

## Buisness Product News

### Connecticut Builder Interviews Margaret Price on Ridgefield Supply's Major Expansion

*Today, Ridgefield Supply has 100% of its lumber & building materials under roof plus a spectacular 30,000 sf retail store and education center*



L-R Ridgefield Supply Sales VP Ed Rekos, Ridgefield Supply President Glen Albee and owner, Margaret Price

Ridgefield Supply, has undergone significant changes over the last couple of years. The concept for what has been a massive building and renovation project began over seven years ago, when Margaret Price's late father, Louis Price Jr. was President and CEO of the company. The two started planning a complete overhaul of the aging facility, which included a new retail store, along with nine more buildings to insure 100% of the lumber & building materials would be under cover, and protected from the elements.

**CB – You are currently in the final stage of the project. What are you building now?**

**Margaret Price** – We just tore down the old retail store and will be building a guard shack and final warehouse.

**CB – Who designed the nine new buildings and can you describe them?**

**MP** – Craig Sinclair was the designer, and architect, and Philip Doyle of Landscape Architectural Design Associates, was instrumental in siting each steel building on our 4 ½ acre property. For the exterior,

we used Boral beveled siding with Klear PVC trim. The Boral Bevel Profile offers the true taper and shadow line effect historically seen with cedar and redwood siding, without the moisture-related issues that commonly plague wood.

The lumber and building materials warehouses are designed with vertical storage and offer contractors and homeowners drive thru convenience, and a tremendous amount of roof coverage. We are a Doug fir lumberyard and offer kiln dried, premium, mill specific lumber. I do the commodity buying, and I buy from Weyerhaeuser, Hampton, Seneca and Rosburg mills. We carry LVL's and engineered lumber from Rosburg on site.

**CB – I understand that your customers are extremely happy with the retail store. Can you describe that building for us?**

**MP** - Our retail store was designed to serve customers ranging from homeowners to building contractors, interior designers and paint contractors. At the center of the 16,000 sf main level is our Andersen® Showroom, where we exhibit every single product line from Andersen®, both replacement and new construction, including 200 different entry and patio doors, the E Series window (formerly Eagle) for both commercial and residential applications, the Andersen® 400 Series and Silver Line® products from Andersen® and much more. We are proud to be an Andersen Circle of Excellence dealer.

On either side of the Andersen showroom is our Benjamin Moore Paint Center, as well as plumbing, electrical, power tools, a fastener line, and we even carry barbecue grills. Then, there's our Architectural Hardware Experience,

which is managed by Chris Hicks. In addition to all of the popular hardware lines, we exhibit two full lines of barn door hardware.

Upstairs, handsome Unilux tilt turn perimeter windows offer state of the art energy efficiency, security and sound insulation. Every office also features a different molding package and barn door hardware, and a lift & slide door is part of the Education Center.

Essentially, the entire building acts like a living-breathing showcase; from the windows, siding, roofing, molding/millwork, the products used to build this facility are from the same vendors we carry for sale

**CB – The Education Center is especially significant to you. Tell us about it.**

**MP** – In any industry, you have to keep abreast of market trends and product and technology innovations. We are so excited that our new Education Center allows us to offer AIA credit classes for architects, ASID continuing education classes for interior designers and OSHA and certification courses for builders, remodelers and subcontractors. Our President, Glen Albee, is very focused on education. Glen is on the Board of Directors of the Lumber & Building Material Dealers Foundation (LBMDF), and he is very involved in developing industry education courses.

Beyond trade classes, we have opened our Education Center to the Ridgefield community for events. The facility accommodates 55 people, and it is already a huge success!

*(continued)*



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Margaret Price in what was the Old Train Station building and is now the new Kolbe Showroom.

