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### Atlantic KB Quarterly Newsletter

A little about AKB: Atlantic Kitchen & Bath specializes in custom kitchen and bath designs as well as renovations, sunrooms, closet systems, outdoor kitchens and any type of remodeling, addition or restoration needs. Give us a call today at 302-947-9001 to schedule an appointment or look us up on the web at [www.AtlanticKB.com](http://www.AtlanticKB.com)

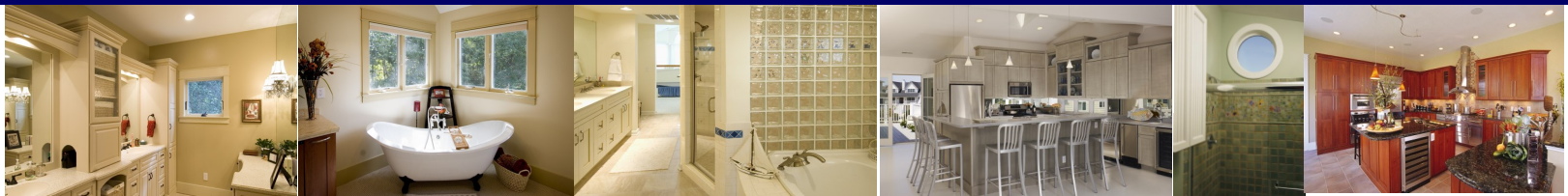
### Special Announcements

- ◆ Atlantic Kitchen & Bath, LLC is pleased to announce that **Mike McCoy** has become the newest addition to our team. As the Design & Selections Manager, Mike will be contributing his 15 year background in interior design as well as his knowledge of construction and selection coordination. Atlantic Kitchen & Bath is excited to add Mike's talents to our growing remodeling and renovation business.
- ◆ Did you know that AKB will be moving to our new showroom location on Coastal Highway by early summer? This new design/selection center will be open 7 days a week and will be loaded with the most popular and latest examples of cabinets, counter-tops, flooring, lighting plumbing fixtures and more, for your selection needs.



*Atlantic Kitchen & Bath was a great company to work with. The look of our new kitchen cabinets and countertops are beyond my expectation, and the project was completed when promised. We also very much appreciated their professionalism and willingness to ensure our satisfaction. I would definitely recommend Atlantic Kitchen & Bath and we look forward to working with them again when we are ready to make further updates to our home.*  
Jen / March 2016

Atlantic Kitchen & Bath can design and build your dream kitchen or bath!



## How to Hire the Right Building Contractor for your Remodel

### Get Recommendations and Do Research

Start with your friends, neighbors and family and then check in with the National Association of the Remodeling Industry for a list of members in your area. Research the web for a remodeler in your area that can provide you with a design, an estimate, can help you through the selections process and can complete your project on time and within the budget.

### Do Phone Interviews

Make a quick call to your prospects and ask them the following questions:

1. Do they take on projects of your size/type?
2. Are they licensed, bonded, offer a warranty, belong to the Better Business Bureau?
3. Can they give you a list of previous clients?
4. Can they provide you with photos of completed jobs?
5. How long have they been in business?

### Meet Face to Face

Based on the phone interview, your contractor should arrange to meet for an initial estimate appointment to measure your space and review your needs/wants so that an accurate estimate of cost and time can be made. A contractor should be able to answer your questions satisfactorily and in a manner that puts you at ease. It's crucial that you two communicate well because this person will be in your home for hours at a time. What kind of staff do they have (in house decorator/designer, project manager, building coordinator)? What kind of customer service do they provide and how do they handle sharing information with you about your project? Are they a licensed building contractor with previous experience in your type of remodel/renovation?

### Don't Let Price Be Your Guide

Throw out the lowball bid. This contractor is probably cutting corners or may not be including "everything" you want or worse they could just be desperate for work—hardly an encouraging sign in a healthy economy. If the contractor has several projects going on at one time it is a good sign that his business is doing well. Beyond technical competence, comfort should play an equal or greater role in your decision. The single most important factor in choosing a contractor is how well you and your contractor and his team communicates. All things being equal, it's better to spend more and get someone you're confident you can trust and are comfortable with.

### Put it in Writing

A good contractor will be able to draw up a contract that details every step of the project and payment schedule; a projected start date and completion date; specific materials and products to be used. Having a clear detailed contract isn't about mistrust, it's about insuring a successful renovation.

