

Local Building Suppliers Across Horry & Georgetown Counties

by Cynthia Mendenhall

Building Industry Synergy reached out to the representatives from five local companies involved with providing building supply products and servicing the local residential and commercial building contractors. All five companies are current HGHBA members and have everything to offer from lumber, siding, fasteners all the way to brick. As the saying always goes, "A builder is as good as the subcontractors and suppliers he or she works with". Any successful building company on the Grand Strand or anywhere understands the importance of aligning their company with the best the industry has to offer to continue to bring uncompromised satisfaction to their customers.

Builders FirstSource primarily focuses on new construction for single family, multi-family and commercial builders. Local Market Sales Manager, Joe Pezzullo, says



Joe Pezzullo with Builders First Source.

"Our continued effort and focus placed on the growth of in-house manufactured products inherently allow us to control the quality, timeliness and accuracy of the distribution process, with less reliability on outside vendors to



potentially restrict our ability to satisfy our customer's needs. We currently manufacture our own Floor and Roof Truss, Wall Panels, Interior and Exterior Doors. Joe states "Builders FirstSource manufacturing capabilities and multiple locations with the wide range of products in-

stock locally, are second to none in the market, offering as close to a 'one stop shop' as there is in the area".

Builders FirstSource has built strong relationships with skilled subcontractors to provide installed

services for some of the products they sell, to include whole house



framing, windows and doors, James Hardie siding and interior doors, trim and hardware. By combining installation services with high-quality building products and management of the project, Builders First Source takes pride in providing a turn-key service which allows the Builder to turn his management focus to other areas of his construction project.



The Builders FirstSource location with manufacturing facility is located @ 651 Century Circle in Conway, behind Lowes on Hwy. 501.

The broad product selections at Builders FirstSource include foundation materials, framing materials and code hardware, floor and roof truss, windows and exterior doors, wood and cement siding and brick, roofing materials, drywall, interior doors and trim, stair parts, door and bath hardware, wood and synthetic decking and railing products, many of which are in stock

and ready for immediate delivery. Through the acquisition of ProBuild several years ago, Builders FirstSource expanded deeply into the commercial construction sector specializing in servicing the needs of the commercial light-gauge steel, insulation and gypsum trades. Top to bottom, Builders First Source offers the builder great product solutions.

Builders FirstSource has distribution centers located in Conway & Pawleys Island. They have local specialists available to work with customers and their homeowners on more complex millwork and structural truss and wall panel projects. Joe further states "some of our Builders FirstSource professionals have been working for our company since the 1980's, longer than most of our competitors have been in business in this market".

Builders FirstSource strives to stay abreast of the continued evolution of building products, changes and utilization of technology, awareness of the developments in 'Green' building and other growing trends" states Joe.

Please See the Back Cover Of This Issue For More Information Regarding Builders FirstSource.

(Continued on page 24)

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Coastal Fasteners & Supply Inc. (CF&S) has had a presence in the Horry/Georgetown area since 1975 when Ed Jones started selling quality fasteners from the trunk of his car. Fast forward 44 years to a beautiful storefront in Myrtle Beach where Ed's daughter, Michelle (Jones) Kirkley, now owns and



Michelle Jones Kirkley with Coastal Fasteners & Supply.

operates. The current location sits just 2 blocks behind the Coastal Grand Mall, off of Robert M. Grissom Parkway on 17 Avenue South. CF&S is one of the newest members of the HGHBA family,



Johnny Altman with Coastal Fasteners & Supply.

joining this past December.

"Our largest target audience is all residential and commercial builders," Sales Rep Ray Causey explained. Ray has 15 years of experience with the company and 29 years in the industry. The company's manager, Johnny Altman, has been with Coastal Fasteners for 22 years. Michelle is native to Myrtle Beach and started unofficially working for



Ray Causey with Coastal Fasteners & Supply.

the company at an early age when she and her brother were responsible for counting nuts and bolts on new shipments for their dad. Her professional background was in the real estate title industry until she transitioned officially to the helm of Coastal Fasteners & Supply Co., making it once again family owned and operated.

A distributor of quality construction, industrial hardware, and supplies, CF&S has always found Simpson Strong-Tie options to be their top sellers. They offer bolts, nuts, washers, screws, rods, nails, and fasteners of all sizes and materials, literally stocking thousands of options to meet all needs. In the way of new products, Ray stated, "For the convenience to contractors, we now offer 6-mil poly, silt fence, and synthetic roof underlayment." CF&S has a large inventory of Titen



HD anchors that many contractors feel are a better alternative to traditional cast in place anchor bolts. And while CF&S offers a huge inventory on-site, they can place any special orders needed. They also offer free delivery from Brunswick County to Georgetown.

Overall, though, the opportunity to work with such a knowledgeable and experienced staff is what brings customers in the door and keeps them coming back. Michelle noted, "The longevity of the company and knowledge of the area are some of our best assets. We have years of experience and a long track record



Coastal Fasteners & Supply is located @ 1330 17th Ave. South in Myrtle Beach, two blocks behind Coastal Grand Mall on Robert Grissom Pkwy.

of delighting customers with our fastener solutions." Every member of the staff is equipped to work closely with both customers and suppliers to provide products that solve even the most challenging fastener needs, and they do it in the friendliest of ways.

