



PHOTO © CHUCK GEE



Rodney Martin enjoys talking with homeowner, Susan Carlson, in front of her home in The Dunes Club in Myrtle Beach. Susan said, "I think he's one of the kindest human beings; he has been wonderful to work with in that aspect as well." Susan and Chad Carlson had a growing family and needed more space. Chad said, "We loved our neighborhood and loved our lot, so we had to figure out a way to accommodate our wish list." They chose Pinnacle Homes to assist them in the design & to complete the major remodel/renovation project. Chad said, "Not just for Rodney's technical building ability, but the fact that he is a strong communicator and is frankly just really honest." The renovation included expanding the upstairs living space, adding a new two-and-a-half car garage and the aforementioned 700 square foot screened porch enclosure seen on the previous page, as well as much more. The original house grew from approximately 3500 heated square feet to twice that under roof.

base. When you tear off the roof and add extra weight, you have to make sure the structural integrity is there and that you have a good building plan. Rodney was so great at trouble shooting, and technically he's able to work through the process in a very

effective way." Chad added, "Rodney did not have an open checkbook, so he had to make our vision work with the current plumbing and electricity." The original house grew from approximately 3500 heated square feet to twice that under roof. Upstairs

it went from two bedrooms and one bath to four bedrooms and four baths. The one-car garage was transformed into a playroom, and a two-and-a-half car garage was added. A home office, new mud room, reconfigured kitchen, and 700 square foot screened porch were included in the renovation. Chad summed up, "Rodney is a true craftsman. He has a good eye for design and he has the ability to build it – that's very rare to find." ■



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Local Building Suppliers Across The Grand Strand Offer Superior Products Service & Professionalism To The Industry

by Sara Sobota

Residential and commercial building contractors across Horry & Georgetown Counties have come to rely on the five companies profiled in this issue for all of their local building supply needs. The longevity in this area of many of the individuals interviewed is an added bonus for our industry professionals.

For a reliable company that offers the latest products, simplifies the building process, and always has your back, think Coastal Fasteners.



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General manager Johnny Altman, who has been with Coastal Fasteners for 23 years and has 41 years' experience in the industry, heads up the operation with a leadership style long on cooperation and respect.



General Manager, Johnny Altman (far right), Sales Representative, Ray Causey (middle) & Purchasing Manager, Brian Dirmyer (left) in the showroom.

"I try not to give anybody something to do that I wouldn't do myself," said Altman. "We all work together to make it a unified team."

Coastal Fasteners, a HGHBA member, offers area builders the highest quality products for both residential and commercial projects. One item recently made available has taken off in popularity: customized house wrap.

"We had our name put on the house wrap, so when you see the house all the way across the field, you'll see Coastal Fasteners printed on it," Altman said. "We can also order it with the customer's name on it, for those that do a lot of framing. It's an option they can choose, and it's become popular."

Coastal Fasteners also provides galvanized

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products such as nuts, bolts, and washers that meet the needs of area builders and homeowners.

"A lot of people have projects they build outside that are exposed; the fasteners are exposed, and galvanized products help fight corrosion," said Altman.

The company carries products from the most respected vendors in the industry.

"Our Patton bolts are very popular, and we've put in a line of Hillman products, including decking screws," Altman continued. "They're top-of-the-line quality."

After more than four decades in the field, Altman has developed a long view of the industry, and his experience is an asset to Coastal Fasteners and their customers.



Coastal Fasteners is located @ 1330 17th Ave. South in Myrtle Beach (Two blocks behind Coastal Grand Mall off of Robert Crissom).



"The field has become a bit more complicated," Altman said. "Fasteners have changed over the years due to hurricane codes and building codes that require different fasteners depending on application and specifications of the building. In a lot of ways, though, the products have come a long way to try to simplify for the customer."



Coastal Fasteners offers free delivery throughout the area, from Brunswick County to Georgetown, and the team works hard to ensure that customers are served on time, every time.

"Coastal has always been a company that caters to the customer," said Altman. "We go that extra mile to get the customer what they need and make the experience a pleasant one. Even if it's just one or two brackets, we try to accommodate

– we'll get those items on a delivery truck headed in their direction so they don't have to stop on the job and come get it unless it's absolutely necessary."

