

WINTER HOURS**Monday – Friday****7:30 – 4:30****Saturday****7:30 – 2:00**

As always, if you are running late just call ahead and we will do our best to accommodate your needs.

We will be closed
Monday, February 16, 2004,
for Presidents Day

Visit us online at www.randlumber.com for Specials • Estimates • Product Information

Rand wins out on price and service in construction of Rye barn

With a longtime dream to own an antique home, Rye resident Rob Patten bought a rundown 200 year-old cape on Wallis Road five years ago. Today, with his home already completely renovated with quality products and helpful expertise of co-owner Jim Rand and the folks at Rand Lumber, Rob's dream for a New England-style barn to house his hobbies and gear is nearly complete, save a few exterior details, wiring and equipment for the inside.

Rob, who owns a high technology recruitment firm in Portsmouth, StratAcuity Staffing Partners, is an avid woodworker and metalworker and says having a place for those activities is going to be the main use for his new barn — the best features of which, he says, is the traditional style, size and quality of construction. With two floors and 2,400 square feet, it's actually larger than the house, and down the road when he needs more space, he hopes to connect it to the house and make the top floor of the barn living space.

Everything to build the barn, save the foundation, came from Rand, "and it just turned out to be an amazing process from start to finish," Rob says. And by "start," Rob means starting with the quote Jim gave him for the project.

"My contractor, Seacoast Heritage Barns, had a regular supplier for barns. The company specialized in barns and would provide you with everything you'd need to build one

down to each nail, and they'd become pretty comfortable using them."

So the foundation was laid, and it sat as Rob waited for his

contractor to begin construction but when the time came, he went for his final quote for materials and was not happy.

"I went back to negotiate the price for the materials with their normal supplier, because the final quote was a lot higher than the original price. And during that time when I saw Jim Rand around town, he kept asking me, 'Hey are you going to build that barn?' I tried to work with the other company to keep the project within budget but I finally realized I needed another quote.

I wasn't sure if Rand would be competitive because they weren't in the business of doing exclusively barns like this other company was. But I ran into Jim and he brought it up again, so I said, 'Why not? Let's see what this comes out like.' So in the eleventh hour, Jim put pricing together very quickly and it blew away the other company.

"Originally, I wanted to buy from a local business, but I wasn't sure how my contractor would react to using a new supplier. So the last piece of the puzzle was getting my builder to agree to use Rand, and I was a little nervous that he wouldn't go along with it. With a little persuasion and given the proximity of Rand to my house, he agreed without much concern, and they ended up enjoying working with Rand as much as I did."

In the end, Rob says he got a much more competitive price and unmatched service to boot. "By the time I made my



decision to go with Rand, we had about a week before my contractor needed to start and they only had a four week window in which to build it, so I was a little nervous but Jim turned everything around on time. They were down here all the time helping out, and I was just glad they were part of it." Rob says.

"Working with Rand was fantastic. One thing was the quick turnaround on the quote. Everything arrived on time and if anything wasn't exactly right, they immediately corrected it no questions asked. And they're so accessible. And

because they mill their rough-sawn lumber right on site, their prices are as good or better than anyone. I'm just super happy the way the whole thing worked out."



***Don't forget
about our
Boom Truck
and operator
available for
deliveries
or rentals!!***

511 Wallis Road
PO Box 600
Rye, New Hampshire 03870
(603) 436-4438
Fax (603) 431-3072
ME, NH, MA 1-800-436-4494

PRSRT STD
US POSTAGE
PAID
MAILFORCE, INC

FEBRUARY & MARCH 2004

***** 10% OFF *****

GRK Tork Screws
w/German Twist

***** 15% OFF *****

1x3"-12" Select Pine 6' & 7'

***** 20% OFF *****

1x10 #2 Pine R/L
1x12 #2 Pine R/L

***** 30% OFF *****

1x4 #3 Pine 6'
1x5 #3 Pine 6'

Rand Lumber
Sweat Shirts...\$12.99

Tan Chore Gloves...\$1.59

1x4 T&G Hemlock
Flooring... \$.85 BF

May not be combined with any other offer. Not valid on sale items or special orders.

RE-Stocked with Native Hardwoods