The whole team at Coastal Fasteners & Supply Inc. is made up of good people—locals who are part of the community and love to partner with others in the area to

(Continued on page 26)

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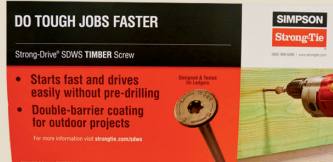
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help make positive changes. Michelle explained the extent to which this happens: “We donate to local charities, support food banks in the area, have helped local flood victims, and enjoy holding customer appreciation days twice a year.”

Stop by and consult the team at Coastal Fasteners & Supply Inc. for your next project and you’ll quickly understand why they have continued to grow for over four decades and why they are recognized as a local leader in the world of fasteners.

Eastern Building Supply has consistently provided materials to contractors throughout the Horry & Georgetown for many years. In 2015, the company merged with the Richards Company and now operates as their East Division working mostly with new construction builders and local roofing contractors. Jeff Griffin has been in the Myrtle Beach store for 6 years and is now the Branch Manager.



Jeff Griffin with Eastern Building Supply.

Mr. Griffin is quick to point out Eastern Building Supply’s ability to source absolutely anything exterior



on a house, but notes they sell a lot of roofing materials. “The IKO shingle has sold the best for us. It is every bit as good of quality at a better price because the company is not as known as much as some of the big names,” Jeff said.

Additionally, they provide all types of siding to area contractors and offer some of the best windows and doors on the market. With their own door shop in Goldsboro, North Carolina, Eastern Building Supply can customize anything a customer may want in the way of exterior doors. They are also a certified dealer of Stergis Windows and Doors which gives them the opportunity to get windows for new builds and those challenging retrofits and remodels, all DP50 rated. EBS also offers one line of cabinetry: Wolf Cabinets.

The biggest trend the company has noticed lately is the shift toward more metal roofs. While there are a lot of new products out there, they’ve had great success with Worthouse metal roofing products which have a 200-mph wind-resistant rating and come with a 30-year coastal warranty. “It goes up easy and stays put,” Jeff explained. “And the longevity and performance is worth the extra cost, especially when some of our customers have seen a 10-25% decrease in their homeowners’ insurance premiums.”



Eastern Building Supply is family-owned and values every customer. “Our customers are not just another number to us, we pride ourselves on our customer service,” Jeff said. “The smaller folks keep us going and we focus on keeping them happy.” Many of their customers appreciate the personalized service, so word of mouth has really helped grow the company. “We work with each customer giving options and advising them according to their individual needs.”



Eastern Building Supply is still independent and family-owned, but now has connections with to one of the largest national suppliers,

(Continued on page 28)



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Richards Building Supply, they compete better with those big national chains. That makes them the best choice for building supplies of all kinds. Stop by the Myrtle Beach store to see displays and samples, speak with knowledgeable members of the sales staff, and enjoy the kind of experience you expect from a local company.

84 Lumber Company was founded in 1956 and still remains the largest lumberyard in the United States. Locally, they cater mostly to new construction needs with large



Raymond Goodman (left) & Steve Rusinovich (right) with 84 Lumber.



track builders and smaller custom home builders trusting the company to supply the basics. They offer a complete line of building materials, hardware, and engineered wood millwork options. By far, their biggest sellers are framing materials, plywood, windows, and doors.

"Customers in our area always place high priority on products that are low maintenance, energy efficient, and high quality," according to the local General Manager, Steve Rusinovich. The team at 84 Lumber Company takes

the customer's desires and melds them with products that offer high enough safety ratings to withstand the wind and weather of living near the coast. Knowledgeable experts are incredibly valuable when choosing materials for a new build.

That's why someone like Raymond Goodman, who has lived in the community and has over 25 years of experience in the industry, is such a great local Sales Manager. Raymond is a long-time HGHBA member and certainly understands the specific needs of coastal homes. Raymond noted, "We have some of the most experienced sales people in the trade and industry overall, and





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not only in sales. We have experienced folks throughout the company, even in the yard from the guys who load, deliver, and unload materials." 84 Lumber Company does offer prompt delivery service to any job site and uses some of the newest technology in equipment and techniques to make every delivery easy and hassle-free.

The recent adjustments in local building codes did not change much in the way of the basic building supply materials that 84 offers, but Mr. Goodman has noticed a few changes in their customer's interests.

One trend is the use of composite decking materials for porches. The options and features for windows have increased a great deal in the past few years with a lot of folks enjoying the ability to choose colors. New builds include more windows and window walls now than before. Exterior door options have also grown over the past couple of years as well making customized doors, often with decorative glass, a recognizable trend. Patio doors are hot with more and more homeowners stacking or splitting them as improvements to backyard

spaces continue. Fiberglass-made doors are one of the most popular choices in recent months as well. "Fiberglass is a great choice for our area," said Rusinovich, "as the construction makes the doors more maintenance-free and very energy efficient. He added that fiberglass doors do no rust, warp, split, or crack which means they will hold up to our east coast climate better than other products on the market.



