



DRURY DESIGN KITCHEN & BATH STUDIO

design guide

Gail Drury, CKD, CBD
President and Studio Director



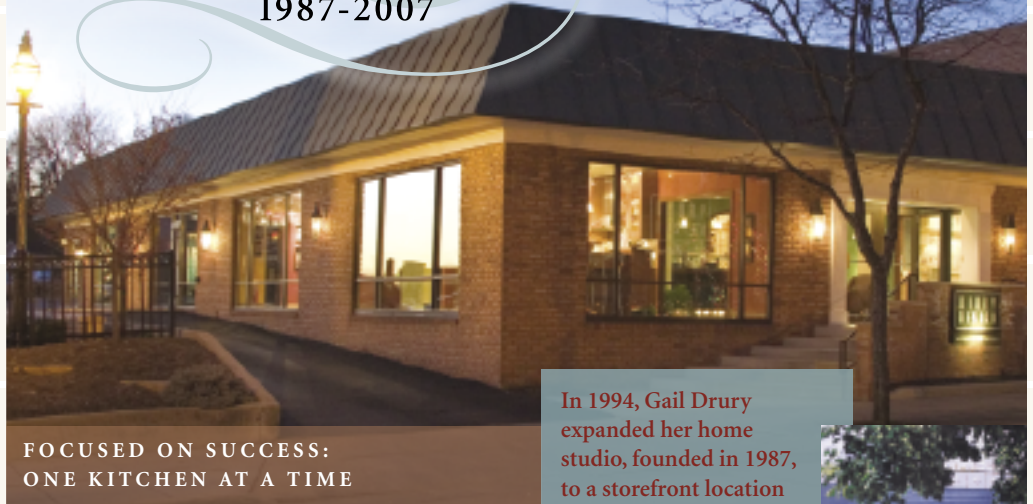
Drury Design started off with me trying to be a stay-at-home mom as a freelance designer so I could be available for my family (daughter Heather, son Ian and husband Jim) and each client along the way. In 1987, I had no idea this is where I'd be twenty years later.

To help get things started, I called on architects and home builders. I made a lot of calls before I felt – as a woman in a man's world – that I was taken seriously.

So, I gradually built up a referral base. To get referrals, I had to deliver outstanding customer service.

Starting from the first meeting, I worked on building lasting customer relationships. With individual attention to every detail, Drury Design grew slowly and gradually. Our growth was so gradual, I never really saw it coming. Thanks to our clients, our design team and our vendors, we're where we are today. We hope you enjoy our 20th anniversary special issue.

20 YEARS of REMARKABLE KITCHENS 1987-2007



**FOCUSED ON SUCCESS:
ONE KITCHEN AT A TIME**

Drury Design Kitchen & Bath Studio's success is built on Gail Drury's belief that kitchen design is a client-driven process. Each client/designer relationship is supported by a team, giving the designer the freedom to focus on the client's individual custom kitchen design.

In twenty years, Gail's dream of merging entrepreneurship with motherhood blossomed from her home-based freelance design practice into a premiere custom kitchen design studio with 22 employees including seven designers and seven assistant designers, and a portfolio of over 1,000 projects.

This year is a double anniversary for Gail: 20 years as an entrepreneur and 30 years as a kitchen designer. In 1977, St. Charles Kitchens hired Gail as a designer. At the time, the industry viewed St. Charles Kitchens as the pinnacle

In 1994, Gail Drury expanded her home studio, founded in 1987, to a storefront location on Pennsylvania Avenue. In 2001, Drury Design Kitchen & Bath Studio opened in the former Cottington's furniture store, a downtown Glen Ellyn landmark since 1946.



of American kitchen design. And Gail was designing their showrooms around the world. Recognized as a national design expert, Gail taught advanced design classes for St. Charles Kitchens. She founded Drury Design in 1987.

To be as close to her family as possible, Gail set up her first design studio in an office above her garage. In 1994, Gail opened the first kitchen design studio in downtown Glen Ellyn on Pennsylvania Avenue. Two years later, a fire consumed the showroom, but not the business.

