

# TW PERRY

**Exemplary Service to the  
Remodeling Industry since**

**SINCE 1911**

Distributor of the Year Award Nomination

## 109 year old veteran owned company and dedicated NARI member since 1990

TW Perry is a hometown success story that began in 1911 when Thomas W. Perry opened a feedstock operation in Chevy Chase, Maryland. The area was a rural outpost, but Tom was in the right place at the right time. With the growth of suburbs in the '50s and '60s, he started selling building supplies and the business expanded rapidly.

Today, TW Perry continues to be the regional leader in the building supply industry. Their over 100 years of experience in servicing professional custom home builders and remodelers in the greater DC area; has placed them in the unique position as the preferred building product supplier.

Their seven locations provide specialized services to their valued customers in the Maryland, Northern Virginia, Southern Pennsylvania, and the Eastern Shore. Much of TW Perry's success is due to the diversity of their value added specialty services divisions:

- TW Perry's custom mill shop assembles and manufactures millwork items in their own 80,000 sq. ft. Maryland facility. Door assembly, design, and fabrication are only a few items in a broad range of capabilities. To include custom moldings, built-in cabinets, and much more.
- Their window division specializes in high end fenestration products from a wide portfolio of name brand manufactures, and custom fabricators. The window team has very specialized backgrounds and years of technical expertise to assist architects, builders, designers, and homeowners in selecting the window and door products that meet, or exceed the architectural integrity, thermal performance values, and budget criteria of the most discerning clientele.
- TW Perry's engineered wood division team of designers evaluate the structural requirements of a building, and design the components for fabrication at their own Maryland facility. Attention to detail, and providing a complete structural package is only one of their strengths. Job site inspections and working with the field crews; insure the success of this very vital operation.
- Their stair division provides the design component, with a wide range of resources. And the installation crew of qualified craftsman installs the unique balustrade systems from the basic to the most intricate systems.

**Veteran Owned and Founded  
in 1911**

**Mission: To be the preferred  
supplier of Custom  
Homebuilders, Remodelers  
and Deck Builders and be a  
leader in every market.**

**Values: For the shared  
prosperity of TW Perry  
employees, their families, our  
customers, supplier partners,  
and our community.**

**TW Perry Promise to  
Customers: Provide quality  
products, building-solutions,  
next-day service and  
education to help your  
business thrive.**

# Thirty years of service and dedication to NARI

## DEDICATION EXEMPLIFIED THROUGH SERVICE

TW Perry has been a dedicated NARI Metro DC member for 30 years. Over the years, they have supported the chapter by serving on committees and task groups, attending national meetings and by serving on the local Board of Directors, in various roles including President.

Former TW Perry team member Jen Nugent, Director of Marketing served as Education Committee Chair, on the Workforce Development, Membership and Marketing Committees and on the Board as a Director, Secretary, Treasurer and Vice President.

Ken Clark, Director of Architectural Business Development assumed Jen's role as a Board member and Education Chair in 2019 and has worked tirelessly to continue in her footsteps and display TW Perry's dedication to NARI and educating our members. Ken also serves on NARI Metro DC's Workforce Development Committee and supports committee efforts to promote careers in the remodeling industry.



**TW Perry has been a dedicated NARI Metro DC member for 30 years. Over the years, they have supported the chapter by serving on committees and task groups, attending national meetings and by serving on the local Board of Directors.**

# TW PERRY SUPPORTS NARI CERTIFICATION PROGRAMS

## LONG-TIME CERTIFICATION EXAM PROCTOR AND TESTING SITE

## CERTIFICATIONS

NARI Metro DC members know  
the value of NARI  
Certification programs.

107 NARI Certified  
Professionals

26 New Certifications in 2020

TW Perry has been a long-time testing site and proctor for NARI Certification exams. Their dedication to education and certification has contributed to NARI Metro DC leading the nation in Certified NARI Professionals.

