



Catalog Updates

Our new catalogue is bursting with new items!

Your Rep has your Catalog(s) and will be scheduling a time to review the highlights with you.

Here's a sneak preview!

- 39" High Wall Cabinets
- 57" High Wall Cabinets
- Wall Message Center
- Wall Pull Out Peg Board
- Wine Wall Style X
- Wood Hoods
- Hearth with Pull Out Spice Racks
- Base Pull Out Tray Divider
- 2 Drawer Base Cabinets
- 2 Drawer Base Cabinet with Hidden Drawer
- Base 2 Drawer with Drawer Divider Inserts
- Blind Corner Base with Chrome Slide Out
- Recycle Center with Bag Storage
- Base Super Organizer
- Base Cookware Organizer
- Base Pull Out Peg Board
- Island End Caps
- 93" High Tall Cabinets
- Tall Microwave Cabinets
- Arched Raised Panel Valances
- Pull Out Tray Divider
- Undersink Pull out
- Undersink Caddy
- Undersink Radius Shelf
- Drawer Divider Inserts
- Cookware Organizer
- Vanity Pull Out Storage
- Hall Trees

***NOTE FROM DEALER SERVICES:** Please remember to check acknowledgements, including pricing, for accuracy. It's much easier to correct a discrepancy before the order goes into production. If you catch a data entry error after you have received your acknowledgement, you can fax in the acknowledgement noting the error and get a \$25.00 cash card. You cannot view this on InfoNet to get the gift certificate. The order must be proofed and acknowledged before we will honor the \$25.00.

INCLUDED IN THIS MAILING:

Legacy Link

(spaces) Accessories Piece

LEGACY LEAD-TIMES

319-268-2477

Standard: 4-5 weeks / Fast Trax: 4 weeks

2020 DESIGN CATALOG

current catalog is: **b_lgcy82**

NEED MORE NEWSLETTERS?

Call 319-268-2592, or Fax 888-238-2157.

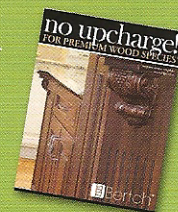
Legacy Customer Service hours are now
7:00 am - 5:00 pm.

LEGACY LINK

PO Box 2280, Waterloo, IA 50704 • Tel: 319.268.2592 • Fax: 888.238.2157

No Upcharge on Premium Wood Species!

From June 1st to July 31st there will be **no upcharge** for select species of wood. These wood species include: Alder, Select Alder, Cherry, Maple, Quartersawn Oak and Red Birch. You should already have received a counter card regarding this promo. If additional cards are needed contact dealer service; they are available at no charge while supplies last.



(spaces) Book of Accessories

In an effort to highlight the numerous design options, we are releasing a piece of literature focused on Bertch interior accessories. A copy of "Spaces" is included in this mailing. If you'd like to purchase more (\$30 list per 10), please contact dealer services.



door style: Williamsburg color: Brindle

Quartersawn Oak

Well known in the antique world, Quartersawn Oak is seeing a surge in popularity for use in modern kitchen cabinets. We've recently added quartersawn oak as a premium wood specie for only a 12% upcharge! (Remember, order during the months of June and July and the premium is waived!)

A unique aspect of Bertch's quartersawn offering is that all of the parts are quartersawn. Unlike many of our competitors, a plywood side is made from the same unique straight grain cuttings that you see in the face of a quartersawn door. Even moldings are available in quartersawn.

Legacy's quartersawn offering is superior to almost everyone in the business. Also unique to Legacy is that we don't limit you on door styles. If we offer it in a wood door, you can get it in quartersawn oak.

"Spicy" Salsa Replaces Rustic Red!

Ideal for Islands, Wood Hoods or Signature Hutches, "Vibrant Reds" are this year's color. We have updated our Rustic Red to Salsa. Available with both brown and black glaze. By dealer request, "Brindle" is now available as a standard color. We have also replaced Laurel with Harvest, and added a new Light Brown Glaze (available on white only).