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20 YEARS of REMARKABLE KITCHENS 1987-2007

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A few years after that, in a strange twist of fate, Drury's major cabinetry supplier's factory burned down and took thirteen Drury Design kitchen projects with it. That's when Grabill Cabinet Company stepped in and supplied Drury with the entire lost inventory. With a new custom cabinetry maker to support their growth, the business expanded from Drury Design to Drury Design Kitchen & Bath Studio.

In 2002, Drury Design Kitchen & Bath Studio opened in the former Cottingham's furniture store, a downtown Glen Ellyn landmark. Gail's husband, Jim, left a successful corporate media sales career to manage the studio's business operations. Jim tripled the staff and managed the transition to the Main Street studio.

At the time of the purchase, Bob Cottingham said he was pleased to pass the torch on to another family-owned Glen Ellyn design business: "Drury Design is just what Glen Ellyn was looking for. It's good that a very substantial, successful business has come in. That's what the town needs."

"Opening the Main Street studio was a big decision for us," said Gail. "Six years later, we're glad we made it. We're hoping that our business contributes to the vitality of downtown Glen Ellyn and the kitchen design industry as well."

Gail Drury's distinctive approach drives the studio's client-focused design philosophy. The 7,500-square-foot studio showcases limitless design possibilities.



Gail with Ian and Heather in 1987.



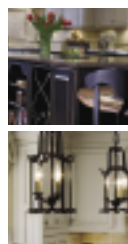
Drury Design's first showroom display won first place for showroom design in the NKBA's 1998 annual competition and made the cover of *Qualified Remodeler*.

"We don't just sell cabinetry; we sell designs that incorporate fine furniture that adds to our clients' lifestyles." -Gail Drury, CKD, CBD

Gail's Perspective: *Then and Now...*

The Industry: At Gail's first St. Charles Kitchen seminar there were 150 men and 2 women. "The industry consisted mostly of men selling boxes. It was a real novelty at the time to sell design concepts. I was lucky enough to start with St. Charles Kitchens. The biggest change is: anybody can make a good cabinet, but that's not enough for clients who want to work with a designer who can dream alongside them, envision their ideas and then map out a design plan that brings their ideal kitchen to life."

Kitchen Design: "When I first started, everything was designed around the basic work triangle as part of a simple U-shaped kitchen. Cabinets lined up in a row under soffits. Colors matched. Basic materials gave limited options. We've gone from that to complex work spaces designed for multiple uses. Custom-designed furniture pieces are incorporated that mix and match colors, door heights, finishes and hardware."



THEN

NOW



A FORMER SHOWCASE HOME REGAINS STAR STATUS WITH A TUSCAN KITCHEN MAKEOVER

Homeowners: John and Kristina Van Liew Boytim
Naperville, Illinois

Designer: Gail Drury, CKD, CBD

Project: Kitchen

Solutions: Although the Boytim's kitchen footprint was ample, the early 90s design dated the room – and the home. Formerly a showcase house in the Stonebridge subdivision, the kitchen boasted the very best of the early 90s: an oversized island, a huge planning desk, and outdated materials and appliances. Modernizing the look, emphasizing practicality, mixing in entertaining, and setting a dramatic Tuscan mood revitalized the kitchen and restored the home's neighborhood star status. Achieving the design goals required removing a window and reorienting the kitchen's focal point from a corner window to a limestone hearth. Anchoring the room, an arch supported by lighted glass cabinets adds drama along with display space. A multi-tiered island with a darker cabinetry finish adds an interesting contrast to the lighter wall cabinetry.

“Gail was willing to elevate our project from an everyday kitchen remodel into a stunning design statement for the whole house.”

- Kristina Van Liew Boytim



Gail Drury's design updated a 12-year-old former model home to fit the new family's lifestyle.



"Simplicity continues to be what people are looking for, both in lines and materials."

- Greg Cassady, Grabill manager of dealer sales and development

Grabill Names Drury Design Kitchen & Bath Studio Top Dealer for Eighth Year Running

Grabill recently launched its style premier program with Drury Design Kitchen & Bath Studio's input.