**CB – Tackling the historic Ridgefield train station depot was quite an undertaking. Tell us about that part of the Ridgefield Supply project.**

**MP** - The Victorian Ridgefield train station depot building was too fragile to renovate, so we painstakingly dismantled it and then rebuilt it on a code-compliant shell, replicating it, and reusing whatever original parts could be saved. We even rebuilt the tracks running in front of it.

The train station now houses our Kolby Window Showroom, where we exhibit a complete representation of their product line, including a dramatic Magenta 5' X 10' double hung window

with 25 sf of glass, as well as double hung casements and sliders.

These mahogany and oak pre-primed windows have a high end factory finish for coastal applications, and the sky's the limit when it comes to customization. Kolby is a

family owned business and a leader in the industry. They know how to make both homeowners and builders happy.

**CB – Final question. . . how have you coped with being a woman in a male dominated industry, Margaret?**

**MP** – I started early in life with two strong minded parents, who taught me to be independent. Growing up, I was an equestrian on a national level, and it's a sport where men and women compete as equals. I attended Wheaton College, which was focused on developing strong minded women.

I believe that you pave your own

way by working hard. I had to work even harder because I was the owner's daughter. I'm quite proud of spending eighteen months earning recognition as a Certified Building Materials Specialist.

**2017 Woman of the Year** - On May 25th, at the Ridgefield Chamber of Commerce's 12th Annual Women's Forum. Ridgefield Supply Company's CEO & Owner, Margaret Price, was honored as this year's Woman of the Year.

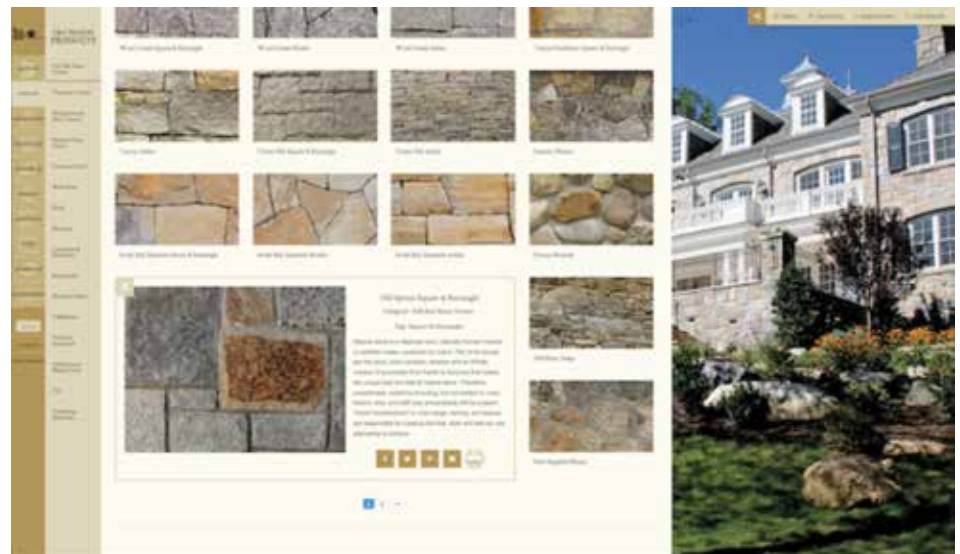
"It is a privilege to be recognized as Ridgefield Chamber of Commerce's 2017 Woman of the Year," said Ms. Price. "I encourage other women to follow in my footsteps and not be afraid to go down the less conventional path. Pursuing my passion and continuing my family legacy in the Ridgefield community is one of my proudest accomplishments."

**About Ridgefield Supply Company:** *The Ridgefield Supply Company, a third-generation family-owned business, has its roots in a lumber company founded in 1883. The 4 1/2 acre site on Prospect Street, now occupied by the lumberyard and building products showroom and store, started out as the Osborn and Gilbert Lumberyard. Ridgefield Supply continues to be one of the leading lumber and building dealers servicing residential and commercial builders with windows, interior/exterior doors, lumber and architectural hardware.*

**O&G Industries Masonry Division New Interactive Website Launches for "All Things Masonry"**

O&G Industries Masonry Division announces the launch of its feature-rich website, [mason.ogind.com](http://mason.ogind.com). Designed to assist retail and professional customers, the site incorporates numerous interactive features for viewing O&G's extensive product lines, custom fabrication and restoration services, and continuing education offerings.