The company works with commercial builders as well as residential builders constructing homes in both the track and custom categories.

"Commercial builders have slightly different needs," said Altman. "It could involve a lot of screws versus fasteners, or it could involve a lot of special brackets that might have to be fabricated. We can provide the volume of product that track builders require, and for custom homes, sometimes they also use brackets that are special made and special ordered. So, we try to accommodate the customer in any way we can to get those materials for them."

For quality products and service with a side of convenience, make Coastal Fasteners your go-to materials stop. **PLEASE REFER TO THE INSIDE FRONT COVER OF THIS ISSUE FOR FURTHER CONTACT INFORMATION.**

Jeff Griffin, Myrtle Beach Branch Manager for Richards Building Supply, is quick to point out the company'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



Jeff Griffin with Richards Building Supply

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a better price because the company is not as known as much as some of the big names." Griffin has been in the Myrtle Beach store for 7 years.

Richards Building Supply (formerly 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



Richards Building Supply (formerly Eastern Building Supply) is located @ 1101 Campbell St. in Myrtle Beach.

with new construction builders and local roofing contractors such as Hanco of SC, Jeff Linta Company and Alpha Omega Construction Group.

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, Richards 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. Richards 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."

Richards 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," Griffin 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."

Richards Building Supply, although independent and family owned, can still compete better with the larger national companies. That makes them a solid choice for building supplies of all kinds.

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Inclement weather is just part of the job for workers in the construction field. We don't mind it much, but when it causes warping, dipping, cupping and uneven floors, we tend to take exception. While it may not be



Craig Doehner is the regional Norbord representative for this area & can be reached directly @ (919) 523-1619.

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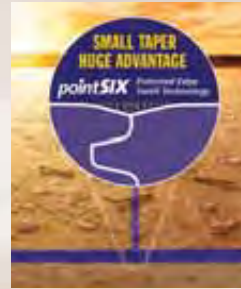
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easy to account for the expansion and contraction of wood products over the seasons, there are some innovative products that are designed to improve the quality of your build, no matter the weather.

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All builders worth their salt know that a flooring installation is only as good as the sub-flooring. Mistakes made during installation of a flooring system can result in costly

callbacks and may ultimately cause ongoing issues for the homeowner. That's where Durastrand pointSIX gives you a distinct advantage.

Durastrand pointSIX is a premium T&G sub-floor that is a welcome breakthrough in building material design. Engineered for strength, durability and overall performance, Durastrand's patented taper on the 4-foot and 8-foot sides allows enough room for edge swell. If your subfloor is exposed to any kind of weather or humidity, the taper allows enough space for the edge to swell and become flush with the surface rather than ridging. That means your floors go down flat and stay flat. You save time and money on expensive callbacks and keep your customers happy.

The usual considerations for sub-floor installation still apply. Always leave a 1/8-inch gap on the 4-foot ends of the panel to provide enough space for expansion and to prevent buckling. Adequate panel spacing will leave room for the expansion that occurs naturally as panels



acclimate to ambient moisture conditions.

Fasteners must be 3/8" from edges and corners to ensure panels stay flat to the joists. Typical fastener spacing is 6" o.c. maximum along the 8-foot edges and 12" o.c. maximum in the field of the panel, but always follow your design professional's specifications.

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Durastrand pointSIX has been available in North Carolina since the summer of 2019 & now can be obtained in the Upper SC Coastal market. It's not just Durastrand's taper that helps with moisture—the proprietary blend of resins and waxes protects panels against any weather and they are rated Exposure 1. Durastrand pointSIX has no core voids or knots and will not delaminate. Durastrand panels contain no added urea-formaldehyde resin and are CARB (California Air Resource Board) exempt. Durastrand pointSIX premium sub-floor guarantees you hold your edge, rain or shine. **PLEASE REFER TO THE BACK COVER OF THIS ISSUE FOR FURTHER CONTACT INFORMATION.**

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Joe Pezzullo, Builders First Source local market sales manager, has recognized a few market trends in the area and explained how his company is meeting the needs of builders as they



Joe Pezzullo, local market sales manager

evolve.

