



Kitchen Starter Guide



- Exporting Knowledge and Service to the Caribbean and Bermuda
- Complimentary Kitchen Design
- Full Product Selection for One Stop Shopping

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Over 30 Years of Exporting Excellence

glob·al

Pronunciation: / 'glō-bəl/ Function: adj

1. being comprehensive, all-inclusive, or complete
2. of, relating to, or constituting an organic whole
3. of large scope; covering or involving much; inclusive

Your Kitchen Project.

Our **Global** Service Approach.

In the last 30 years, the “Global” in Global Sales has really come to signify our approach to service. We provide excellent, comprehensive service based on two things – our extensive knowledge and our focused commitment to earn and keep your business.

We offer time-tested products, handle the details, know the potential pitfalls and know how to avoid them. Our goal is to save you time, frustration, and money so you can focus on what matters most to you – your kitchen project.

Our customers trust us and know they'll get thoughtful service and solutions. Please visit our website for more info on the products we carry and for helpful tips and info. We look forward to working with you on your kitchen project!

Sincerely,
Jeff Collins
President, Global Sales

The Global Sales Difference

- **Complimentary Design Service**
There is no additional cost for renderings, consultation, revisions or quoting. We want to earn your business and delight you with our service, knowledge and affordability.
- **Local Construction Knowledge**
Because of the remote nature of the installation, we plan ahead by sending touch up kits and providing additional trim and finishing products. When you have the installer there, the clock is ticking ... we want you to have a great installation so you can enjoy your kitchen sooner.
- **Excellent Cabinet Selection**
We work with four different cabinet manufacturers to provide you the perfect solution for your project and budget. We only sell materials that will hold up to the Caribbean and Bermuda climate – no particle board or flimsy construction.
- **Wholesale Pricing**
We provide competitive wholesaler pricing, a wide range of styles and products, and exceptional service.
- **Warranty Program**
Many manufacturers will only honor warranties within the United States. Once the products are shipped outside of the US the warranty is void. Global Sales solves this problem by extending the warranties to our customers in Bermuda and the Caribbean AT NO ADDITIONAL COST.



Shiloh Cabinets



Elmwood Cabinets

www.Global-Sales.us

Kitchen Team Design Tips

The Global Sales Design Team creates hundreds of kitchens a year. Here are some of their insider tips to creating great kitchens in Bermuda and the Caribbean:

Write it Down

Your kitchen should work with your lifestyle. Keep a notebook in your current kitchen. Jot down notes as you cook, clean, put away your groceries, and use your appliances. This is the type of info that will help us create a space you will love. Some things to consider:

- Is the kitchen your info center, too?
- Do you have a cookbook collection you love?
- What are you missing in your current kitchen?
- What do you love about your current kitchen?



Climate Considerate

Our Design Team will help you select doors and materials that will stand up to coastal climates and resist warping and corrosion. For instance, when selecting your doors, avoid mitered doors and really large doors because they can warp. For hardware, we work with manufacturers who provide brass, stainless steel or diecast aluminum to hold up to the elements.



Open Walls Mean Open Opportunities

While your walls are open run lines for cable, under cabinet lighting, in cabinet lighting, phone and internet, electric, speakers and more. Also, if your kitchen shares a wall with another room, it's the perfect time to run cables for that room, too.

Adjoining Spaces

Unify adjoining spaces with complementary cabinetry – buffet table, wet bar, entertainment unit, shelving. You can achieve a cohesive, designer look by bringing elements into different parts of your space. Save time and consolidate shipping and labor costs by having all the elements created, shipped and installed at the same time.

Organization and Storage

Some of our favorite projects have been full of organizational pieces to help customers get the most out of their space.

- Do you love your mixer, but don't want to see it? Consider a roll out shelf.
- Where do you like to do your prep work? By the sink – put a knife drawer with slots at close reach.
- Do you enjoy wine? Consider a rack or small wine refrigerator.
- Are there collections you would like to showcase – glasses, china, pottery? Glass doors add elegance and let you display your favorite pieces.



Create a Bright Space

You can create the illusion of natural light and space by adding glass and lighting to your cabinets. Showcase your glasses and let the light play off of them to create a beautiful focal point. Adding a Velux skylight can also create brightness and help save on your electric bill by reducing the number of bulbs you have to use to illuminate your space.



Appliance Sizes Vary

We have found so many different sizes of appliances in Bermuda and the Caribbean that we never assume a dishwasher is 24". Make sure to measure each of your existing appliances to make sure the cabinets work perfectly. Also, this is a great time to rethink your appliances. Send us your model numbers so we can accurately render them in the plans.