"Our intent is to partner with leading kitchen designers to innovate and set new furnishing trends for our custom kitchen cabinetry dealers and their clients," said Greg Cassady, manager of dealer sales and development for Grabill Cabinet Company. "Releasing an updated seasonal collection based on our dealers' input keeps our collections fresh and gives our dealers' clients choices they can't find anywhere else."

As a Grabill style premier program partner, Drury Design Kitchen & Bath Studio displays the latest in cabinetry frames, finishes, wood species and configurations before new product innovations hit the mainstream market.



Drury Design's First Employee Celebrates 15th Anniversary

DOLORES WOZNIAK, PURCHASING MANAGER

Dolores became Drury Design's first full-time employee in 1992. Over the years, she has done just about everything from bookkeeping to patching drywall to changing out faucets. Today, Dolores is the single point of contact from order to delivery of cabinets, parts and appliances for every project the studio completes.

Dolores still finds the whole kitchen design process amazing, "You become part of the client's family almost immediately and you're in their house for so many weeks that you really get to know them well. Gail's goal is making sure everyone is happy and satisfied 100% of the time."

Probably Gail's biggest fan, Dolores remembers when Gail passed her CKD and CKB tests. "Gail is very well known now, all over the country. When you mention her name, people's ears perk up," Dolores says. Dolores has two sons; her oldest son grew up with Ian Drury.

"I remember sitting in Gail's house when she told me she was thinking of opening a showroom. I worked at night, helping her get the Pennsylvania Avenue showroom ready. The ride hasn't stopped."

-Dolores Wozniak



Janice Teague Earns CKD Accreditation

Janice Teague recently earned the Certified Kitchen Designer (CKD) accreditation from the National Kitchen and Bath Association (NKBA). According to the NKBA, 99 kitchen designers in Illinois have attained the CKD designation, including three designers at Drury Design Kitchen & Bath Studio.

NKBA's extensive CKD accreditation requirements include: a minimum of seven years of kitchen design experience, reference affidavits from design industry professionals along with client references, 60 hours of NKBA academic coursework, and passing written and performance exams graded by professional jurors.

"Those who have achieved the CKD and those working toward it are making the effort to be true professionals in the field," says Janice. "Being part of the NKBA and having the CKD designation is an additional measure of confidence for our clients and helps assure them that they can expect extraordinary work from us."



METRO TRADITIONAL MIXES SIMPLICITY WITH ELEGANT ASIAN INFLUENCES

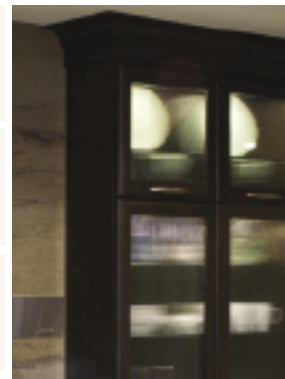
“Tina and the team at Drury Design Kitchen & Bath Studio were all wonderful to work with. I loved the individual attention to our kitchen project’s details.” *-Lynne Hall*

Homeowners: John and Lynne Hall, Naperville, Illinois

Designer: Gail Drury, CKD, CBD and Tina Muller

Project: Kitchen

Solutions: Simply understated, a quartet of materials meets in this elegant setting: glass, stainless steel, granite and wood. Replacing outdated appliances installed thirteen years ago prompted the impetus of the Hall’s remarkable remodeling project. “We built our Woods of River Mist home in 1994, a long distance from our home in Seoul, Korea,” Lynne Hall says. Knowing that three of her neighbors chose Drury Design Kitchen & Bath Studio for their own remodeling projects made the designer selection process an easy one. Locating suppliers for all the fixtures and finishing touches, like the stunning double-stacked stainless hood, was this project’s major challenge. Tall glass cabinets frame the hood as the room’s focal point, while an island with raised glass shelves sparkles as an entertaining center anchor. The National Kitchen and Bath Association selected this project as one of its 2007 Design Vision Competition finalists. Winners will be announced in May 2007.