"We at Builders FirstSource have been putting a big emphasis on value-added products," said Pezzullo. "We locally manufacture interior/exterior doors and floor/roof truss, and we offer installation for some of the products that we sell, primarily framing materials, windows and exterior doors, and interior doors and trim. We have the only full-line, interior/exterior door shop in the Grand Strand area, and we utilize that advantage to be able to service our customers efficiently and cost effectively."



Pezzullo also noted a shift in the labor market as it relates to the area building market.

"One of the great challenges facing our industry is the tightening availability of labor. We are trying to not only provide quality materials but also help provide labor and management solutions through our turnkey services. In

offering these turnkey services, we continue provide solutions to help our builder partners overcome the challenges they are facing in the market place."



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

Another evolving facet of the industry is an increase in rental units being constructed.

"We are starting to see more builders venture into projects that are for rent as opposed to resale," said Pezzullo. "I think some of that is the transient nature of Myrtle Beach and the relatively low inventory level of rentals. We are seeing not only traditional multi-family projects, but also whole single-family communities being designed for a rental. This is a shift from what we've previously seen -- not a large scale shift, but we're certainly seeing more of it than in the past."

Pezzullo said builders and homeowners

(Continued on page 26)



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continue to gravitate toward products that tend to be low maintenance, energy efficient and weather-resistant.

“The products that will continue to evolve and remain popular are those that feature lower maintenance and higher energy efficiency. That’s not a new trend, but those products always tend to do well. We’re seeing more and more options for low-maintenance, non-rot type window, door, siding and roofing products.”

While Builders FirstSource is flexible in responding to the evolving needs of the market, Pezzullo said the company remains committed to its fundamental mission of providing building materials to the professional new construction and remodeling contractors for their residential and light commercial building projects.

“As the largest supplier of full-line building materials to the new construction sector in the United States, and we are fully and wholly



committed to that industry. We don’t try to be something that we’re not. Builders First Source is very good about knowing our identity and sticking to it, and trying to master what we do every day.” **PLEASE REFER TO THE BACK COVER OF THIS ISSUE FOR FURTHER CONTACT INFORMATION**

Coastal Electric is a family-owned and operated motor and power tool sales and services company serving Myrtle Beach and the surrounding areas since 1954. More recently, the company merged with Southlantic Water Systems and the two now share a home at 928 Osceola Street in Myrtle Beach. Both companies hold the primary goal of creating long-term relationships by providing individual attention through their professional service and maintenance.



Coastal Electric is located @ 928 Osceola St. in Myrtle Beach (Also Home To Southlantic Water Systems).

Visit Southlantic Water Systems In Booths 407 & 408 Feb. 21st-23rd In MBCC

Coastal Electric carries top-of-the-line residential and commercial motors and power tools with an extensive line of Makita tools available. Cordless tools are becoming more and more popular, and one of the best advances in cordless power tools is the remarkable design Makita has made in battery advancement. According to Brian Niederberger the companies’



Marketing Manager, Makita now offers one battery that operates over 200 different cordless power tools. The LXT Cordless System can take you from power tool to outdoor power equipment all with the same 18V lithium-ion battery. The LXT Cordless System is truly the premium design and leader in the power tool industry. Look for their special Makita events where they showcase their tool line with in-store demonstrations allowing you to test-drive the tools, drill bits, and accessories with special pricing and exclusive offers. Coastal Electric also stocks many major name brand motors and is an authorized dealer of Stenner and Dab pumps.



Coastal Electric not only sells tools, motors, and pumps, but they are also a service center for many major brands like Milwaukee, Bosch, DeWalt, Hitachi, Ridgid, Fein, and more. Known for their high-quality, in-house work, the service department repairs motors and pumps, including

those for spas, pools, air compressors, and elevators. They are certified to perform warranty work on major brand name tools and accessories as well.

According to Vice President, Will Smith the company offers a more personalized shopping experience for customers. “We’re smaller and less crowded than the big box stores. It’s easier to find what you are looking for, and we offer excellent personal attention to everyone that walks through our door.”



Coastal Electric has built a reputation on providing quality products, professional service,

and dependability through the years, just as Southlantic Water Systems has done. The merging of the two companies only compounds their commitment to the residents and businesses of the Grand Strand area. Stop by their Myrtle Beach location to check out their big selection of tools and accessories, pumps, and motors. Keep them in mind when you need service or warranty work as well. Coastal Electric is definitely a go-to company in this market. ■

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