Maximize Your Space

We work with Rev-A-Shelf to add pull out shelves, lazy susans, spice racks, pull-out waste bins and more. You can make an inaccessible corner into a fully functioning and accessible storage space. Plus, don't forget pantry organization. There are so many solutions to make your kitchen a joy to cook in.

Plumbing Beyond the Sink

Again, since you've got it all open, what other areas of your kitchen (or a neighboring room) could benefit from running water – refrigerator, ice maker, mini-sink, wet bar.

Upgrades that Make a Daily Difference

Soft closing drawers and doors. It is a little luxury that you'll be so glad you chose.



Get Inspired

Many of our customers send us their sketch, dimensions and magazine pictures of kitchens or places that inspire them. After all, a picture is worth a thousand words! Some of our favorites: *The Bermudian*, *Caribbean Living*, *Architectural Digest*, *Coastal Living*, *House Beautiful* and *Elle Décor*.

From Floor to Ceiling

Our happiest customers tell us, the space just "works". These customers thought of their kitchen design as a cohesive project – they coordinated their whole look – flooring, countertop, cabinets, hardware, lighting fixtures, appliances, and plumbing fixtures. Pick something you love, like a tile design or a cabinet finish, and make it the test for all the pieces you add to your space.

Organization & Design Options

Organization

- Base cutting board cabinets
- Base wicker basket cabinets
- Corner appliance garage
- Cutlery trays
- Door mounted spice racks

- File drawer base cabinets for desks
- Knee drawer cabinet for desks
- Lazy susan in wall corner cabinet
- Plate rack cabinets
- Pull out pantry cabinet

- Rolling tray system
- Straight appliance garage
- Sink front tilt-out trays
- Tray dividers
- Waste baskets

Stylish Elements & Finishing Touches

- Appliance panels
- Architectural onlays
- Base cabinet decorative ends
- Base end shelf
- Bookcases, open shelved
- Column overlays

- Corbels
- Fluted fillers
- Glass doors, several styles
- Microwave wall cabinet
- Stem glass holder
- Turned legs, multiple styles

- Valances, many styles
- Wall cabinet decorative ends
- Wall end shelf
- Window seat cabinets
- Wine racks
- Wood hoods

Beyond the Kitchen

- Dressing room cabinets with a variety of options
- Entertainment area cabinets
- Vanity cabinets with a variety of options

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Global Sales Customer Stories

*It's always such a pleasure to work with the stellar team at Global Sales, and I have to especially thank the team for their assistance on this kitchen. **Every step of the project went smoothly, I'm extremely happy with the results.** I would certainly recommend Global Sales to anyone else who is considering a kitchen renovation.*

*Thanks again,
Allen (project pictured right)*



*I have worked with Global Sales for approximately 10 years for two different projects. I have always been satisfied with their **punctual response and the professionalism.** What ever you need they go out of their way to see if they can get it. I would recommend Global Sales anytime.*

Nikeisha W. in Bermuda
We supplied a variety of products including doors, cabinets, countertops and furniture

*I am delighted with the service of Global Sales. I recommend them unreservedly to anyone else thinking of installing a kitchen in Bermuda or the Islands. **Friendly, knowledgeable, responsive, ethical and committed to great service.***

Adrian H. in Bermuda
We worked with Adrian on his kitchen appliances, cabinetry, countertops and cabinet hardware



*I thought you'd like to see some pictures of our brand new kitchen, thanks to Global Sales. Thanks Jeff, David, Julie, and all who were involved in **making our dreams and vision come to fruition.***

*Thanks again,
Chris and Nina (project pictured left and below)*



*I would just like to say it was indeed a pleasure working with Jeff and the team at Global Sales again, over the years working with them in Bermuda, **I have never been disappointed.** My house in St. Kitts is truly a testimony of the **service and quality of the products they provide.** A job well done, thanks again for your commitment and assistance during the building of this project.*

Cliff Dillas

*I work with Global Sales because of the **value for the money and efficiency of getting what I need.** Four or five years ago someone recommended them to me for getting my building supplies. We started out small and once I found out what they could do, it hasn't stopped since. We did about 17 shipments last year.*

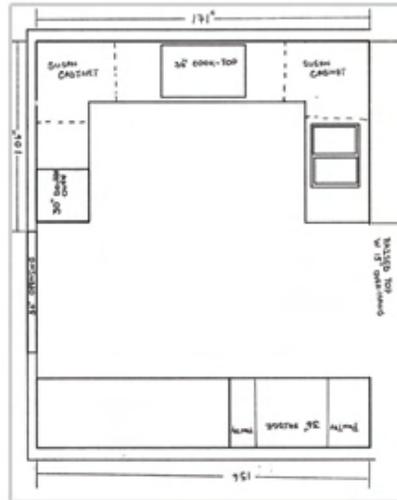
Paul Franco
Owner, Island Home Development

Our Complimentary Design Process

Step 1: Tell Us About Your Kitchen

Send us your sketch with dimensions. You can use the form we've provided, or just send us your sketch. We've also included a **Sample Sketch** on the next page.

