

Saginaw Lumber & Millwork, Inc.

Growing Strong Since 1993

In the early 1990s, Saginaw Lumber & Millwork, Inc., President



Greg Tuttle

Greg Tuttle had a vision for the kind of specialty lumber company he wanted to run. It would feature Eastern White Pine, plus other quality lumber and commodities. He envisioned building a team of like-minded employees dedicated to outstanding customer service, who would be the driving force behind his company.

In March of 1993, Tuttle brought his vision to life when he founded Saginaw Lumber Sales, Inc. as a wholesale lumber distributorship in Albany, N.Y. He started out with just a few employees, but added to his staff and operating space as the company and his customer base expanded through the 1990s.

Since its inception, Saginaw has prided itself on delivering the highest quality and best value to its customers. As many of its customers have come to learn, Saginaw Lumber & Millwork offers not only products and services they can depend on, but also a convenient cost-effective business partnership that will help their business grow.

In December of 2000, Tuttle accepted the challenge of adding a Millwork Division to Saginaw's operations, after several millwork distributors left the Albany area. The new division helped the company expand even further due to the successful customer relationships Saginaw already had in place.

On April 1, 2005, Saginaw moved to a new 180,000-square-

foot facility in Guilderland Center, N.Y., where more than 60 people are employed and from where they own and operate five lumber trucks and six millwork trucks. The new location has a showroom that allows customers to see and feel their broad product line. In addition, there are five acres of outside paved storage and 1,000 feet of rail dockside. All materials are

More than 300 people attended Saginaw's Open House for their new facility.

loaded and unloaded inside the warehouse, thereby protecting the products from the elements.

Saginaw serves independent retail lumber and millwork dealers within a 170 mile radius that extends north to Plattsburgh, N.Y., south to Newburgh, N.Y., west to Syracuse, N.Y., and east to western Massachusetts, Vermont, and Connecticut. Saginaw's philosophy is to partner with its customers. It integrates its products with its customers and educates them and keeps in touch with the market and what products are moving.

The Saginaw team firmly believes its success is due to the strong relationships it has built with its customers and suppliers, and it takes special pride in its employees who provide the very best in service and reliability. ■



Many attendees of Saginaw's Open House commented on the openness and brightness of their new facility, saying that it was impressive.