### Don't Mind the Wait!

A lot of customers put off researching contractors and getting estimates until they are "ready" to start the job. The problem with this is that the contractor you end up selecting may already be booked with other jobs (always a good indicator). Most busy contractors will book jobs at least 3-6 months in advance, so don't expect to have your job finished by June if you haven't started your research until May.

Finally, remember that as soon as a change or an addition is made or a problem uncovered, the price just increased and the project just got longer. The four most expensive words in the English language? "While you're at it..."

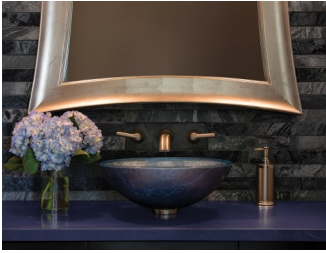
*We are just beginning our kitchen renovation project but have found Mark to be extremely knowledgeable and professional. He has worked to help us get the perfect kitchen for our needs and price! I have enjoyed working with Sunny Dean. She has been informative, efficient and most helpful in helping us make our design choices.  
Dianne / April 2016*

On time and within budget!

*Amazing*

Spring is officially here, and there is something about this season that has us in the mood to redecorate. It may be the warmer weather that has us inspired, or maybe it's the bright spring blooms popping up everywhere we look. Either way, all of us are looking to inject a little spring color into our homes. Adding fun throw pillows to your couch or investing in a new rug are great ways to add pops of color to your decor, but sometimes a bigger project is in order—one that totally transforms your space. We're talking about a major redesign with Cambria quartz countertops, Omega cabinetry, Daltile floor and wall tile or Sherwin Williams newest line of wall colors. So, if you're in the mood to revamp your kitchen, bathroom or other living areas, then prepare to get inspired.

Today we're showing you a few ways to transform different spaces in your home, taking them from subdued and dull to bright and fresh. With pretty pops of color in mind, we're spotlighting a gorgeous line of quartz and tile products that come in beautiful bold colors and a line of superior cabinetry that will compliment your selections.



#### **Brighten up your bathroom or kitchen.**

Blue is the perfect hue to add color like this Cambria Bala Blue. With a wide range of options you can change your countertops and add an accented backsplash for more "wow". Blue not for you? Cambria has a wide selection of countertops with flowing patterns that pop with flecks of copper, silver and green. Just adding a backsplash with a row of accent colored tiles can really help to brighten up rooms without much cost involved.

#### **Remember that opposites attract.**

The bright blue shelves balance out the muted linen colors of this room. Eye popping color against soft shades of white and beige can draw attention and contrast.

#### **Curate your closet.**

I think we can all agree on one thing: A fabulous closet is one of the most covetable "rooms" in any house. In a perfect world, our dream closet would provide space and maximum space at a minimal cost. Stor X systems offer a wide range products and designs to suit any budget and AKB can get them for you.

#### **Liven up your island.**

Your kitchen island can be a fun way to play around with color and pattern. The great thing about an island is that it stands alone but is centered in the room, so it can have its own personality as long as it goes with the flow of the décor. Atlantic Kitchen & Bath can provide you with a wide range of cabinetry and countertop selections as well as design.



#### **Trust your instincts.**

When you're redecorating or remodeling, everything really boils down to one thing: How you let your personality shine through in your home. It doesn't matter whether you like dark neutrals or bright bold colors, as long as you're happy with the final result. You're the one who will be living in your space, so the most important thing to remember is to create an environment you love! Search out professional help for medium to larger projects. Many remodeling companies have on staff decorators that will give their input for free when you are using their services for your remodeling projects.



**Have a project in mind? Give AKB a call and get started. What are you waiting for?**

*Project: Bathroom and Kitchen Remodel Comments: Mark and his crew were great to work with and very flexible when it came to requested changes as the work progressed. The end result is spectacular and I couldn't be more pleased with my remodeled home.*

*Harry / February 2016*

# Remarkable



So your family is coming for a visit to the beach.  
Here are a few ideas for maximizing sleeping quarters with minimal space!



