

PREMIER

TAGUE LUMBER WELCOMES PREMIER DOOR, FRAME, AND HARDWARE TO NEW HOME



PREMIER DOOR, FRAME, AND HARDWARE SPECIALIZES IN HOLLOW METAL AND WOOD DOORS AND HARDWARE FOR COMMERCIAL CONSTRUCTION. Last year, Premier expanded and moved to its new 28,000-square-foot headquarters in Malvern. The state-of-the-art facility is designed to better serve commercial door and hardware needs, as well as to enhance deliveries. Pictured are Senior Project Manager Chuck Fragassi; Vincent J. Tague III; and General Manager Matt Potter.

BY AMY ALKIRE

Chester County Life has a storied (pun intended) history of sharing fascinating backgrounds and flourishing details behind the growth and success of family businesses. Readers, we hear, like to learn more about places they visited and people they have yet to meet. Discovering a common bond in one article or unveiling an unknown nugget in another are equally enjoyable experiences. Over the years, the magazine has woven a vibrant tapestry of generational tales. Narratives that are the fabric of its pages ... the landscape of the county.

In 2011, Tague Lumber was featured in *Chester County Life*, taking rapt readers to 10th Street and Columbia Avenue in Philadelphia where a family legacy was born as a used horse-drawn lumber lorry. It was 1908, and 112 years later, Tague Lumber is a leader

in its industry with seven locations, including a 10,000-square-foot design showroom, and a fleet of bright shiny red trucks. In its fifth generation of family ownership, Tague is a responsive innovative source for building products, custom millwork and mouldings, windows, doors, architectural hardware, siding, decking, kitchen and bath cabinetry, and more. Last year, the company expanded its Premier Door, Frame, and Hardware division. Premier, too, has roots as a family business launched in Philadelphia.

PREMIER'S FOUNDATION

In 2004, Tague Lumber acquired Premier Products, then based at 250 Byberry Road. Premier is dedicated to commercial building products and meeting the needs of commercial builders. Focusing exclusively on commercial doors, frames, and hardware, it has an extremely knowledgeable staff. The

people of Premier follow Tague Lumber's commitment of cultivating strong personal relationships based on expertise and honesty, while providing top-quality products with excellent value.

Premier Door, Frame, and Hardware specializes in hollow metal and wood doors for commercial construction. The division, boasting sevenfold growth since the purchase, moved to its new 28,000-square-foot headquarters in Malvern last spring. The state-of-the-art facility is designed to better serve commercial door and hardware needs, as well as to enhance deliveries. With its onsite welding and fabrication capacity, Premier can supply doors and frames for any size job. In addition, the company is a distributor for top lines of commercial hardware and washroom partitions and accessories.

Recently, Senior Project Manager, Chuck Fragassi; Matt Potter, General Manager; and Vincent J. Tague III gathered to discuss the background, products, and future of Premier. Premier Products Company, founded in 1947, was originally a porch enclosure manufacturer. "Families all over Philadelphia and Delaware County wanted to surround their old concrete porches with attractive windows and doors," reveals Fragassi. "Premier evolved into its door, frame, and hardware product line over the years."

Kenneth Huckle was the third-generation owner of Premier, his family's business. He and Vincent Tague Sr. were long-time friends, and in 2004, the company became a member of the Tague family of companies.

Tague is invigorated to work with the Premier team and be part of his family's business. As a history major at Boston College, he considered becoming a lawyer, but was unsure what he would ultimately pursue. Before making a final decision, he spent 18 months in Oregon and Washington with Interfor, one of the largest lumber producers in the world. Next, he worked for Jackson Lumber & Millwork in Massachusetts.

"Jackson is a family business, too. I learned how to hang doors, load trucks, custom mill, and more. The company is technologically advanced, so I gleaned many ideas to bring to Tague. It was at Jackson that I began to fall in love with family business. If I see a problem, I can ask questions and affect change very quickly. Tague believes in Premier, and I see how poised the company is to add business, especially along the Route 202 corridor. I made the right job selection," asserts a smiling Tague.

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DOOR - FRAME - HARDWARE
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PREMIER'S EXPANSION & FUTURE

The impressive Malvern home of Premier expands on the initial guarantee to deliver granted to customers. "We were busting out of the old building," declares Tague. "There was no space to add personnel or inventory. We currently have over 20 employees with plans to add more."

"It's a night and day difference," agrees Fragassi. "We have a nice office environment. Each project manager has a drafting table. There are training and conference rooms. We have plenty of space to showcase products and hold events for clients and vendors."

A prime factor setting Premier apart from big national corporations involves time. "One of the large players receives a sizeable door order, and they turn it around in six weeks," stresses Fragassi. "We can deliver in 10 days. They're concerned with volume. Premier is quality-driven." "Time is money," adds Potter.

Customers appreciate the extra attention they receive. They are pleased to work

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with people who exhibit vast industry knowledge, as well as familiarity with frequently mandated codes and requirements. Projects include professional take-offs of schedules and subsequent ordering and job management; frame welding and door assembly; customized orders, such as installing door lights and louvers or preparing doors for hardware; and keying services.

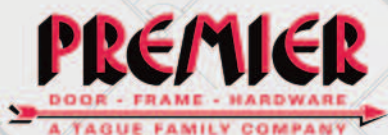
Add a full line of outstanding products to the mix, and Premier is often the number one choice of commercial builders and contractors. "If we don't have an item someone needs in stock, or we can't make it, we'll order it for delivery to their worksite," avows Fragassi.

Among Premier's assignments are mid-size hospital renovations, hotel door replacements, and numerous government, apartment, school, theater, and office revitalizations. Commercial-grade products are also sold for use at conference centers, factories and warehouses, healthcare facilities, transportation complexes, and religious buildings.

As 2020 unfolds, Premier anticipates project and product growth in school lockdown rooms, bullet-resistant doors, sound-reduction doors, and more. "The Philadelphia dining scene is booming," notes Tague. "We are installing many double action/double swinging kitchen doors in restaurants. Actually, Premier is growing in all areas. We're excited by the potential of the business and Premier's Chester County location, where we are attracting talented people and growing market share," sums up Tague.

If your commercial building is filled with old damaged doors, call Premier. If an apartment renovation or new construction is on your 2020 calendar, contact Premier for doors, frames, and hardware. In short, Premier is the one to choose for outstanding commercial products and superior service. **CCL**

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