



Quality Building Materials

Established 1975

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Smitty's Building Supply acquires Fairfax Millwork

Home Channel News (Online)

January 2, 2007

Pro Focus

Smitty's Building Supply, a five-location pro dealer based in Alexandria, Va., purchased Fairfax Millwork and Building Products, based in Springfield, Va. The acquisition includes a millwork manufacturing plant in the Washington, D.C., market.

This acquisition expands our millwork offering and services in the local marketplace, said Rick Smith, president and CEO of Smitty's Building Supply, in a prepared statement. The expertise of Fairfax Millwork's manufacturing and installation services and the experience of its employees add greatly to Smitty's goals of providing a comprehensive solution to our customers' needs.

Terms of the deal were not disclosed. Smitty's expects the facility to generate more than \$10 million in sales in 2007.

Fairfax Millwork was established in 2004 by Tim Tobin, who will join Smitty's as senior vp/general manager of Smitty's Millwork & Supply. Smitty's will establish Millwork Manufacturing as a separate division responsible for its own sales and profit performance. Existing Fairfax employees will be integrated into positions in Smitty's new Millwork Manufacturing Division.

In November 2006, Smitty's acquired Marvin Window & Door Showplace. The combined company expects to generate more than \$110 million in sales in 2007.

Headquarters/Industrial Division
Retail/Distribution Center
8457 Richmond Hwy
Alexandria, VA 22309
(703) 780-7800

Distribution Center
11801 Balls Ford Rd.
Manassas, VA 20109
(703) 780-7800

Millwork Warehouse
7898 Notes Drive
Manassas, VA 20109
(703) 780-7800

WindowSmith
7249 Arlington Blvd
Falls Church, VA 22042
(703) 560-6625