



by Sara Sobota

Four Building Supply Companies That Continue To Bring Professionalism & Reliability As Well As The Best Products To This Industry

Most building contractors will tell you that the availability of the products they need at a fair price is important, however having a professional sales representative with the knowledge of the industry & current market, as well as the ability to ensure that the products are delivered to the jobsite on time in order to keep production moving along is paramount to the overall success of their business. *Building Industry Synergy* reached out to four successful building supply companies to learn about what they have to offer the building industry in Horry & Georgetown Counties.

Builders FirstSource (BFS) is taking home building to the next level, using cutting-edge technology to bring enhanced efficiency, transparency, and convenience to the home building process.



The myBLDR.com platform allows builders to see their builds, their deliveries, their plans & ask for estimates.

Digital tools that streamline the work of the industry, including the myBLDR.com builder platform, Build Optimize, and a continually expanding home plan library, are available exclusively through BFS.

“We’ve moved into the future in that today’s modern builder is selling to a modern client who is more digitally aware than before,” said Darren Kress, sales representative with BFS. “We’ve got an app that allows builders to see their builds, their deliveries,

their plans, and they can ask for estimates. They’ve got one portal area



BFS sales representative, Darren Kress.

where they can manage their business needs to help improve their business strategy.”

The myBLDR.com platform allows builders to access project document storage, 3D home previews, material estimates and ordering, job scheduling, and delivery tracking.

Joe Pezzullo, BFS purchasing manager, said builders have the option of using as little or as many of the myBLDR.com features as they wish.



BFS purchasing manager, Joe Pezzullo.

“It can be as simple as looking at their account online and seeing invoices, to as extensive as services that help them with design or 3D presentation,” said Pezzullo. “It’s industry-leading interface technology that we are pioneering in the building supply industry marketplace.”

Build Optimize is a tool that allows builders to build a house virtually before they build it physically.

“With Build Optimize, builders can actually see the house being built in a framing stage so they can start to lay out their HVAC, their plumbing system, and so on,” said Kress. “With this tool, builders can prevent mistakes from happening by seeing them digitally in their plans. This allows them to optimize their builds and prevent future on-site mistakes.”



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BFS also offers a home plan library that enhances builders’ resources to attract clients.

“Many homeowner customers are going online and finding home plans, and then finding a builder to build them,” said Kress. “We provide an extensive library of home plans, and

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we’re continuously adding more so all our builders can log in and have access to them to help sell their products to their customers.”

BFS is also leading the industry locally, in their Conway location.

“We’re continuing to develop our manufacturing right here on site,” said Kress. “We’re expanding our door shop, providing new



BFS has a state-of-the-art manufacturing facility onsite @ their Conway, SC location.

styles, and offering new opportunities to help local builders, whether it’s from a timeline perspective or a quality control perspective. We’re still providing a lot of turnkey business, still providing framing installed, providing doors and trim as an installed option, as well as siding, windows, interior doors, and blinds.”

PLEASE REFER TO THE BACK COVER OF THIS ISSUE FOR FURTHER INFORMATION ON BUILDERS FIRSTSOURCE.

Home Design Extras is a family-owned business providing residential and commercial building contractors with everything they need to complete a quality build, whether it's single family, multi-family, modular home, track home, custom home, or commercial. From items as standard as windows, doors, or siding, to intricate specialty items such as custom-made brackets and corbels, Home Design Extras has what builders need.



In this spring season of outdoor living, Home Design Extras offers a wide range of motorized screen systems and awnings. For homes, options range from color to privacy level, with systems providing protection from bugs and sunlight while allowing home owners maximum use of their patio or deck.



Thomas Slack (left) & James Slack (right) with Home Design Extras.

"With our motorized screen systems, we have several different screen colors, and you can select ones that allow a lot of air and light through, but the holes are punched at an angle so they're harder to see through, to give you privacy," said Thomas Slack, owner of Home Design Extras.



These systems also allow commercial businesses to maximize the use of their outdoor areas.

"We have a motorized vinyl system made from cloth and vinyl, which is perfect for restaurants that have patios, as it allows them to use that space when it rains. They can bring down the cloth and vinyl, and they act as big windows that people can see through."