*Atlantic Kitchen and Bath replaced my sliding shower doors with a beautiful hinged glass shower door. They came on the scheduled day with all the parts and equipment. Since it was a custom door, it had been previously measured, and fit perfectly.  
Louise / December 2015*

*Genius!*

### **What's the Difference in Countertops?**

So maybe you're at that point in your renovation where you are considering materials for the all-important countertop. You are browsing places like Pinterest and Houzz and asking friends on Facebook and Twitter. You keep hearing about two popular surfacing materials:

**natural stone** (which people typically refer to as granite) and **quartz**.

Problem is, you are not sure what the difference is.

Don't worry: We are here to help clear things up.

Before getting started, however, it's important to say this: when it comes to countertop materials, don't get hung up on which one is the so-called "best." **Figure out which countertop material is best for you**—your lifestyle, your overall design vision, your budget.

### ***Natural Stone vs. Engineered Stone: Understanding the Difference***

Natural stone—Granite—is 100% natural since it is quarried directly from the earth in large blocks which are sliced into slabs and distributed to fabricators who cut out counter shapes then profile and polish the edges. Quartz is "engineered" stone, meaning it is manufactured using various grades and sizes of natural quartz crystals that are ground and mixed with resin and pigment (ration is 93% quartz) and compressed to create slabs of the quartz product. It is then finished by a fabricator the same as Granite

Here is a comparison of attributes of each surface.

Decide for yourself which one is best for you.

Quartz	Granite
Quartz is one of the strongest materials on the planet. They also more flexible than granite which makes them easier to work with during the fabrication and install process	100% natural stone—popular choice for designers and architects
Because of its strength it is extremely durable	Extremely strong and durable but not indestructible
It is non-porous and doesn't require any sealing. This is a huge benefit because you don't have to worry about bacteria and other germs growing in the material	Granite needs to be sealed when they are installed and then resealed every 6-12 months depending upon volume of use.
It is incredibly easy to maintain and keep clean - mild soap and water and dry cloth will do	Because it is a porous surface it requires regular cleaning with warm soap and water and/or anti bacterial cleaners
They are stain impervious - just clean with a damp cloth	They are not stain impervious - be careful especially with red wine or anything with food coloring
The colors are uniform. Because it is manufactured you will not get any major variations or striations in the pattern	The slabs are unique and one of a kind. You can select a slab or have a fabricator find a slab based on your selections but you never know until it is cut and installed if you will have areas with different pattern configurations or striations
They can discolor over long periods off time in direct sunlight - so they are not recommended for outdoor surfaces	Granite can discolor over time if exposed to direct sunlight
Seams will be less noticeable than with other countertop products	It is impossible to hide the seams in a granite countertop especially if the stone has movement in the pattern.

*Project: Kitchen Remodel Comments: Our questions and concerns were always addressed. We were always kept informed about scheduling of sub contractors . Attention to detail was top drawer . The kitchen looks fantastic . The design came together even better than we anticipated Mary / April 2016*

*Project: Bathroom Remodels (2) Comments: The team is great and you feel comfortable leaving them in charge. The day after we signed our contract I got a link to an online project tracking website where I could monitor progress, see pictures of before and after and see that the work was being done as promised. We aren't always at our beach home and this was a great feature. Give them a call, you will be happy you did. Tim / February 2016*



*Project: Bathroom Remodel Comments: Atlantic Kitchen & Bath just completed work on our master bath vanity. They installed new cabinets, quartz countertops, new sinks, mirrors, and light fixtures. Mark met with us several times until we were sure which cabinet we wanted. The end result was worth every penny! We are thrilled with our new bathroom and would definitely work with Atlantic Kitchen and Bath again.*

*Diane / March 2016*

20684 John J Williams Hwy, Suite 1 / Lewes



## What's the Remodeling Payoff if You Are Thinking About Selling Your Home?

Considering a remodel in order to help sell your home? Depending upon the projects you choose to do, you may not recoup the entire cost of the project when you sell your house, but some projects add more to your home's value than others. Did you know that by remodeling a bathroom, or kitchen (new cabinets/countertops/flooring, etc.) or finishing a extra living space in the attic or basement can raise your home's value by as much as *75 percent* of the project cost? Other projects, such as re-roofing and painting the outside of your house can raise your home's value by as little as 10 percent. Although those projects might create the curb appeal necessary to get buyers in the front door it is the larger jobs that will raise the total value of your home. Something to consider before you sell!



[www.AtlanticKB.com](http://www.AtlanticKB.com)

302-9479001

*Why Wait! Stop by and see us today at Atlantic Kitchen & Bath.*