Heritage

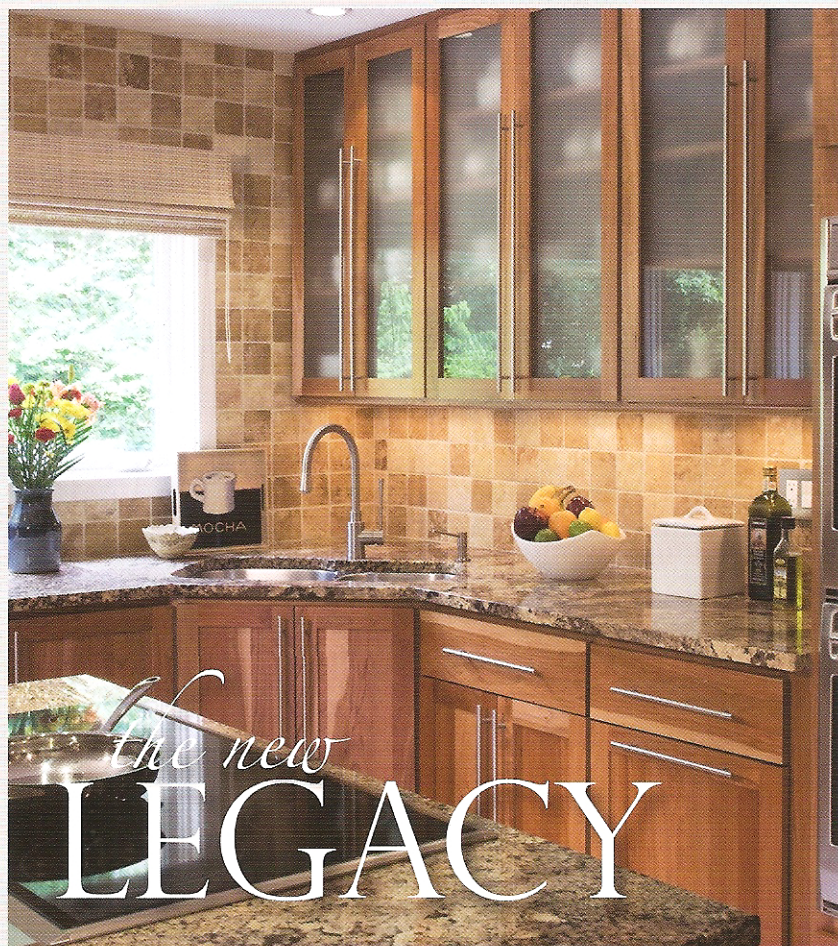


Northbrook

Dynamic Duo

Legacy has introduced two new door styles. Heritage is a popular 3" miter door style in our Custom Division that's now available in Legacy. Northbrook is a flat panel door in a modified "mission" look. The addition of a bead on the inside of the frame takes the sharp edges off.

We're expecting both doors to be hot items, so why not order new door samples in quartersawn oak?!



Expansion Highlights in Catalog

Last August, Bertch held a meeting with key dealers from across the country. The purpose was to chart a course for Bertch into 2009. The dealers laid out a lot of challenges and we feel we have met a bunch with the new catalog.

Based on dealer input we have also revamped our color literature, taking off the black spiral and our seedling cover. We've included a pack of 10 with this mailing.

All Plywood Option

Every now and then, a customer comes in who insists that they do not want ANY particle board in their cabinets. For the record, particle board in a horizontal application is actually more stable than plywood, particularly in shelves, where plywood tends to "twist".

However, if that customer insists... an all plywood option is now available in Legacy for an 8% premium. Just note it boldly on your order and be sure to confirm that the premium is on your acknowledgement, and all the casework and shelves will be plywood.

One more way to be able to say "yes" to the customer!

Legacy Plus Simplified

Hundreds of cabinets are ordered every week under the "Legacy Plus" designation. That is, it's really a custom cabinet or cabinets being integrated into a Legacy job.

Recently, we made this process even easier. In the past, you would receive two separate acknowledgements of your order, see two different sets of shipping and receiving paperwork and ultimately get two separate invoices.

With recent upgrades to our internal computer systems, Legacy Plus items are now included as a line item on your Legacy order, and you're no longer dealing with two separate channels of paperwork. An important improvement that makes the process a little simpler for all of us.

Aging In Place - No Extra Charge

A popular new catch phrase, "Aging In Place" refers to making one's home flexible enough to allow an individual the ability to live in their home even in the event they need some special accommodations due to limited abilities or mobility.

Aging in place design includes single level houses, wider doorways, levers instead of knobs on doors, and in cabinets, universal access design to accommodate wheelchair access. Many companies charge as much as 25 to 30% more for universal access cabinets. Bertch is unique here, with our universal access cabinets generally being the same price as the comparable item in our standard cabinet line.

Get in the Bath Business!

Long before Bertch built the first kitchen cabinet, we were already well known for our extensive line of bath cabinetry. Bertch still commands a prominent position in Bath cabinetry today as one of the few companies who design and build cabinets uniquely for the Bath. Our designs often include moldings, feet or overlays as an integral part of the cabinet, saving design and installation time and cost.

In the lean times most of the country is experiencing more and more traditional kitchen dealers are finding the bath to be a new source of revenue. And Bertch Bath makes it easy. You can literally order a single piece of Bath and combine it with a kitchen order—doesn't have to be the same job even — and you won't have to pay an extra shipping fee.

Check out all the Bertch Bath designs at Bertch.com. Get up with your Bertch rep and start getting your share of bath remodeling sales today!

