboat Key. You may call them at 383-8700 or visit the website, WWW.grandmarinerlongboatkey.com.

We look forward to a long lasting and prosperous relationship with Kellogg & Kimsey, Inc. and Terrapin Properties and wish to thank them for choosing EuroTech Cabinetry Inc. to handle their cabinetry needs. ❖

www.eurotechcabinetry.com



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