

Company Focus

Babin Building Solutions

Babin's products and services... are delivered to your specifications



Ohio's source for these great contractor products



Babin offers a host of top quality product lines for a multitude of uses in its 140,000-sf warehouse. Products are readily available for pickup or can be delivered to the site.

Babin Building Solutions is a one-stop resource for quality building materials servicing commercial and residential customers. Their product offerings include cabinets, countertops, entry and pre-hung doors, commercial steel doors and frames, windows, residential and commercial hardware and trim with special millwork (available upon request). Babin's product variety includes major brand names such as Merillat, Armstrong, Jeld-Wen, Crystal, Omega and ThermaTru. These product lines are available in good/better/best offerings in each category and meet a variety of needs for diverse projects. Specifically geared to the commercial market is the Ingersoll-Rand collection of prod-

ucts. For example, Babin offers Steelcraft hollow metal doors and frames, Schlage locks, Von Duprin exit devices, LCN door closers and general finish hardware.

Babin offers many unique services and solutions. Their in-house welding shop manned with experienced welders allows for complete customization on any job. Their UL licensed Steelcraft department, with over 60 years of experience, can fabricate borrowed lite and sidelite frames as well as modify steel doors for a variety of hardware preps and lite kit cutouts.

When it comes to doors, their wood door department strives to make choosing the right door an easy task. They have the capability of machining doors for any

specified hinge prep, lock prep or mortise lock prep. They will cut down door sizes for special heights and/or widths and are fully licensed to label wood doors with a Warnock Hersey label. In addition, they can pre-hang a wood door in wood frames, customize jamb sizes to meet contractor or customer specifications and offer jamb material in a variety of wood species such as poplar, oak,



Impact doors are one of the many products Babin carries for commercial uses.

maple, pine, or primed finger joint.

Babin's newest addition, a state-of-the-art countertop shop, gives contractors and customers a more comprehensive product offering. With an innovative, fully integrated software program designed especially for countertop fabricators, Babin is able to quickly produce a countertop drawing with an estimate. They fabricate laminate and solid surface products to fit any need. With high-quality raw materials such as Formica, Wilson Art, and Corian, Babin provides customers with a finished product that offers years of beauty and use.



Babin has been long known for their hardware counter. Equipped with an in-house keying service for locks and staffed by knowledgeable sales associates, the counter allows contractors and customers to walk in and order stock material. This enables customers to immediately take material to a job site without having to wait for next day delivery.

Another benefit Babin provides is having a dedicated commercial estimator on staff. This allows Babin a continual stream of bids distributed directly to our sales team to meet daily deadlines while attaining the best pricing. Vice President of Commercial Sales Jack Pesselman has been with Babin for over 35 years. Pesselman says, "By bolstering our already strong sales team with an experienced estimator, we are able to focus on providing the best solutions at the best value to



The Babin facility is easy to find; clients can also see products in showrooms and studios.

keep our customers happy. That's really what it's all about." Babin's fully stocked 144,000-sq. ft. warehouse means stock products are readily available for pickup and/or delivery to the job site to keep projects moving for-

ward without delay. Their manufacturing, order-tracking and delivery mechanisms are fully supported electronically so that the distribution timeframe runs at optimal efficiency. Babin offers installation of products at job sites. Its network of experienced and knowledgeable tradesmen work within scheduled deadlines and offer a single-source of contact for certain turn-key operations.

Babin supports contractors with several other services, including contractor showrooms and design studios. This gives its customers an opportunity to come see products in place and get ideas for innovative new uses. "And, as an added bonus to all of what Babin has to offer, our employees are long-term," says Mierau "they understand not only the products, but how products work to create solutions, just as our name states." **BXM**

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“To your specifications” is the Babin Building Solutions promise

It delivers what it says, thanks to an impressive expert staff

Founded in 1916, Babin Building Solutions has grown to become an established and trusted name in area building. Over the years, the company has earned long-held honors in the construction and remodeling industry with their exceptional lines and service. And recently, the company has done some internal “remodeling” of their own.

Formerly Babin Building Center and owned by Forest City Enterprises, a name famous in Cleveland construction, the established 90 year-old organization came under new ownership in 2004. With new ownership came a fresh name, Babin Building Solutions, meant to reflect the company’s new commitment to being a full-service provider. New owners also brought a new management style—one providing innovative and synergistic solutions to contractors, builders and remodel-

A fleet of delivery trucks serves the entire state of Ohio and nearby cities.

ers. Babin’s new president, Harry Mierau, and his business partner and vice president of finance, Mike Rich, bring a wealth of talent and experience to the growing company. Mierau has an extensive history at Babin with expertise in warehouse man-



“To your specifications” is made possible through the exacting skills of Babin’s inhouse staff of expert craftsmen.

agement, manufacturing and information technology. This experience combined with Rich’s vast management savvy gained through key roles with companies such as Alside, Textron and Flexalloy have created an exciting new direction for the company and their customers.

Over the past few years, Babin’s new business model has management focused on building their market in commercial construction, renovation and new home construction. From an operations standpoint, much of the company’s success has been attributed to their top-quality lines and custom fabrication services enabling them to reach a broader market. “This di-

verse mix and approach to a wide expanse of the construction industry means that our organization can easily weather the ups and downs of the economy” says Mierau.

Babin is also taking measures to extend their geographic reach. In addition to their Bedford Heights headquarters, the organization has showrooms in Elyria and Green. Babin’s fleet of delivery trucks services all of Northeast Ohio while their warehousing and delivery systems are designed to easily absorb new business opportunities.

Babin recently joined the Building District of Bedford Heights located near I-480 and I-271 at the Richmond/Miles intersection. The District is a consortium of

Babin management team



Name: Harry Mierau
Title: President
Start date: 1994
Responsibilities: Commercial sales, warehouse management, manufacturing and information technology



Name: Mike Rich
Title: Vice President, Finance
Start date: 2004
Responsibilities: Residential sales, finance, customer service and showroom sales

companies specializing in construction and remodeling products and services.

Babin Building Solutions’ solid reputation, extensive service offerings and depth of experience offers contractors and customers alike the confidence in knowing Babin will deliver outstanding quality in service and products. **BXM**