

# How to WOW

**The Kitchen People** are proud to be celebrating their **7th year of trading** in Lindfield High Street.

**Take a fresh look** at The Kitchen People's showroom – there are new kitchen displays, new suppliers and products and the return of designer Sarah Lee, back from maternity leave.

With an intuitive sense of design and style, Sarah has always taken a great deal of pride in her work. After the recent birth of baby Daisy, Sarah has now returned to The Kitchen People with fresh focus, ready to help clients achieve the kitchen of their dreams. "I really enjoy getting to know our clients, understanding their needs, getting the design

right for their lifestyle and space, along with choosing the right materials and colours. But best of all, I love seeing them thrilled with their new kitchen."

The Kitchen People have always enjoyed an enviable reputation; owner Paul Edwards and Sarah both work hard to deliver outstanding customer service in all aspects of kitchen design and installation. Recently, they have made a conscious decision to broaden their selection of suppliers so that a wide range of kitchen styles – from traditional Shaker to sleek ultramodern – are now available across all budgets.

The remodelled showroom

displays provide plenty of inspiration for those who are not yet decided on a particular look. "The trend at the moment is for a modern, contemporary style," explains Sarah. "We've redesigned the showroom to show clients the type of look that can be achieved with handleless units, finished in either high gloss or matt, along with the latest in designer appliances and accessories."

These include a stunning designer extractor fan (which wouldn't look out of place in the Tate Modern!) and printed glass splashback. Whereas the trend has been to paint the back of the glass in an accent colour, with advances





*"The overall result is amazing and I'm totally delighted. The Kitchen People listened to my brief and created a real wow design. Their attention to detail, professionalism, quality of workmanship and general overall quality was simply awesome."*



create a computer-aided design incorporating these elements within the budget and give everyone a photo-quality 3D tour of the new kitchen.

To ensure a top quality and stress-free installation service, The Kitchen People always use the same fitters, whom they know and trust, while in-house project management means there is complete peace of mind. They take care of all electrics, plumbing, plastering, decorating and can also complete any building or extension work needed, so clients don't need to co-ordinate or organise anything at all.

Regardless of whether you're simply replacing an old kitchen or planning a larger project to remodel your kitchen space and give it the wow factor, everyone benefits from the same high level of service. What's more, having a presence on the High Street means clients can call in any time to discuss changes or concerns. "We love being on the High Street," Sarah tells me. "We have clients who had kitchens three or four years ago who still call in to say hello."

While the majority of the company's work is local, personal referrals have recently seen The Kitchen People extending their reach to the wider parts of the county, working in Arundel, Worthing and West Wittering. "We always say to people:, don't assume you can't afford to shop for a kitchen locally," says Paul. "Come and talk to us, because once you've taken into account the quality of the fitting and the service we offer, you'll find we are competitively priced." ■

in digital printing clients can now choose to print anything, such as a favourite location, faux brickwork or even a picture of the family, on the back of the glass.

Also new are midi towers for housing appliances. Less intrusive than full height towers, "midi towers are great for softening the impact of the kitchen. As many kitchens are now multi-zone rooms, with dining and lounging areas, they help the kitchen area interact with the rest of the room without overpowering it," explains Sarah.

"If you're thinking of a new kitchen, the best advice is to come in, have a look round and have a chat with us," says Paul. "We both have a huge amount of experience and can help inform your decision making. Over the years, I've seen every shape, colour and style of kitchen in every type of house from

*"Our kitchen was very central to the design of our new home. We wanted it to be contemporary but we needed to embrace the warehouse space the house offered. The Kitchen People came up with some amazing ideas to work with our steel and glass and we are thrilled with the result. They were extremely professional and made the whole experience a lot of fun."*

studio flats to windmills, so I've got a good idea of any potential pitfalls, and more importantly, how to get around them!"

It's this time spent planning and the attention to detail that makes the service offered by The Kitchen People stand out. Once you have an idea of the type of kitchen you would like, Paul will make an initial site survey and ask you for a 'wish list'. Then it's over to Sarah who will

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