

Herrington's acquires Dunn Builders Supply

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Herrington's, the Regional Building Supply Company, Acquires Dunn Builders, Three New Stores Will Expand Customer Base by 30 to 40% into Northern Columbia and Greene Counties

Hillsdale, New York -- Ed Herrington, Inc., the regional building supply company, has completed the acquisition of Dunn Builders Supply. The acquisition involves adding Dunn's three existing stores located in Catskill, Hudson (Greenport) and Chatham to their network of five existing stores in Hillsdale and Millerton, NY; West Springfield and Lenox, MA; and Lakeville, CT. As a result of the acquisition, finalized today, Herrington's will own and operate a total of eight stores in eight cities in three states -- New York, Massachusetts and Connecticut.

Herrington's will continue to operate each Dunn store in its current location under the new name Herrington's. The company will retain workforce levels as needed and serve customers with expanded capabilities: higher volume buying power, contractor and residential services, and geographical scope. Herrington's is a privately-owned company that recently celebrated 100 years in business. The financial terms of the acquisition were not disclosed.

"It's an exciting move for Herrington's that will enable us to better serve customers in an enlarged region in a multitude of ways," said Ed Herrington, company owner. "We're a family-owned business into the fourth generation of hands-on management, who care about our customers, many of whom we have known and done business with for decades," he said. "From our perspective this is all about smart growth on behalf of our customers. We listen intently to them and their changing needs, and that is what we continue to develop our business model around," said Herrington.

Herrington's and Dunn were local/regional like-minded companies whose family-owned operations presented a complement to one another in the Hudson Valley marketplace for many years. This acquisition was spawned by an interest by the Dunn family in selling to a regionally-owned, well-respected business, Ed Herrington, Inc., who would continue to serve customers in a similar fashion to which they have been accustomed.

"We wanted to do the right thing by our loyal customers," said Steve Dunn. "It has been a long and extremely worthwhile run for us. We've enjoyed the business tremendously, and it has served our customers and our family well. The dynamic is changing for our family members. Their professional interests are now spread across several areas beyond the family stores. It was an opportune time to sell, and the Herrington family was the right prospect," said Dunn.

For Herrington's, it signals the first time they will operate a store on the western side of the Hudson River, in Catskill, Greene County. Their customers will gain a versatile countertop fabrication shop, while former Dunn store customers will gain the availability of Herrington's dedicated outside sales team, estimating services, installation sales and stone fabrication services. Customers will also gain the benefit of more choices in building materials including a large inventory of architectural as well as landscaping stone and professional masonry supplies.

"We see the trend toward specialty contractor work, environmentally responsible products, and also second homeowners continuing to buy and build in the greater Hudson Valley," said Richard Herrington, vice president and general manager of Ed Herrington Inc. "We're a company that prides itself on knowledge-based solutions and depth as well as breadth of service. This expansion is perfect for our customers and for us," he said.

Herrington's offers a product sourcing program to assist customers in choosing "green" building products. Some products qualify for LEED certification (Leadership in Energy and Environmental Design). The Ed Herrington, Inc. Environmentally Responsible Product Sourcing Program is a system that relies on products that may offer the following attributes: energy efficiency; made from renewables or recyclables; biodegradable or non-toxic; formaldehyde-free; mold resistance or low VOC content; moisture controlled; sound controlled; water efficiency and/or certified for Energy Star, FSC, SFI, CSA, SCS, and Green Seal.

Ed Herrington, Inc., is a building supply business serving builders, professional contractors and remodelers, tradespeople and homeowners. The company offers estimating, floor and roof systems; builder and architect service representatives; flatbed, box truck, boom truck and trailer delivery service; kitchen and bath design; architectural and landscaping stone and stone fabricating services; millwork expertise specializing in custom windows and doors; installation services for windows and doors, kitchens and baths; quality paints and hardware; and environmentally responsible product sourcing. Photo caption: Pictured (L to R) are Richard Herrington, vice president and general manager; Allison Neumann, advertising manager; and Ed Herrington, owner of Ed Herrington, Inc.