Home Design Extras is also a distributor of Eze-Breeze patio and porch enclosures as well as a wide range of window manufacturers including PGT, Westlake, Viwinco, and Panda, allowing them to service all levels of construction.

"We cover the whole spectrum," said Slack.

Home Design Extras operates a full metal fabrication shop,

which includes CNC plasma cutting, fiber laser CNC sheet cutting, tube cutting, and part finishing.

"We do everything metal fabrication, including manufacturing support," said Slack. "A lot of times we take and cut and build custom parts for people doing manufacturing and assembling. The support also includes custom cutting, signage, embedments, and hidden brackets."

For Home Design Extras, the three key factors of price, quality, and service are inter-related, and Slack's approach is simple.



Home Design Extras has a large in stock inventory to better serve the local building contractors.

"We've never focused on being the cheapest. We always focus on being honest and giving an honest price. There are enough people racing to the bottom. Instead, we take a step back and focus on the other two aspects people are neglecting: quality and service. I ask customers, 'Do you have an expectation of quality that you hold yourself and your employees to?'"

They usually answer, 'Yes.' Then I say, 'If you put my product into your build, I want to make sure my product meets or exceeds the expectation you have for your entire build. And I'm going to provide service that matches that quality.'"

SEE PAGE TO THE RIGHT FOR FURTHER INFORMATION ON HOME DESIGN EXTRAS



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There's a new player in the area building market.

The Building Center, which has been providing quality building products for 47 years,

importance of building customer relationships.

“Our professional sales people are a key benefit, and our customer service is excellent,” said Sexton. “We become consultative partners with our customers.”

The Building Center opened with a focus on trusses, from design through

manufacturing and delivery, and will gradually roll out other divisions. The company offers estimates and delivery on all products and services.

“We opened this branch with



Division manager, Tal Sexton.

our truss plant first, so we build roof and floor trusses for any type of home,” said Sexton. “Our designers on staff in our Pineville office and working in remote locations design trusses. They send that design to this branch or one of our two other truss facilities, and we build them.”



The Building Center is very proud of the professional sales staff they have assembled to handle all of your building supply needs in this market.

The Building Center works with builders of both custom homes and planned communities.

As the company adds manufacturing equipment and staff, it will gradually expand its offerings.

“We’re taking it a step at a time,” said Sexton. “The truss division is up and running, and we have lumber and building materials on site, so we could start shipping framing packages immediately.”

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We have purchased a door machine so we can manufacture



interior and exterior doors – that’s about 6 months out, and after that, we’ll add a custom millwork shop. Down the road, we’ll be stocking and delivering sheet rock. By the end of this year, we will be a full-service lumber and building materials yard.”

The Building Center currently employs 22 people and expects to expand that number to 200 by the end of 2026.

Now that they’re here in the area, company leaders plan to put down roots and stay.

“Our owners, Ed and Skip Norris, CEO and president, are local,” said Sexton. “Skip has a house in Georgetown.”

Sexton, who has lived in the area for eight months, looks forward to becoming part of the area’s fabric.

We’ve fallen in love with the people here,” said Sexton. “We love the area, and we’re looking



forward to growing this business, becoming a partner with builders here, and becoming part of the community.”

PLEASE REFER TO THE INSIDE FRONT COVER OF THIS ISSUE FOR FURTHER INFORMATION ON THE BUILDING CENTER



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West Fraser is a diversified wood products company with more than 60 facilities in Canada, the United States, the United Kingdom, and Europe. From responsibly sourced and sustainably managed forest resources, the Company produces lumber, engineered wood (OSB, LVL, MDF, plywood, particleboard), and other products including pulp, newsprint, wood chips, and renewable energy.



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West Fraser's products are used in home construction, repair and remodeling, industrial applications, papers, tissue and box materials.

West Fraser brands build value into every project. That's because they ask builders what they need and then work to exceed those expectations. Energy efficiency, reducing waste, material and labor costs for builders is their focus. West Fraser provides products that offer real value,

strength and durability and are available through leading building supply retailers.