Also, you can send us pictures of kitchens you like. Think about door styles and finishes. Need inspiration? Visit our Photo Gallery and review our Kitchen Cabinet Specs and Countertop pages for tons of great ideas.

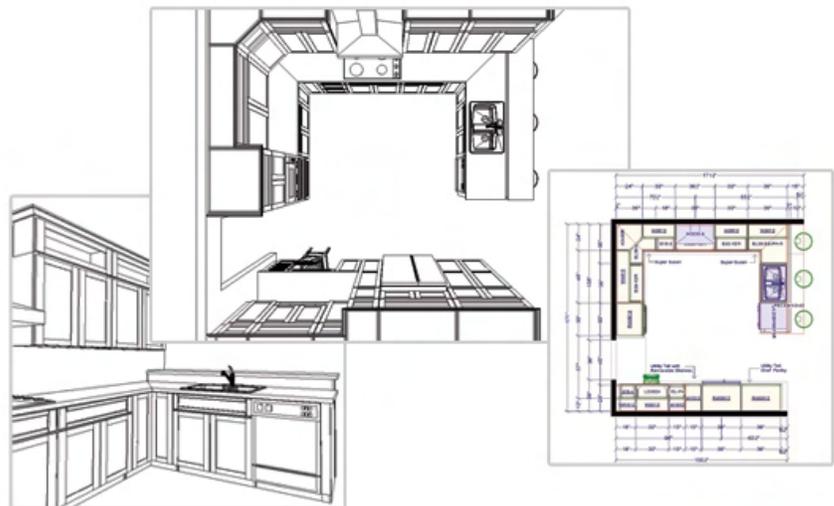


Step 2: Design Choices

We help you narrow down your selections based on your style preferences, budget and space. Once you select your cabinet door style, we provide you with several computer generated layouts to maximize your kitchen space. **There is NO CHARGE for this service.**

This is also where we talk about the small improvements that make a big difference – spice racks, lazy susans, cabinet door covers for your appliances and more.

Our #1 priority is YOU getting a kitchen you'll love. Want to see something different? No problem. **Revisions are provided at no charge.** Just tell us what you would like to see and we can make the changes – usually in 48 hours.