## Nail It News

FIND OUT WHAT'S HAPPENING IN  
YOUR CHAPTER



### Members Who Were Certified in 2020

Ramon Alonso, Tabor Design Build, Inc., CRPM  
Juan Briceno Valero, Ressa Built, CRPM  
José Corro, Rendon Remodeling & Design, LLC, CLC  
Stephanie Dickens, BOWA, CR, UDCP  
Aaron Dickerson, Tabor Design Build, Inc., CRPM  
Audrey Elkins, Alair Homes, CRPM  
Brian Flores, Tabor Design Build, Inc., CLC  
Daniel Gardner, Spectrum Design Build, Inc., CRPM  
John Gaskill, HIVEX Basement Finishing Co., CRPM  
Eric Goetz, Blue Star, CR  
Daniel Haro-Lopez, Ressa Built, CRPM  
Romal Hussaini, Impact Construction and Consulting, CRPM  
Fred Kime, Sun Design Remodeling Specialists, Inc., UDCP  
Davis Leichsenring, Hollspa Bath, Interior & Tile Concepts, UDCP  
Folad Malwan, Impact Construction and Consulting, CRPM  
Christopher McNally, HIVEX Basement Finishing Co., CR  
Sonny Nazemian, Michael Nash Design Build & Homes, MCR, MCKBR, GCP, UDCP  
Mark Poirier, Ressa Built, CRPM  
Sam Rust, Rust Construction, CRPM  
Bob Salo, HIVEX Basement Finishing Co., CRPM  
John Tabor, Tabor Design Build, Inc., MCR, CRPM  
Matthew Tyma, Tabor Design Build, Inc., CRPM  
Kenechukwu Ugwuoke, Case Design/Remodeling, Inc., UDCP



# TW PERRY GIVES BACK TO THE COMMUNITY



## TW PERRY SUPPORTS FELLOW NARI MEMBERS

- TW Perry generously donates materials to Community Forklift and Habitat for Humanity
- TW Perry donated building materials and tools to NARI Metro DC's Big Build exhibit at the National Building Museum. This hands on exhibit allowed children to explore careers in the remodeling industry.
- Rebuilding Together recognized TW Perry and NARI Metro DC for their generous support of their mission.



## Working together to provide safe and healthy housing

Since 2018 TW Perry has supported NARI Metro DC's efforts to mobilized members for Build Day, the annual event Rebuilding Together hosts to provide renovation services to local families. Rebuilding Together partners with government and social service agencies, businesses and volunteers in a variety of hands on volunteer events. Over the past few years the NARI Metro DC and TW Perry has donated \$12,000 to support their mission to prevent homelessness, preserve affordable housing, and provide safe and independent living for those members of our community who are most in need.

On Build Day members and their teams join together to work on renovations for needy homeowners, aligning with our shared goal of providing safe and healthy housing. In the past three years, with the generous monetary and in kind donations from TW Perry, NARI Metro DC has helped renovate five homes in Virginia and Maryland.



# GIVING BACK AND GIVING FORWARD



## DEVELOPING TOMORROW'S WORKFORCE

Ken has generously volunteered his time to serve on the Workforce Development Committee's Golf Task Group to plan a charitable golf tournament to support Alexandria Seaport Foundation's apprenticeship program.

Unfortunately, pandemic related school closures thwarted the Student Construction Conference plans for 2020 but the WFD Committee quickly pivoted to partner with the Alexandria Seaport Foundation. The Chapter has plans underway to support ASF's goal to provide life-changing, hands-on learning opportunities for young people, ages 16-22, who have struggled with significant obstacles and are eager to get on a path to success. Their apprentice program uses the craft of woodworking and traditional boatbuilding as an immersive experience that teaches technical skills and habits of mind that are needed for success in employment and adulthood. NARI Metro DC is currently working to reschedule a charity golf tournament to raise scholarship money to support the ASF apprenticeship program and to recruit NARI members to offer externships for program graduates.

## COMMUNITY FORKLIFT

We at Community Forklift are so thankful for the support of our individual and corporate material donors. These generous businesses and people provide us with the materials that support our neighbors in need and stock our store to fund our mission. Building materials supplier TW Perry has donated to Community Forklift multiple times since 2013. [Click here to read full article.](#)



The construction and remodeling industry has been blessed with stronger demand than hoped for during the pandemic. However, COVID restrictions made it difficult to clear out obsolete, discontinued, and miss-ordered items that were sitting un-needed in TW Perry's Leesburg facility.

*Sean Parker, TW Perry Vice President Process*

# TW PERRY'S PREMIER SPONSORSHIP

## THE PERRY LOGO IS EVERYWHERE

Despite the challenges of the pandemic NARI Metro DC has been able to develop engaging virtual events, maintain the high value of service we offer our members and avoid a dues increase. This is in large part due to the generous sponsorships of Premier Sponsor, TW Perry.

Their logo is on everything we do!