SUB-FLOORING

Durastrand pointSIX® is a premium T&G sub-floor that is engineered for strength, durability and overall performance. Proven in the Pacific Northwest, Durastrand pointSIX features a patented taper on the 4-foot and 8-foot edges that is designed to be effective against edge swell. If the floor is exposed to rain and or humidity, the tapered edges can expand to become flush with the surface without ridging. The result – floors go down flat and stay that way. Add in our 1-year no-sand guarantee and 50-year limited warranty and nothing can hold you back.

TruFlor pointSIX® is a commodity T&G sub-floor that offers value, strength and durability on the job site. Manufactured with a 0.6mm taper on the panel edges to offset edge swell, **TruFlor pointSIX** consistently delivers the quality and performance builders need at a price point that represents value.

The decision to choose one

over the other can depend on several things such as how long the floor could potentially be exposed to the elements. If a stiffer floor is wanted, then a thicker sub-floor panel will achieve that or space the joists closer together.

It is essential with structural panels to always leave 1/8" spacing at edges (T&G has that spacing built into the profile) and sheets are "sized for spacing". Always follow the manufacturer's installation instructions, the local building codes and/or the APA E30 installation guide. West Fraser provides sub-flooring that offers real value, strength and durability and is available through leading building supply retailers.



WALL SHEATHING

Trubord® 4x8 square-edge roof and wall sheathing are ideal for the construction of residential

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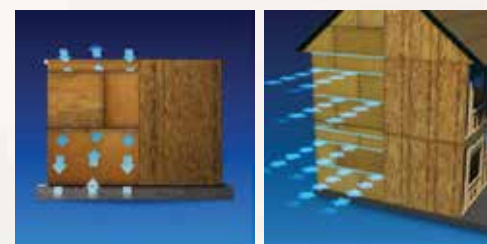


Servicing Horry Georgetown Counties & Surrounding Areas



single and multi-family houses as well as light commercial construction and modular mobile homes.

TallWall® OSB wall sheathing has been used by the nation's home-building industry for over 25 years and was the first longer-length wall sheathing in the market. Available in 9' and 10' lengths, **TallWall** provides builders and framers with additional advantages when compared to traditional 4x8 wall sheathing installed horizontally. The Home Innovation Research Center conducted air leakage tests that compared vertically installed **TallWall** sheathing to standard 4x8 panels. The tests revealed a sharp reduction in air leakage – up to 60% compared to 4x8 panels installed horizontally under the same conditions.



Windstorm® OSB wall sheathing meet hurricane wind codes, eliminate blocking at

horizontal joints and reduce or eliminate metal hardware. That easily translates into savings of up to \$1,000 or more per home in construction material, labor and waste. There are a lot of high wind events across the country, and **Windstorm®** offers significant advantages in all areas.

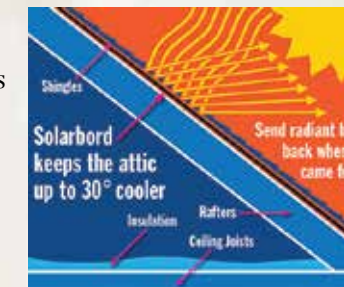
Both **TallWall** and **Windstorm** are perfect partners of Raised heel (Energy) trusses. Raised heel trusses are a great way to take advantage of the energy codes that allow lower attic insulation R-values when full-depth insulation extends to the outside edge of the top plate without compression. Insulation is far more effective when it is full depth at the outside edge of the wall. The perfect partnership combines **TallWall** or **Windstorm** sheathing with raised heel trusses.

ROOF SHEATHING

Trubord® 4x8 square-edge roof and wall sheathing are ideal for the construction of residential single and multi-family houses as well as light commercial

construction and modular mobile homes.

Stepping up to radiant barrier sheathing can be a huge advantage, not only to the builder but the home owner. A house protected by **Solarbord®** Radiant Barrier Sheathing has a head start on comfort. Up to 97% of radiant heat from the sun is reflected by **Solarbord**, so the attic can be up to 30° cooler. This means the rest of the house will be cooler too. Cooler attic = cooler house.



For further information regarding any of the above mentioned **West Fraser** products contact **Ryan Waterhouse** at **703-357-6811** or via email at, **Ryan.Waterhouse@WestFraser.com** or visit **www.WestFraser.com/osb**



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