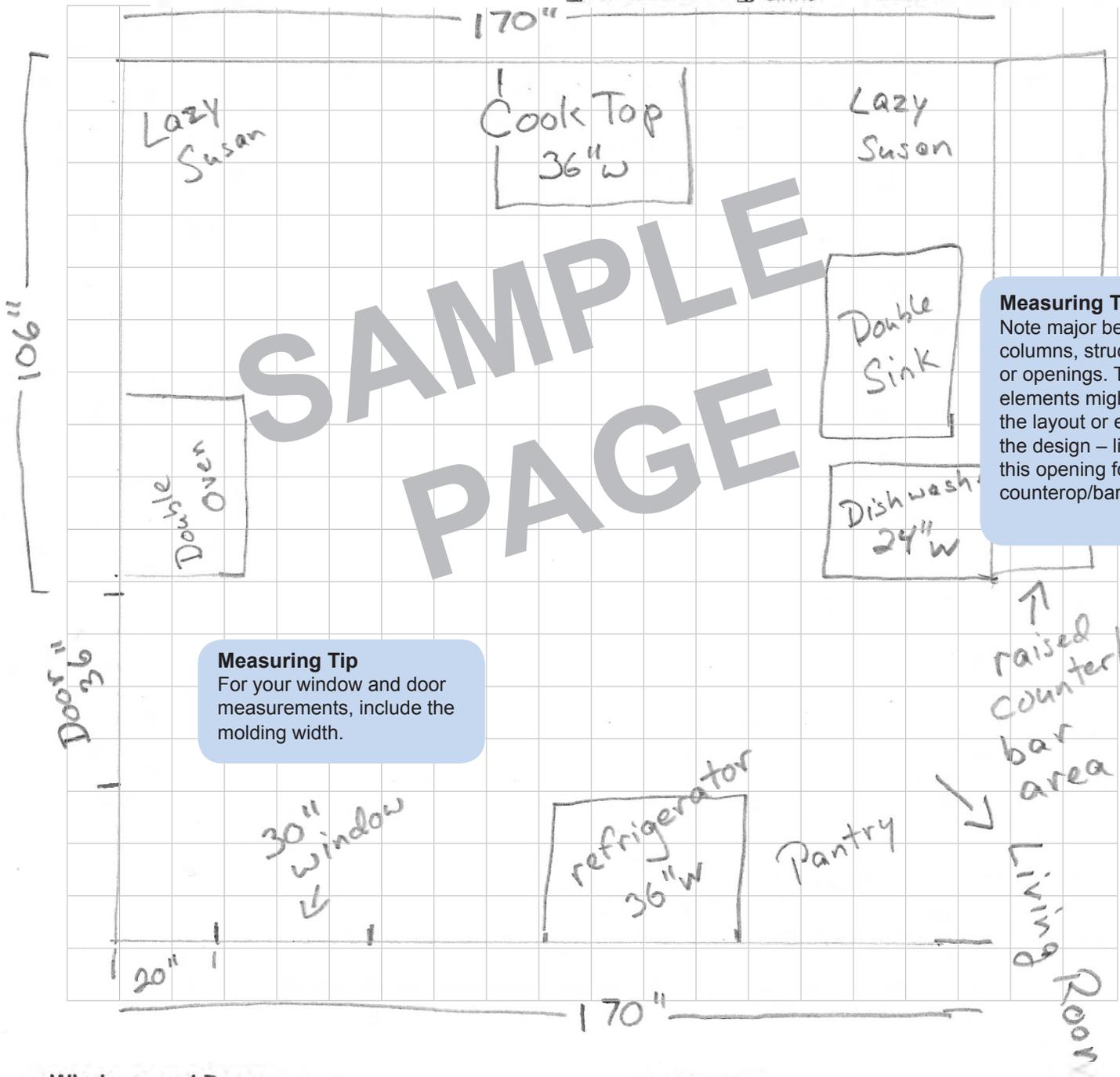
Step 3: Approval and Ordering

After the design is approved, we handle the entire ordering process: cabinet ordering, scheduling, freight consolidation with other elements in your project (tile, counter tops, hardware, etc), export paperwork and filing.

Plus, we plan ahead by sending touch up kits and providing additional trim and finishing products. When you have the installer there, the clock is ticking ... we want you to have a great installation so you can enjoy your kitchen sooner.

Measuring Your Kitchen

There are **just a few measurements** we need to create a kitchen rendering for you. Please use the grid below to draw your space. Be sure to indicate location of appliances doors open walls/adjacent rooms windows sinks



Windows and Doors

Number of Windows: 1

Number of Doors: 1

Please indicate location on grid with width and height

Ceiling

Height: 96"

Same everywhere? yes no

Would you like cabinets to reach the ceiling?

yes no

Appliances

Please supply dimensions or model #s of each:

Refrigerator: 35 7/8" w 69.25" h
or Model Number G5F26C4EXF

Dishwasher: no yes 24" w
or Model Number _____

Oven: single double oven/micro-combo
27" w or Model Number _____

Over Range Hood: yes no microwave

Other: _____

Will you need new appliances? yes no



Measuring Your Kitchen

Please use this area to tell us anything else you would like us to know about your kitchen project. Or, just tell us over the phone. Whatever works for you.

Room Notes:

Please use this area to tell us more about your space. Things like sun exposure, how your kitchen connects with other rooms in your home, architectural features you want to highlight.

Style or Kitchen Cabinet Notes:

Tell us about your style: traditional, contemporary, transitional. Check out our Kitchen Photo Gallery and let us know what pictures caught your eye.

Anything else?

Global Service & Knowledge

Exporting products to Bermuda and the Caribbean is what we do – and we do it well. We know how things have to be packaged, what paperwork is required, and what the shipping deadlines are, so that your shipment will be accepted and your project kept on track.

We focus on the big picture of your project and – at the same time – handle the small things that make a big difference to your budget and your schedule. We always send extra finishing pieces, we make sure your items are properly marked, we stay on top of your order through our established relationships with manufacturers and shippers.



YOU are our business, and we are dedicated to knowing and doing everything possible to help you succeed.



One-Stop Product Selection

There are so many components to your project, but that doesn't mean you have to spend all your time finding them. Let us be your one-stop source.

