

# Delivering Building Materials... Building Relationships



## The Benefits of a Trusted Supplier

**E**very remodel project begins with an idea. Your vision for how to improve your home's beauty, functionality, comfort. But every step of a remodel after your initial inspiration is influenced by one common factor. A factor that affects design, schedule, and cost; the materials.

You may have never put much thought into where the materials came from, but surely, the professionals you hire to work on your home have. After all, a strong relationship with a trustworthy supplier is a lynchpin of their

business' operation. As owner of GR Mitchell, the go-to lumber and building material supplier for Lancaster, I spend a lot of time optimizing my business in ways that make your building and remodel projects run smoother. And while GR Mitchell's success is driven by relationships with builders, its foundation is our ability to serve the best interest of Lancaster's homeowners.

Beginning the process of remodeling or adding onto your home can be stressful. Proper preparation before the boards and nails start flying includes a lot of legwork on

*A supplier with an architectural millwork shop (like ours) will possess experienced craftsmen with the standards necessary to produce high-quality, paint-ready, radius work and trim, custom windows and doors, as well as elaborate features for interiors and exteriors.*

by **Tom Keller**  
President  
GR Mitchell

your end, but be sure to look for advocates that will offer you support. A building material supplier should be one of them.

### Build A Relationship With A Local Supplier

Of course, your contractor already knows who the suppliers are in your market, but there are advantages to having a direct relationship with a material supplier before your project even begins.

Setting expectations about your project while you're still refining your vision is a smart move. You know the look you're trying to achieve, but talking with a supplier can afford you unbiased advice on the best materials for the job. They'll also give you early insight into cost, helping you to compare brands and even offer viable substitutes that could shave thousands off your job.

Talking to a supplier about your remodel could even help you decide who to hire to perform the work. With over 50 years in the Lancaster market, GR Mitchell has sold materials to thousands of construction professionals. We've grown to get a feel for the skills each contractor excels at, who is trustworthy, who develops a good rapport with their customer, and who we'd feel comfortable recommending for kitchen renovations, basement refinishing, home additions, and beyond.

And while we specialize in supplying the pros, we're built for homeowners, too. With 11,000 square feet of retail space, GR Mitchell also serves as your local hardware store with an assortment that rivals big box with a hometown feel.

### An Extension of Your Contractor

Some of the larger remodeling outfits that you could commission may have their own offices and showrooms, but we know there is also a lot of appeal to working with smaller, independent contractors. A good material supplier will act as a partner of their customers, extending resources that help a contractor's business serve the homeowner.



# LOVE THE HOME YOU'RE IN



GR Mitchell invites customers to utilize their showroom and meeting spaces to walk through material selections and finalize finishes. Large exterior door displays, window demos, kitchen and bath vignettes. It's all available for review, with or without the assistance of a GR Mitchell team member. Take-home samples of decking, siding, roofing and more are also made available in every effort to give you the time to make decisions in an environment where you're comfortable. Not seeing exactly what you're looking for? Your pro is backed up by a supply team that will source specialty or hard-to-find items through a nationwide network of distributors.

## Achieve Fully Custom

Lancaster is home to many skilled craftsmen and good suppliers should have several of their own on staff. While the pros you hire are likely capable of their own custom projects, we find that we get called in for the nitty-gritty finishing touches and the components that require specialized tools/equipment that most don't have on-hand.

GR Mitchell's own architectural mill will work hand-in-hand with contractors and homeowners to match or reproduce historical elements, create detailed designs, or fabricate large pieces for any wood project. Whether your contractor has prepared detailed drawings with you or you're working from a rough sketch of your vision, having open communication with a supplier's architectural mill can ensure that the final project matches what you had in mind. At GR Mitchell we're fortunate to have a millwork manager who's not only been with us for over 30 years, but his ability to collaborate with homeowners is unparalleled in the area. A full team with over a century of combined experience in our mill allows us to assist across a wide range of projects with his oversight.



