

The Importance & Appeal Of Today's Doors & Windows

by Sara Sobota

The front door is the entry way to any home or business & the windows help create the exterior appeal of any structure. In today's market, new construction building contractors, remodeling contractors, property managers and homeowners are selecting their doors and windows based not only on the decorative appeal, but also the durability factors involved. In this coastal market that we live in, having hurricane resistant doors and windows is extremely popular and makes good sense. *Building Industry Synergy* reached out to two local building supply companies that have been in this market for awhile to get some feedback on what they have seen and have to offer in the door, window and specialty millwork industry recently.

For a wide range of products, excellent turnaround times, and customized service, **Eastern Building Supply** is the perfect destination for builders,

contractors, remodelers, and do-it-yourselfers looking for quality windows and doors.

With 41 years of experience, the family-owned parent company Richards Building Supply has more than 60 locations throughout 12 states, allowing Eastern Building Supply to offer big-company selection and rates with small-company service. In its own words, Eastern Building Supply is



Jeff Griffin with Eastern Building Supply in the Myrtle Beach office located @ 1101 Campbell St.



"Big enough to be competitive, and small enough to care."

Jeff Griffin, Myrtle Beach branch manager, noted a few trends taking place in the door and window industries.

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A large white door with glass inserts is being moved on a wooden dolly in a warehouse. The door is positioned on a wooden platform with four black wheels. In the background, several other doors and windows are stacked on similar dollies, and the warehouse structure with its metal beams and roof is visible.

A photograph showing two men in a warehouse or showroom. One man, wearing a blue polo shirt and khaki shorts, is pointing at a white door with a glass insert. The other man, wearing a grey t-shirt and blue shorts, is looking at the door. The background shows stacks of lumber and other building materials.

Depending on the needs of the customer, Eastern Building Supply can provide the perfect

“I’ve had more demands for



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“Everybody has gone away



A photograph of a worker wearing a red hard hat and safety harness operating a red and grey Toyota forklift in a warehouse. The worker is seated on the forklift, which is positioned in an aisle between tall wooden pallet racks. The racks are filled with various boxes, some of which are labeled 'PVC'. The forklift has 'Toyota' and '4000' visible on its side.

Having a door Jeff Griffin inside the warehouse.



manufacturing facility in the company's Goldsboro, N.C., branch also means that Eastern Building Supply can offer a wider

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range of products with a faster turnaround time than those of competitors.

"I can typically have a door within a week," said Griffin, "and that's a very good turnaround time."

Griffin explained that its selection, service and style makes Eastern Building Supply the go-to destination for a diverse range of customers seeking windows, doors, and solutions for any exterior home project.

"We're kind of like the good old boys – we'll help you figure it out and get it to you in a timely manner."

Builders FirstSource operates two locations in the Grand Strand area, each with distinctive features yet both



Builders FirstSource in Conway is located @ 651 Century Circle (Behind Lowes on Hwy. 501).

offering quality products, excellent customer service, and wide range of installed services. These factors make Builders FirstSource a convenient headquarters for any building project.

At its larger Conway location, Builders FirstSource distributes a full line of foundation, framing, roofing and drywall products along with numerous

window lines to meet the broad price spectrum of starter home to fully custom home, as well as an on-site door shop where they

manufacture their own interior and exterior doors. The Pawleys Island store, fittingly for its location, serves a more local clientele. In addition to a full line of framing materials, they specialize in exterior siding, railing and decking products popular in the

beachfront area.

Joe Pezzullo, local market sales manager with Builders FirstSource, said the on-site manufacturing sets his company apart from other local millwork suppliers.



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"The most basic difference between us and our competitors is that we can control our own destiny as far as customer service goes," Pezzullo said. "We don't have to rely on somebody else to bring us finished product to meet the expectations of our



The Builders FirstSource on-site door shop at the Conway location.

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Builders FirstSource local market sales manager, Joe Pezzullo inside the warehouse @ the Conway location.

customers. That allows us to be a little bit more nimble and flexible in our ability to serve the customer."

Pezzullo also noted that in



new home construction, which is about 98 percent of his business, doors are getting bigger and offering a larger window to the world.

"There's a tendency toward larger doors – 8-foot-tall interior and exterior

doors have become common place," said Pezzullo. "We've also seen a growing trend toward large, sliding patio doors on the exterior. We're seeing more

builders and homeowners request big, stacking units like you might see in south Florida or the West coast," said Pezzullo. "These sliding patio doors can be 3 and 4 and 5 panels or more wide, and all open up and stack on top of

each other to give you a vast opening to the outside."

With hurricane season upon us, customers are interested in protecting their investment from damage, and Builders FirstSource offers, in addition to impact-resistant windows and doors, a windborne debris system



that is applied during construction. This system meets the windborne debris protection portion of the code while providing an aesthetically attractive fastening system for widely used OSB panels, or an optional fabric panel, which is more easily installed by the homeowner.

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“This system allows homeowners to fasten panels to the home in the event of a hurricane,” said Pezzullo. “It keeps the home from being completely breached if windborne debris should strike the glass door or window.”

With its locally manufactured doors, broad range of products, and wide variety of install services, Builders FirstSource streamlines and simplifies the building process.

“We compete with a lot of companies that only offer a few specific product lines, but we do it all, with several of the major product lines available installed,” said Pezzullo. “We provide

installed interior doors and trim, windows and exterior doors, and turnkey framing for many of our customers. We’re one of the few suppliers in town that offer such a significant volume of installed services. We’re the closest to a one-stop shop that a builder can get.”



Joe Pezzullo in front of the millwork and trim inventory inside the warehouse @ the Conway location.



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