Over the past 10 years, 19 NKBA Design Vision awards have gone to Drury Design Kitchen & Bath Studio, and this project is a 2007 finalist.



DRURY DESIGN IN PRINT



Trends, an international design magazine based in New Zealand and partnered with Time Warner, features Drury Design Kitchen & Bath Studio in the April 2007 issue of *Kitchen Trends*.

Over the years, Drury Design Kitchen & Bath Studio's projects have appeared in *Better Homes and Gardens*, *Chicago Magazine*, *Chicago Tribune*, *Country Home*, *Chicago Home and Garden*, *Daily Herald*, *Dream Kitchens*, *HGTV*, *Kitchen and Bath Business*, *Kitchen and Bath Custom Planner*, *NKBA's Kitchen and Bath and Bath Design News*, *Liberty Suburban's New Homes*, *Professional Builder*, *Qualified Remodeler*, *Shelter*, *Women's Day* and *West Suburban Living*.

JULY 14, 2007

Headlined by Bobby Lewis, a well-known Chicago trumpeter and flugelhorn player and Chicago Jazz Fest performer, Jazz Fest will take place on Main Street in downtown Glen Ellyn. Jim Drury is a Jazz Fest event committee member. Produced by the Glen Ellyn Chamber of Commerce, WDCB Public Radio, The McAninch Art Center and Karnes Prickett Design, Jazz Fest is free and open to the public. For more information, visit www.wdcb.org.

Jazz
FEST
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GLEN ELLYN

VISIT OUR STUDIO Monday-Friday 9am-5pm and Saturday 10am-5pm. To schedule a complimentary initial design consultation and budget analysis, contact us at 630.469.4980.

512 NORTH MAIN STREET, GLEN ELLYN, IL 60137 P. 630.469.4980 F. 630.469.2590 drurydesigns.com

SPECIAL EVENTS

GLEN ELLYN KITCHEN WALK RAISES FUNDS FOR BRIDGE COMMUNITIES

Organized by Baird & Warner's Glen Ellyn office as a GoodWill Network project, the 2006 Glen Ellyn Kitchen Walk featured four Drury Design Kitchen & Bath Studio kitchens.

"We're thrilled with the results of this event," said Joyce Hothan, executive director for Bridge Communities. "Partnering with Baird & Warner's team to promote the event and Drury Design Kitchen & Bath Studio as our reception host takes the walk to another level."

"We'd like to thank our clients for sharing their projects with so many people who are passionate about kitchen design," said Gail Drury, founder and president of Drury Design Kitchen & Bath Studio. "We love opening our studio's doors and hosting events that benefit people in our community in need." The 2007 Glen Ellyn Kitchen Walk takes place on Friday, October 5. Drury Design Kitchen & Bath Studio will present several kitchens and host the After-Walk Gourmet Reception.

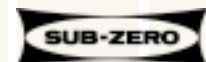


Left to Right: John Myers, representing Wolf and Sub-Zero; Chef Peter Trusiak, corporate chef for Wolf and Sub-Zero; Mitch Williams, Glen Ellyn Kitchen Walk coordinator for Baird & Warner's Glen Ellyn office; Jim Drury, vice president of Drury Design Kitchen & Bath Studio; Gail Drury, CKD, CBD, founder and president of Drury Design Kitchen & Bath Studio; Joyce Hothan, Bridge Communities' executive director; Andy Kammes, manager of Baird & Warner's Glen Ellyn office; and Bob Wahlgren, Bridge Communities' co-founder.

DINNERS BY DESIGN AT THE WESTYE GROUP MAY 3, 6:00 P.M.

Join us for a complimentary cooking class conducted by Chicago's Iron Chef – Pete Trusiak. Menus highlight the features of Wolf cook tops, ranges and ovens. Guests may also view the wide selection of Wolf and Sub-Zero products in the Westye Group's showroom located in Glendale Heights. Call Drury Design at 630.469.4980 to make your reservation.

WOLF



Kitchen & Bath Studio