## IT'S IN THE NUMBERS

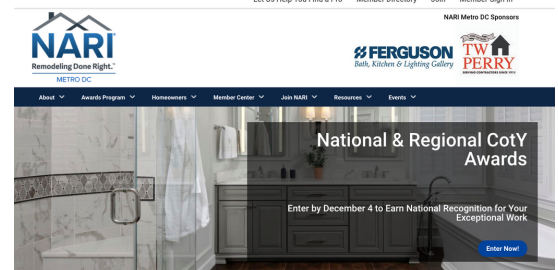
Since 2016 TW Perry has generously provided \$62,000 in sponsorships to support NARI Metro DC members, events and programs.



Contractors preferred source for premium building products and specialized services  
Engineered Wood Division | Window Division | Stair Division | Custom Mill Shop



TW Perry Locations  
Gaithersburg | Baltimore | Silver Spring | Leesburg | Springfield  
Annapolis Design Studio

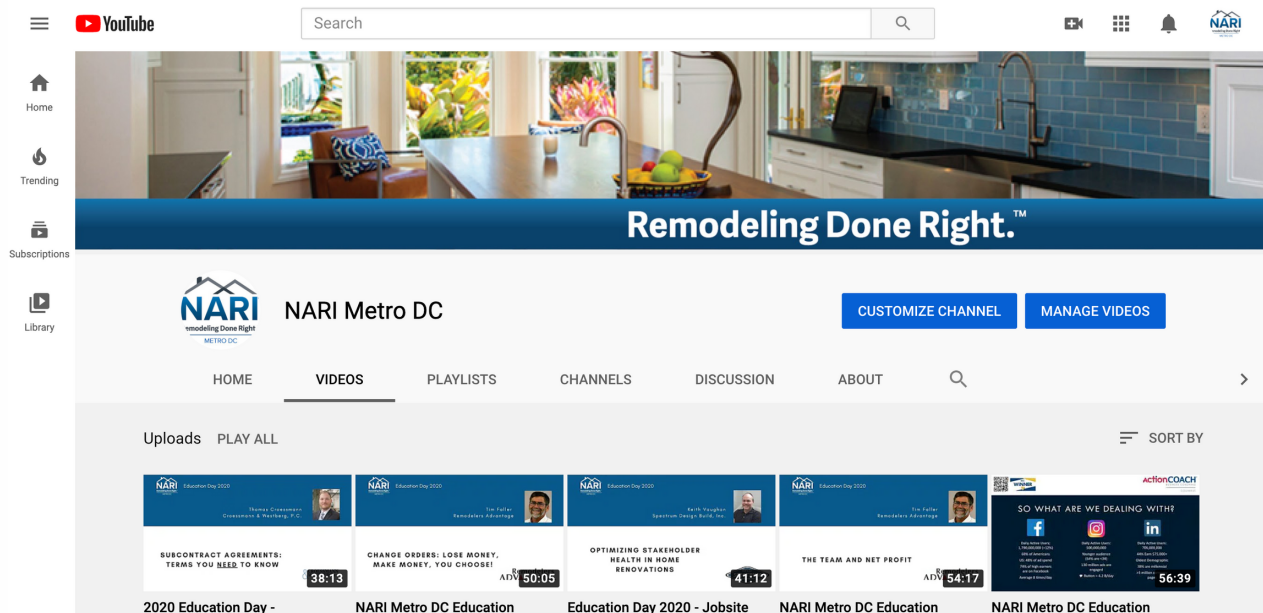




# TW PERRY IS EDUCATION FOCUSED

## KEN CLARK PLANS VIRTUAL EDUCATION DAY

While we would have preferred to have members meet face to face, the Chapter's Virtual Education Day reaped benefits we did not expect. Ken's Education Committee was able to recruit industry professionals from around the country and offer sessions of the level generally found at national conferences. More members were able to attend from the comfort of their office and they could easily elect to attend specific sessions based on their interests. Ken assembled a task group to develop enticing sponsorship packages and exhibit opportunities for associate members. Ken went above and beyond by donating staff volunteers to facilitate Zoom classrooms, he served as a presenter, and helped prepare Zoom recordings to make the sessions available in an on-demand **YouTube channel**. This allowed members to access 16 CEU presentations to help them fulfill NARI Certification requirements. The on-demand videos also gave members a way to make sure their staff could get the benefit of the training without pulling them off job sites.



