



Country Paint and Hardware Press Release

Hometown Service Alive and Well in North Branford Pat Munger Construction Selected for Major Expansion

Country Paint and Hardware, a 28-year old independent hardware store, needs more retail, office and warehouse space to accommodate customer needs and to enhance the work environment for its employees.

A recent survey revealed that the store's reputation for having everything draws people from a wide radius, especially when they need something they can't find elsewhere - seven days a week. The survey also identified additional hard to find products that customers want.

According to owner, Earl Norwood, "our approach has always been to nurture existing customers through a wide selection of high quality products and services. Nobody on the floor goes unnoticed. If we don't have it, just ask and we'll get it for you."

In order to serve the additional product and service needs of his customers, Norwood decided to invest in a new building only three years after his last expansion. **Pat Munger Construction** is providing design/build services for a 2-story Varco Pruden building. A red standing seam roof and cupola, exterior stonework, gray pillars and siding will provide the country look that customers want and that fits the town's motif. The existing facility will be retrofitted to include offices, conference room, lunchroom, public bathroom and an expanded service area while preserving its country charm.

Significant warehouse space in the rear of the new building will support higher sales volumes. Employees will benefit from easier maneuvering and item tracking. Behind the scenes state of the art POS and paint computer systems have been upgraded for the anticipated growth.

"We heard good things from Murphy Moving and Storage, a Munger building owner, and from our engineer, Criscuolo Engineering", said Norwood. "We felt comfortable with Munger people. After reviewing three bids, we selected Munger even though they were not the low bidder. We know that the quality, workmanship and support will be remembered long after the price is forgotten."

"We strive for a natural comfort level with customers before, during and after project completion. A service hallmark becomes our primary differentiator", said David DeMaio, Munger president. "Country Paint and Hardware owners spent many hours with us discussing design ideas and pricing options so they could make the most informed decision about their new building. We worked closely with their financing institution in order for them to receive optimal value from their investment."

About Country Paint and Hardware

Founded in 1977, Country Paint and Hardware, on Route 80 in North Branford has the feel of an old-fashioned general store in a great location for providing "true value" to its residential and commercial do-it-yourself customers. Plumbing, electrical and Benjamin Moore paint products lead a robust array of high quality outdoor and indoor selections supported by a suite of services. For information call 203-481-5255 or visit www.truevalue.com/country.



About Pat Munger Construction

Munger provides cost effective, best-in-class buildings for industrial and commercial customers. Our professionals work with clients from land acquisition and design through site planning, construction and certificate of occupancy. We offer the best mix of prefabricated steel, structural steel, wood and masonry. Proven by an array of successful projects, repeat customers, skilled and loyal people, Munger's reputation as a quality builder shines brightly. www.mungerconstruction.com or 203-483-3645.