

## HOW BARTLETT'S BUILT THEIR NEW DRIVE THRU and LOAD UP LUMBERYARD

### The Design Solution That Nailed Their Needs

Spearman, TX - When co-owners Terrill and Tom Bartlett were ready to add a 10th facility to the chain of lumberyards they operate throughout the state of Texas, they did what successful business owners do – they tapped into the resources they know and trust. Not only did they have their own Rolodex of proven vendors, but as a long-standing member of LMC, they had access to its roster of preferred suppliers and partners. It wasn't long before Bartlett ultimately chose to work with CT Darnell Construction – an LMC partner for over 20 years, and a company with which they had previously completed several smaller projects.

### The Challenge

After purchasing an old car dealership in Spearman, TX, Bartlett wanted CT Darnell Construction and their Sunbelt Rack specialists to transform an existing service space into a modern warehouse operation, capable of efficiently storing and displaying multiple hardware and LBM sku's.

### The Solution



### *Bartlett's New Drive-thru Shed*

Not just a box. Initially Terrill Bartlett was thinking CT Darnell and Sunbelt Rack would design the interior racking layout for the existing square building; but the advantages and full-service perspective of working with a skilled general contractor like CT Darnell quickly became apparent. “They designed a solution that really nailed it for our needs,” said Terrill. “They ultimately built a brand new drive-thru warehouse complete with a mezzanine storage system for less than it would have cost to just modify the existing building.”

By design, the 25,000 square foot drive-thru building provides a much more customer-friendly experience.

“Customers can easily drive-in, load-up and head out. Plus we can quickly re-load stock because of the accessibility,” Terrill continued. “The mezzanine system includes multiple storage bins which allows more variety in our inventory, including doors, windows and bulk materials.”



*Mezzanine Storage in Bartlett's New Drive Thru*

### **The Experience**

Working with a full-service provider and LMC partner like CT Darnell Construction was a smart decision by Barlett Hardware and Lumber. According to CT Darnell’s Senior Account Executive Rick Stout, “It’s great when we’re able to get in on the front end of the process. Our designers have so much experience and we help our clients make informed decisions that will continue to pay off for years to come.”

“Working with CT Darnell Construction was great,” said Terrill. “The design process and implementation was painless and the crew was excellent.” “Not only was it on time and on budget - it even cost less than expected since they included the erection of the building and all the equipment in their proposal.” “I can’t brag on them enough!”



*Plenty of Storage Solutions for Bartlett's New Drive-thru Shed*

**The Drive-Through lumberyard is certainly at the top for convenience and speed.**

The Farnsworth Group market research shows, with both consumer and pros customer, a drive thru lumber yard differentiates you from your competitors giving you a true competitive advantage.

See more:

- Visit Bartlett's online at: <http://www.bartlettlumber.com> and Facebook
- Click here for more on LMC's Program with CT Darnell and Sunbelt Racking.
- Click Here to visit CT Darnell Website: <http://ct-darnell.com/>
- Go Here to see more on Sunbelt Racking:  
<http://www.sunbelt-rack.com/home.php>