



IMPACT ON YOUR BUSINESS: Eliminate the labor and material costs of an expensive masonry island while adding significant profit by “Controlling the Total Project.”

Contractor's New Mission: Alert the Homeowner that Stainless Cabinetry set into a stone surround is supplanting the traditional masonry kitchen islands as they do not provide storage and room for additional cooking appliances.

Benefits to Homeowner: The contractor sets himself apart from competition by Adding Value to the Outdoor Project by offering Kitchen Layout and Design (Danver will assist), and Sourcing Grills and Appliances at discounted pricing. The homeowner wants you to duplicate their interior kitchen outside.

Impact on Contractor: Contractor **Controls the Total Project** ...plus adding significant dollars to the project by marking-up every cabinet, grill and appliance.

The “New Trend” -- build a 3-sided stone surround, “slide” the cabinetry in, collect the check, get his crew off the job and on the next project. The more projects during the season, the more income.

www.danver.com • 888-441-0537 (ask for Clark ext. 150 or Larry ext. 141)