*In addition to a well-appointed showroom with a wide-variety of selection options from the leading manufacturers, a trusted supplier will have design professionals available to assist.*



With the housing market moving at breakneck pace, remodeling a current space is emerging as a more attractive option for potential homebuyers. But, starting a remodel project can be an intimidating undertaking.

Finding an advocate that can help you select contractors, set project expectations, and identify the best products for the job is an excellent way to overcome initial hurdles. And while they might not feel like the most obvious partner, developing a relationship with your local building material supplier can provide the support you need to seamlessly kick off your project.

GR Mitchell, located just 5 minutes south of Lancaster city, has been offering guidance to homeowners for over 50

years. Their equally long relationships with remodelers and builders in the area have given GR Mitchell insight into which professionals excel at specific types of projects, giving you the inside track on who to trust in your home.

Their direct connection to a broad network of product manufacturers also allows them to easily pair your project with the right brand, style and price point. This can be particularly helpful if you're looking for the latest designs and technologies.

So whether you're looking to build a deck, remodel an existing kitchen, bath or basement, or even planning to construct an addition, checking-in with your local supplier can be a time, hassle, and money-saving first call.

# GR Mitchell

BUILDING SUPPLIES & HOME CENTER

14 Beaver Valley Pike | Willow Street, Pa  
717-464-2999 | GRMitchell.com/findapro

# GR Mitchell



For five decades, GR Mitchell has been serving the residents and businesses of Central PA. The hardware store in Refton that George R. Mitchell bought in 1969 now serves the greater part of Pennsylvania, Delaware, and Maryland. As the company grew, we still maintained our commitment to the community and family values that started over 50 years ago. Our True Value Home Center, Cabinetry Design Showroom, Lumberyard, and Building Materials Company are each focused on bringing you the right products for your job at a price and quality that beat expectations.



President Tom Keller (right) has been in a leadership role at GR Mitchell since 2015. With the help of VP Betty Marley and General Manager Ryan Darrenkamp (also pictured), GR Mitchell has been able to expand in ways that better serve both their homeowner and pro customers.

## After Your Reno Is Complete

Having an established relationship with your material supplier can help you out in the long run, too. Years after your project is done, you could run into a scenario where you may need replacement parts or you may need to place a warranty claim. Typically, your contractor will refer you to the original material supplier for assistance. Having a preexisting comfort level with their team before you need to make that call is going to make that process a lot smoother for you.

We've also run into experiences with homeowners who want to add additional cabinets to a previously completed reno or extend the windows used in their new addition across their entire home but, for whatever reason, didn't want to/couldn't use the original contractor. A supplier who's familiar with the products that were used can help to expedite finding you a match and even specifying what you'll need to purchase next.

In advance of your next home improvement project, come visit us. Our facility in Willow Street is a great place to start. Whether you're hoping to DIY your whole project and need support, or if you're hiring a pro and just want an advocate through the process, GR Mitchell is here to assist. And if you're just looking for a low-pressure way to shop for the components of your remodel, you're welcome to tour our showroom during any business hours. Plus, you can visit our website, GRMitchell.com, from the comfort of your own home to preview the products and services we offer.

R&A



## ask the editor

We entertain a lot and are always looking for easy-to-fix finger food ideas. Any suggestions?

## Sorry...wrong magazine!

R&A Magazine is dedicated EXCLUSIVELY to home improvement and the promotion of Lancaster County home improvement professionals and their local suppliers. Good stuff...without the fluff!

**G**R Mitchell helped design and build our new front door. We couldn't be more pleased with the result. It's gorgeous! GR Mitchell was a pleasure to work with each step of the process. John and his architectural mill team did an outstanding job. I know they often take on big jobs and we were just a single family but they made us feel just as important. We give them a 5-Star Rating!

Homeowner, Paula

## stay happy



HIRE A PROFESSIONAL

## We do it all!

Heating & Cooling Systems | Plumbing Installation & Repair | Electrical | Bath Remodeling



717.464.9446

Groff's.com