The products we offer are fully vetted and tested to perform in the Caribbean and Bermuda. Our expert sales and design team will steer you toward the products that will best survive the shipping process and will hold up to the coastal conditions and climate.

Shipping & Consolidation

Full container. Less than container load. Fed Ex. Air Freight. Will everything arrive at the same time in the same container?

When you work with Global Sales, these are the details that we focus on. We are dedicated to making this very cumbersome and involved process easy for you.



We coordinate shipments from various manufacturers to arrive at the shipper at the same time, so you don't have to. We follow up and track all components of your order and make sure expectations are met from both the manufacturer and the shipper.

Please contact us to discuss your next project – global@global-sales.us or (813) 236-9077.

Appliances

Danby
Samsung
Frigidaire
Whirlpool

Cabinet Pulls

Amerock
Ultra

Sinks, Faucets and More

Kohler
Elkay
American Standard
Delta
Moen

Tile

Florida Tile
Daltille
Mohawk

Shower Enclosures

Century Shower Enclosures

Hardwood Flooring

Armstrong
Cala
Robbins
Bruce
Kahrs
Versini

Stairs

Crown Heritage
Oak Pointe Stair Parts
L.J. Smith

Furniture

Ashley Furniture
Stanley Furniture

Interior Blinds

Superior Design Products

Lighting

Progress
SeaGull
Kichler

Windows & Doors

Jeld-Wen
Royal Aluminum
P.G.T.

Door Hardware

Baldwin
Ultra
Richelieu
Emtek
Schlage

Skylights

Velux

Aluminum Shutters

Gulfstream Aluminum Shutters

Garage Doors

Gadco
Raynor
Hormann

Vinyl Fencing & Railing

Poly Vinyl Creations

Air Conditioning

LG

Contractors & Builders

Power Tools
Electrical
Reinforcing Rod & Wire Mesh
Scaffolding & Shore Posts
Lumber
Concrete Equipment

| | Global Sales Streamlined Process | Direct with Multiple Manufacturers and/or Sources |
|-------------------|--|--|
| Product Selection | <ul style="list-style-type: none"> • One-stop source for product knowledge and product selection • Manufacturers and products are fully vetted and tested to perform in Bermuda and the Caribbean • Our expert sales and design team will steer you toward the products that will best hold up to the coastal conditions and climate • Local knowledge of construction methods and code. For instance, in Bermuda galvanized rebar is required. This type of knowledge makes a difference in providing you with the right product the first time | <ul style="list-style-type: none"> • Need to research and establish relationships with each manufacturer/supplier • Not all products hold up during shipping and in island climates |
| Purchasing | <ul style="list-style-type: none"> • We provide one itemized quote of the different items • We process one transaction • We accept international credit cards | <ul style="list-style-type: none"> • Separate transactions • Not all manufacturers take international credit cards |
| Customer Service | <ul style="list-style-type: none"> • Commitment to outstanding customer service | <ul style="list-style-type: none"> • Not all manufacturers are set up to work directly with individuals and companies outside of the US • Most do not know how to export their products to Bermuda and the Caribbean |
| Warranty | <ul style="list-style-type: none"> • We work with manufacturers to extend their warranties or find you another solution. We stand behind everything we sell | <ul style="list-style-type: none"> • Most manufacturers VOID their warranties once their products have left US soil |
| Consolidation | <ul style="list-style-type: none"> • We coordinate shipments from various manufacturers to arrive at the shipper at the same time | <ul style="list-style-type: none"> • Shipments could arrive at different times resulting in delays or storage fees |
| Shipping | <ul style="list-style-type: none"> • In depth knowledge of shipping and exporting to the Caribbean • Proper packaging and marking • Efficient use of containers or other means to cost-effectively deliver your goods | <ul style="list-style-type: none"> • Incorrect paperwork • Items not properly packaged for export • Items not marked so that they can be identified as yours by the shipper • Short shipments • Inefficient use of containers |
| Tracking | <ul style="list-style-type: none"> • We follow up and track all components of your order and make sure expectations are met from both the manufacturer and the shipper | <ul style="list-style-type: none"> • Follow up required with multiple manufacturers and shippers |
| Kitchen Design | <ul style="list-style-type: none"> • On staff kitchen design team works with you to design your new kitchen from top to bottom • NO FEE for design or revisions • Includes all aspects of kitchens – not just cabinets | <ul style="list-style-type: none"> • Some companies charge as much as \$175 for an initial design and an additional fee for each revision |