### BUSINESS MANAGEMENT

The Team and Net Profit: Tim Faller, Remodelers Advantage  
 Manager vs. Leader: Coach Peg Buehrle & Pete McDowell, ActionCOACH  
 Subcontract Agreements: Terms You NEED to Know: Thomas Croessmann, Croessmann & Westburg, P.C.  
 Managing Clients Expectations: Tim Faller, Remodelers Advantage  
 Social Media Marketing: Coach Peg Buehrle & Pete McDowell, ActionCOACH

### FIELD MANAGEMENT/INSTALLATION

Kitchen Install Tips & Tricks: Zone Framing, Rough Layout, Installing Cabinets: Bill Kleppinger, Kleppinger Design Group  
 Small Crew Efficiencies: Tim Faller, Remodelers Advantage  
 Change Orders: Lose Money, Make Money, You Choose!: Tim Faller, Remodelers Advantage  
 Surface Protection...Are Yours Jobs Safe?: Keith Vaughan, Spectrum Design Build  
 Zero Punch List: Tim Faller, Remodelers Advantage

### DESIGNER

NKBA's Kitchen Planning Guidelines: Cindy McClure, Grossmueller's Design Consultants  
 Luxury Kitchen Specifications for Aging in Place: Amy Gaeta, Sub-Zero Group Mid Atlantic  
 Large Doors...How to Select the Right Door: Ken Clark, TW Perry  
 Emerging Trends in Kitchen Design: Amy Gaeta, Sub-Zero Group Mid Atlantic  
 NKBA's Bathroom Planning Guidelines: Cindy McClure, Grossmueller's Design Consultants

### Flagship Sponsors

**FERGUSON**  
 Bath, Kitchen & Lighting Gallery

**TW PERRY**

### Platinum Sponsors

**Barrons**  
 Building Systems, Remodeling & Restoration Services

**DAP**

Early Bird Fee: Members \$50  
 Each additional team member \$20 discount  
 Non-Members \$65  
 After September 15: Members \$60  
 Each additional team member \$20 discount  
 Non-Members \$75

Registration Link: [www.ferguson.com](http://www.ferguson.com)

### KEYNOTE SPEAKERS

WOW Customer Service:  
 Coach Peg Buehrle & Pete  
 McDowell, ActionCOACH

## A MESSAGE FROM NARI METRO DC BOARD MEMBER KEN CLARK

TW Perry has been a member of the NARI Metro DC chapter since April of 1990 with many accolades. They have always held the prominent sponsorship levels, and maintained positions as committee chairs, board of directors, and past president. They have a dedicated commitment to the success and future growth of the NARI Metro DC chapter with support to all aspects of this association both financially, and physically in the sharing the expertise and resources of their own personnel to work on the various committees, networking events, educational programs, and public outreach.

In 2020 TW Perry made no exception in providing support to NARI, and continued to be a valued resource to the association and their trade members.

In 2021 TW Perry will increase their sponsorship tier to a new level of support and resources. They will also reinforce their commitment to the professional remodeling industry, with increased virtual educational sessions, and a series of YouTube videos of proper installation for various products. As well as commitment to contributing to the building the next generation of remodeling contractors through a work force development initiative. Which provides for training an employment of individuals interested in pursuing a career in the remodeling industry.

TW Perry is committed to provide support through all NARI affiliated platforms, now and all future endeavors.

**TW Perry has also been a long standing supporter of  
of local charities such as**

- The Yellow Ribbon Foundation
- Youth Leadership Foundation
- Community Forklift
- Rebuilding Together
- Habitat for Humanity
- St. Dominic Church
- Wounded Warrior Project
- St. Ann's Center of Children, Youth & Families
- PetConnect Rescue
- Christ Child Society
- Metropolitan United Methodist Church
- Home Aid America
- Good Hope UMC Missions
- Manna, Inc.
- San Miguel School
- The First Tee of Greater Washington
- City Year Washington, DC
- The Chevy Chase Historical Society
- Chesapeake Bay Foundation
- Grace Episcopal Day School
- The Chevy Chase Historical Society
- Chesapeake Bay Foundation
- Grace Episcopal Day School
- Leukemia & Lymphoma Society
- Chevy Chase at Home
- Race Against Abuse of Children Everywhere
- Poor Roberts Charities
- National Building Museum
- Journeys Crossing
- DC Students Construction Trades Foundation
- Catholic Charities
- Thomas Edison High School
- Ducks Unlimited
- St. John's College High School
- RJS Eagle Scout Project, Boulder Crest Retreat
- The Heights School
- Family Services, Inc.