



Builders General Supply Company Acquires Direct Millwork

BGS Continues its Active Growth Through Acquisition

Little Silver, NJ (January 31, 2020) – Builders General Supply Company (“BGS”) announced today that it has acquired Direct Millwork (“DM”) Washington, NJ, effective January 31, 2020. With the acquisition, DM will become Direct Millwork, a subsidiary of BGS.

BGS’ President, Philip Shaheen, commented “This opportunity is a definite ‘win-win’ for both DM and BGS and offers significant growth opportunities. DM’s millwork and door shop operations will compliment BGS’ millwork and door shop operations in its Freehold branch location, and also expand DM and BGS’ customer base and market while also providing a broader offering of products to DM’s existing customers.”

DM’s products and services include interior doors, moulding, windows, exterior doors, hardware and specialty products. DM’s primary delivery area is Central and Northern New Jersey along with the Lehigh Valley in Pennsylvania and the entire northeast. BGS’ primary delivery area is Monmouth, Ocean, and Middlesex counties in New Jersey along with some northern New Jersey locations and Staten Island in New York.

“DM brings excellent processes and an established, customer base. This acquisition gives us a unique opportunity to provide increased synergies within our company culture while at the same time allows us both to continue to maintain strong relationships with our loyal customer base throughout New Jersey and surrounding areas” said Philip Shaheen, President at BGS.

“BGS is a highly regarded company in this region of the country. United by a common business culture, joining BGS makes perfect sense and will improve DM’s business growth opportunities and expand the products offered to our existing customers” said Kevin Kuchova and Tom Snyder, Partners at DM.

The acquisition complements both business’ operations and is expected to be a seamless “plug and play” transaction from an operations perspective.

BGS’ board was advised by Sphaeris Capital Management LLC, a specialist in add-on acquisition programs, middle market mergers and acquisitions, and proprietary investments globally.”

Builders General Supply Co.

BGS is committed to its customers by offering quality building materials and exceptional customer service. Now four generations strong, Builders’ General was incorporated in 1931 with its first location in Cranford, NJ. Today the company is led by third-generation brothers Tim (CEO) and Phil (President), and Tim’s son TJ (Executive Vice President). Tim and Phil’s sister, Betsy, fills key management roles. Tim’s other sons; Mike and Brian as well as Phil’s son, Phil III, have also integrated into key roles for the company to help continue the family’s fourth-generation legacy. This will be the 7th location for BGS. Prior to this acquisition, BGS operated 4 full-service lumberyards with retail stores and 2 design centers across Central NJ. BGS serves homebuilders, commercial builders and Do-It-Yourselfers.

Direct Millwork

Established on February 19, 2010, DM is a building material supplier specializing in interior and exterior millwork products. Led by Kevin Kuchova and Tom Snyder, DM supports its product offering with in-house assembly and light manufacturing capabilities, as well as on site take-off and project management experience. Both Tom and Kevin will continue to manage DM.