The website presents consumers and design and construction professionals alike with numerous ways to find information that will assist them with their projects. Featuring informative videos, downloadable product literature and promotions, a comprehensive product



showcase with photos and descriptions to share, profiles of inspiring projects, and listings of upcoming events provides viewers access to all masonry capabilities.

The new website also offers design professionals 30 diverse American Institute of Architects 1-hour CEU “Lunch ‘n Learn” programs for 2017. An easy-to-complete online request form allows professionals to choose dates that best suit their schedules. Programs are conducted by industry experts from O&G’s supplier partners and held at client locations. Professional clients will also find the Safety Data Sheets (SDS) readily available through a keyword search function.

“We designed a site that is easy to use, and technically and visually helpful

to all of our clients, from masons and landscapers to architects, designers, and homeowners,” says Kara Oneglia, Vice President of the Masonry Division. “Our primary objective was to accommodate our customers’ requests for lots of helpful information in one location, in a format that is heavily visual, straightforward, and simple.” The company’s sales staff will continue to supply actual product samples and provide expert consultation on all size projects.

**About O&G Industries Masonry Division**

Since its inception in 1923, O&G Industries, Inc. has grown to become one of the most diversified construction companies in the Northeast and one of the larg-

est suppliers of masonry products and services in New England. Headquartered in Connecticut, the masonry division’s facilities include:

- ▶ 7 mason stores and stone yards;
- ▶ 6 Earth Products Showcase retail showrooms; and a
- ▶ Fabrication and Distribution Center for custom stonework.

For more information about O&G Industries Masonry Division, please navigate to [mason.ogind.com](http://mason.ogind.com) to learn more; visit the site often, for the latest offerings, news and events.

**Sanford & Hawley Contractor Night A BIG SUCCESS**



On June 1st, Sanford & Hawley held their popular annual Contractor Night at Waypoint Spirits in Bloomfield. Builders and subcontractors were treated to delicious food from area food trucks, wine and spirits tast-

ing from Waypoint Spirits outstanding collection, as well as raffle prizes - all while learning about the latest products from exhibitors including Boise Cascade, Huber, Brosco, Kohltech, Tando and more. See accompanying article on Tando’s amazing new exterior cladding, Beach House Shake, which Sanford & Hawley now carries.



Frank Sanford (center) with John Taylor and Chris Carlson, owner of Waypoint Spirits and a builder customer of Sanford & Hawley.



Judith Landers and builder Mark Stidsen





Outdoor Living Event



In May, CAFD held an Outdoor Living event to debut their newly remodeled outdoor showroom with built in kitchens, gas and wood burning fire pits, outdoor heaters and more. Lynx, DCS and Napoleon vendors were on site grilling and answering questions on their product between 11-3:30, and CAFD staff grilled on a Weber Genesis E-310.



Napoleon Eastern Regional Sales Manager Steven Shimp



Chef from luxury grill manufacturer Lynx



CAFD Production Manager, Craig Reola demonstrating a "Weber Genesis II grill. Weber grills are very popular because they offer great value!

The Bellagio™ – PTH31GTSS Patio Torch (pictured above) is a 360 degree art form that can be enjoyed 365 days of the year. The Bellagio™ provides cozy mood lighting from an attractive single, luminous four foot flame. The uniquely designed patio torch meets the demands of today's modern lifestyle and is a perfect accent for pools, decks and outdoor rooms.

We now have approximately 1400sq ft of showroom dedicated to outdoor living – grills, fire-pits and fireplaces. Currently, we have more than 30 grills on display.

