

Garrett Moulding:

A Look At The Company's Top-Notch Products & Notable Practices



“We like to think of our company as one that solves our customers’ problems,” says Tom Bergen, president and CEO of Garrett Moulding. He says much of the company’s success stems

from providing made-to-order mouldings at competitive prices. “Garrett does its manufacturing domestically, which allows us to get the finest domestic lumber available, such as cherry, walnut, maple, ash, oak, bass, poplar, pine or any lumber our customers want,” Bergen says. “Being located in the United States also helps with turnaround time, as customers don’t have to wait for a container to arrive from overseas. Plus, we have the best in modern technology and highly skilled technicians who can take any idea and turn it into a reality. By using a drawing or a sample of moulding, Garrett can make a template to match any profile. If a customer needs a special color or hard-to-find finish, they can send in a paint chip, piece of matboard or even a swatch of fabric and have it matched.”

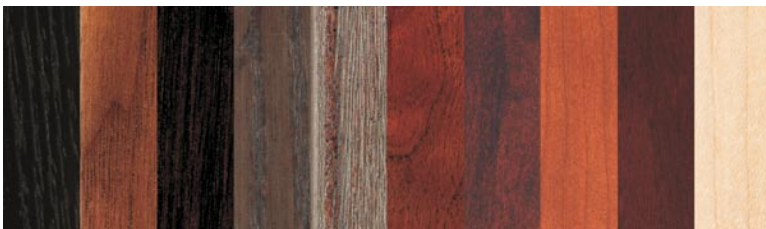
Garrett offers numerous finish options, including an Italian extruding process used to achieve a true furniture finish; a simple stain and lacquer for a more natural finish; the ability to add details with the use of

embossing, wire brushing and distressing; the ability to create an aged, rustic look; and the option to use walnut or other hardwoods for a silky finish with an oiled or waxed appearance. For customers wanting to finish their own moulding, Garrett provides raw, pre-sanded moulding with a smooth surface to work with.

As far as solving problems, several of Garrett’s customers can attest to the fact that the company has been there when they needed help. Mary Lancot of Art Services in Boulder Creek, Calif., recently needed a very specific, hard-to-find finish on about 50 frames, and Garrett was able to match the sample that Lancot’s customer gave her. “I was doing a job for a well-known art museum in San Francisco, and I needed a gray finish over maple for frames on some original, Asian brush paintings,” Lancot says. “Garrett did it for me, and they finished the order quickly. The museum and I were both thrilled with the result, and I’ve placed another order since then. Not many companies do something custom like that, so it’s nice to have one like Garrett that does, especially with some of the weird requests we get from customers.”

Scott McDonald of Northwest Framing, Inc., in Portland, Ore., adds: “With Garrett, you can cut a chunk out of whatever profile you find, and they can produce matching finishes. They can even work from line drawings, and they do a great job on domestic hardwoods. In general, they just give you a high level of service and attention to detail that you don’t see very often anymore.”

Steve Atlas of The Frame Maker in San Diego was working on hotel and hospital jobs when he switched to



Pictured are examples of the wide variety of mouldings and finishes available from Garrett Moulding.





A look inside Garrett Moulding's manufacturing/distribution facility in Carrollton, Georgia

Garrett. Not satisfied with his previous moulding supplier or with the yield he was getting from their products, Atlas decided to look for a product that produced less waste, and he found it. "When I started using Garrett, I had only about 10-to-15-percent waste as opposed to my usual 30 percent," Atlas says. "They are the first custom company I've dealt with that can put it all together. The wood is already stained, not warped and has very few knots, so I'm happy with it."

Garrett also prides itself on being environmentally conscious, as many of the company's products and manufacturing processes produce little waste and lessen the company's impact on the environment.

With its roots in the coastal community of Santa Cruz, Calif., Bergen says Garrett Moulding has looked for many ways to be natural. Not only is the company conscious about how efficiently it utilizes materials, but also about where it purchases them. Garrett uses domestic hardwood lumber from suppliers who are certified by the Forest Stewardship Council or other sustainable forest initiatives—programs that have helped keep North American hardwood forests healthy and growing in terms of available lumber. Domestic lumber sourcing also reduces greenhouse gases generated from overseas transport and keeps jobs in the

United States, Bergen says.

"Garrett's manufacturing plant is also designed to be highly efficient," Bergen says. "Industrial pollutants can be greatly reduced with a little creativity and the state-of-the-art manufacturing systems we've developed. Besides trying to be good stewards of the environment, it makes good financial sense for us. For one, our dust-collection system is flexible and allows us to save energy by utilizing either 10, 20 or 50 horsepower motors at any time, and our finishing system reduces emissions by being as close to 100-percent efficient as possible." Tony Ward, co-owner and vice president of manufacturing, adds: "This high material transfer efficiency rate helps keep our prices competitive and is another practical way we help maintain a safe and clean environment."

Lastly, Garrett has found several practical ways to recycle and reuse its wood and aluminum byproducts, including donating sawdust to farms and ranches for landscaping and animal bedding purposes, donating wood scraps to college art departments, reusing cardboard boxes and turning discarded papers into environmentally friendly packaging materials.

Through its commitments to producing real, American hardwood moulding with the latest technology and minimizing its impact on the environment, Garrett Moulding continues to serve OEMs, distributors, multi-unit retail businesses, wholesale framers, museums and custom frameshops with a desire to meet customers' needs and with what Bergen calls World Class hardwoods. "One of my passions is to produce the best genuine American hardwoods in the world at competitive prices," he says. "World Class hardwood means something to the framer and the person choosing it to decorate their space. It means beauty, strength, warmth and a comfortable sophistication. Professional framers are using our hardwoods to provide simple and honest heirloom-quality designs to reverse the trend toward imitation that the Information Age has spawned." V

For more information on Garrett Moulding and the company's products, call 800-645-3344, fax 888-645-2467, or visit www.garrettmoulding.com.