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Building contractors and individual homeowners will find the best selection of products and the most helpful staff at the Myrtle Beach location of 84 Lumber Company, just off 501. Stop in and see how Raymond and the whole team can save you time and money on everything you need for your next project.

(Continued on page 30)



84 Lumber is located @ 811 Lumber St. in Myrtle Beach.

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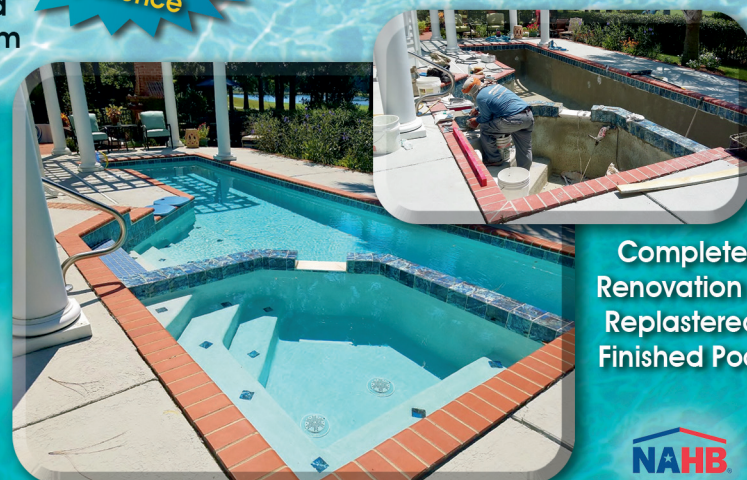
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Palmetto Brick is celebrating their 100th year anniversary this year. They are South Carolina's largest family-owned and operated brick manufacturer and one of the only remaining family-owned and operated brick companies in the entire U.S. Now in its 4th generation, Palmetto Brick remains one of the main brick suppliers in the Horry/Georgetown area. Not only is Palmetto Brick reaching a 100 year milestone, they are also celebrating being a 50-year charter member of the local home builders association. George Bishop became a charter member of the HGHBA in



Chad Redwine with Palmetto Brick.

1969 when the company was named Waccamaw Clay Products.

Chad Redwine, Sales Manager, describes out what makes Palmetto Brick unique: "We are our own manufacturer, and we manufacture all of our bricks in Wallace, SC on the Great Pee Dee River." The



options they offer are nearly endless with various sizes and colors available in residential and commercial brick options. Mr. Redwine and his team also represent over 16 other brick manufacturers along with landscape and hardscape manufactured products.

As far as recent trends, full brick veneers are being seen more in

new residential construction, especially on homes in the mid-to-lower price ranges. Where builders once added brick to the front or to a couple of columns on a home, now they are bricking 2, 3, or all sides of a home.

Even track builders are using more brick than siding these days which makes practical sense. Brick has a longer life, acts as a natural insulator, provides a moisture barrier, adds strengths and durability, and offers worry-free maintenance. In a development where all the brick matches, Chad states it's possible to still make your home stand out. "Using the same



Palmetto Brick is celebrating its 100 Year Anniversary in 2019.

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brick but changing the mortar color makes a huge change overall."

This past year Palmetto Brick has seen a growing interest toward thin bricks, which are cut to measure one-fourth to one-half inch thick. "We are seeing thin bricks on lots of interior walls, back splashes, around fireplaces, and for interior design work of homes," Chad explained. "In commercial settings, thin bricks are often used in entry ways, bar areas, and kitchens creating a rustic atmosphere." Additionally, outdoor fireplaces and outdoor living spaces are using thin bricks as well.

The company is always creating and testing new colors and textures. Two of their newest brick colors are Woodstock and Oakgrove; both have been very well-received since their release.

It's not surprising that a company who has maintained a successful local presence since 1919 is service-oriented. Not only has this team acquired years of experience in the industry, they also have the knowledge and training to successfully assist every customer. Palmetto Brick has a sales team made up of Brick Specialists who have been certified by the Brick Institute of America. "We complete continuing education and always stay caught up on the local codes. We know all the perimeters of brick and understand brick plan specifications and submittals," Chad noted.

For quality brick and exceptional service, there is no better choice in brick manufacturing than Palmetto Brick. Stop by one of showrooms today to see all of the color, texture,



Palmetto Brick is located @ 305 Greenleaf Circle in Myrtle Beach just across from the Tanger Outlets on Hwy. 501 (Turn towards Chick-fil-A @ traffic light).

and size options available. In Myrtle Beach, they are located on Greenleaf Circle just across from the Tanger Outlets on 501. Other SC locations are in Florence and Cheraw and in NC: Monroe and Hampstead. When you stop by, be sure to wish everyone there a happy 100th anniversary! ■

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