– Drew Petrizzo, CAFD

Alfresco and DCS grills are the same high end product category as LYNX. Sedona is a sub-brand of Lynx. It's very well made, and a step up from standard



Doug DuPont warms himself next to a Napoleon "Skyfire Bellagio Patio Torch".

grills, but a lower price point than the luxury brands. CAFD has many grills on the floor ready to go, with special pricing, plus free local delivery. There may still be deals on floor model appliances and wood and gas stoves from the 2016 burn season as well.





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## Tile America Announces Supplier of the Year



Marjaun Donah, Product Development/Marketing Executive of Onyx France with Tile America owner Brian Niece

Tile America is proud to present Onyx France with the 2016 Supplier of the Year award. For over ten years, Tile America has been recognizing one industry partner each year for an insurmountable level of service; high quality and innovative products; responsive field support and product training; effective sales promotions and marketing, and on time delivery.

“Onyx France stands out with their superior customer service, amazing fill rates and on time delivery. It is such a pleasure to do business with them” explains Brian Knies, owner of Tile America. Purchasing Manager, Laurie Routolo agrees, “Onyx France is such a reliable vendor and truly enhances our stone program.” Lana Camera, product manager adds, “Onyx France offers innovative waterjet designs with stones of the highest quality. And we love that they are local!”

Tile America suppliers are nominated and chosen by Tile America employees. The award is presented at the industry trade show Coverings. Past winner of the award include: TerraBella, NuHeat, Van Hearron, Laticrete, Nasco and Quemere.

Onyx France, Inc. is Connecticut's premier wholesaler of all types of natural

stone products for over 23 years. Located in Woodbridge, CT, Onyx France, Inc. (O.F.I.) directly imports and distributes tiles, pattern & straight mosaics, waterjets, moldings, slabs, building and "cut to size" natural stone from many different countries all over the world.

*About Tile America - Tile America is a Connecticut family business for over 50 years. With seven showrooms, Tile America offers an endless selection of quality products, highly specialized design consultants and an exceptional experience, every time.*

## Beach House™ Shake by Tando Takes Realism to New Heights

The name says it all! From its texture – right down to the subtleties of grains and saw cuts – Beach House™ Shake is a cedar like cladding that evokes the feeling of a beach house. Tando Building Products new exterior cladding product is engineered to meet the harshest shore line weather, while having the unmistakable look of white cedar.

Introduced in April 2017, and available now in a natural cedar color called Sandcastle, Beach House Shake is a low maintenance cladding that is so realistic and stunning, you'll feel the urge to touch it. Its authentic five-inch reveal and protective UV coating has caught the attention of shoreline architects and luxury home builders from Long Island and Fairfield County CT to Rhode Island.

Recognizing that Mother Nature is often toughest along the coast, Beach House Shake is backed by the most comprehensive warranty in the industry – a 10 year “look like new” warranty.



## Easy One-Person Installation

Lightweight panels make one-person installation fast, while simultaneously reducing installation cost. With Beach House Shake, there are no special tools or fastener systems required. A hammer and nail gun is all you'll need.

Beach House Shake created by Tando is going to change the way the market thinks about cedar shakes. Engineered to meet the harshest shore line weather as well as any climate, Beach House Shake has the attention to detail that will convince any wood purist.

- Ralph Bruno, President  
Tando Building Products

Beach House Shake features an unprecedented level of realism for customers looking for natural beauty without the continuous maintenance associated with stained wood.

Russ Hampton of Miami Beach, who has 40 years of experience as a professional contractor, says, “Tando’s Beach House Shake looks more like cedar than cedar itself. The fact that it is impervious to all moisture, including rain, snow and sea spray, all while requiring no annual upkeep. It’s, a no brainer for homebuilders and their clients.”

Beach House Shake is designed as a stand-out option for coastal builders and homeowners. Learn more about Beach House Shake by Tando at [www.tandobp.com](http://www.tandobp.com).

