



**ACCURATE
GLASS**

The Lake Effect | Episode #4 - How Glass & Wood Work Together

00:00:00.980 [Music]

00:00:06.240 so welcome to the podcast this is the lake effect um Barry and moka's fine home building and cottage building

00:00:13.160 podcast uh we're here from the sandbox Center in downtown Barry today as a guest we have Lee Whitaker the owner of

00:00:19.320 Barry trim and mold um located in a fixture here in Barry for 40 years um

00:00:24.560 welcome uh we're going to me Mike uh we're going to start with uh um maybe the history of your com I mean it's a

00:00:31.000 it's a milestone you're going to you're going to hit a milestone this year so where did the company come from and what does the company do yeah well thanks for

00:00:37.079 having me Mike first and foremost um the company started originally as you heard 40 years ago Founding Father Brian

00:00:43.879 started it immigrated from England and came over here as a draftsman and um that didn't pan out and started a small

00:00:51.079 uh business just fixing people's homes and renovating some things and in 1985 that's kind of where the doors opened where he saw an opportunity to sell some

00:00:57.160 trim and Berry and basically from there along the way it kept growing from the 80s into the 90s when the tornado went

00:01:03.559 through Barry it gave an opportunity for him to sell a lot of products direct to the home builder which continued to grow

00:01:09.320 and that continued to grow into the 2000s did he do a lot of the work himself when he started or did he always

00:01:15.280 a had a partner back then it was just him and a partner no install at that point just a lot of deliveries load up

00:01:20.759 the K car the family K car and hang it out the window and take it to sits and yeah we had one of those yeah I we all

00:01:27.079 did um two bench seats and a go-kart exactly yeah a family mobile car and

00:01:33.079 also a work car so that's just how things had started and it kept growing into the 2000s where myself I got

00:01:39.280 involved in early 2000s and continued to kind of um grow with the business and uh

00:01:44.719 and grow the business to Here we are now in 2025 okay so let's um I mean thing to jump into is let's see some of the work

00:01:50.880 that you've done and um uh like us like Acura glass products we're we're focused

00:01:56.280 on Barry we're focused on mccoas um we have trades people we do fabrication you guys do the same you guys have a a

00:02:02.360 fairly sizable fabrication shop right um visible from the highway yeah we have two shops so the first one the highway

00:02:08.160 is where we have our our showroom along with our office Bas for estimating and

00:02:13.680 purchasing Etc along with the manufacturing of our triond door Division and then we have another offshoot just across the street of about

00:02:19.680 another 15,000 square F feet of our stering railing shop where we produce everything okay great so a locally produced product um you know for and and

00:02:27.200 the higher end you you guys are capable of doing the higher end product that goes into the larger Cottages yeah correct anyway from Highway 7 up into

00:02:33.800 the mokas to per sound Huntsville Gravenhurst to Collingwood and and kind of Beyond okay so what the first picture

00:02:39.519 we'll start with is uh it looks like a ceiling um in a in a kitchen um maybe some some like beams that you guys are

00:02:46.599 fabricating and installing I'm going to guess yeah so what's trending a lot in the Housing Industry especially the custom menend as I'm sure you would know

00:02:52.319 is White Oak from White Oak floor to especially White Oak stairs and railing that we do a lot of uh with designers in

00:02:58.120 picking white oak doors you can kind of see a door in the Background by the kitchen uh which ties it way all to the way to the ceiling where you see some

00:03:03.959 full beams that we've built so we strap the ceiling with 2x4 2x6 whatever it might have been and then ripped the

00:03:09.680 pieces in the shop and installed them at site so would that be um would this look be specked by the designer or or I I

00:03:16.480 guess it would be there'd be many different versions of this where the homeowner saw a picture maybe even this

00:03:22.599 picture on your website they liked it and they talked to their designer or the designer came in saw something they

00:03:27.760 liked and you know advised the homeowner how does the process usually go to get some a look like this great question obviously pictures are worth a thousand

00:03:34.080 wordss as we know from websites social media and whatnot and also designers have a very fine eye on what they would

00:03:39.519 like to see in someone's home this one I believe was the homeowners that had seen a lot of pictures uh and and and surface

00:03:46.640 through stuff online and kind of came up with the idea it was really the idea was built as they were building the home they knew that they wanted a very open

00:03:53.640 living room from the kitchen all the way back to where this picture was taken by the fireplace and they wanted to kind of break it up uh on the ceiling with the

00:04:00.120 the beams to kind of accent the floor and the and the doors okay so this would have a lot of value to um to the

00:04:06.200 consumer to the homeowners and the cottage owners um to be able to bring in a picture or show you something on

00:04:11.439 Pinterest and say Barry trim can you make this happen yeah especially in our industry again the picture is worth a

00:04:17.199 thousand words we need to kind of see and feel or have an idea of what you're looking for uh okay so before we go too

00:04:22.759 far for those who are really short on time and patience what is your website exactly just in case somebody's listening they website it's pretty easy

00:04:28.400 trip w. Barry trim.com W.B trim.com correct okay

00:04:34.720 perfect uh so we'll go to the next picture um which is a a popular look we we've see it we actually do this in

00:04:40.840 glass from time to time not SE those yeah not not as common uh the hardware to hold a piece of glass is uh somewhat

00:04:48.440 um expensive and complicated um but I've seen you know lots of trim you know trim

00:04:53.520 work or or doors or you know barn doors of different kind barn doors am I using the right term yeah there two barn doors

00:04:58.639 that were custom with basically a chevron pattern that you can see down the side of the doors which is pretty unique this is from their bedroom into

00:05:05.240 their masteron Suite so you can close it off or leave it wide open and it somewhat works as a form of art too when

00:05:10.800 the doors are open on the wall instead of having more paintings on the wall you can open it up and just you know see something that's that's pretty custom

00:05:16.600 these doors are obviously custom you don't just pick them off the shelf at Home Depot R Etc you have to come to a custom shop like ours BTM and showing

00:05:23.759 off to mil work correct yeah yeah and then you have it on two unique tracks instead of just having a single swing door into the bathroom at

00:05:30.199 it also gives you the space that where if you have a busy family people are coming and going into the bathroom as we all know at times you have uh you know

00:05:36.400 probably a four or five foot opening when these are wide open to get in there would it be fair to say that this look kind of came from you know a turn of the

00:05:43.240 century industrial look or or um they're called barn doors I mean i' I've I've

00:05:49.520 had a barn well a hanger an airplane hanger yeah where it had that kind of hardware and um unlike inside a house

00:05:56.600 out in a windstorm you're you're fighting the door cuz the door's coming off blowing all over the place but it's

00:06:01.639 very strong it can carry a lot of weight correct U it operates you know nice and easily especially if there's a guide do

00:06:07.120 you put guides on the bottom of this or sometimes they on guides uh obviously a space saer Also different than a pocket

00:06:12.360 door that would that would float in the wall a door swinging into the bathroom just sometimes takes up space so it

00:06:17.440 allows just to have an easier Breezeway and have more space in your bathroom too okay a long time ago a friend of mine had a cottage on Eagle Lake I don't know

00:06:23.479 if it's sir Sam's yeah and uh we went there we were teenagers um you know I went to the bathroom everybody was

00:06:29.720 drinking I went into the bathroom I used the bathroom facilities and then I went to leave and I went to push on the door

00:06:35.240 and the door wouldn't open and I pushed harder and I pushed harder until I could hear the trim starting to crack so I

00:06:42.039 said screw this I don't want to damage my buddy's Cottage so I actually jumped out the window about half a story down

00:06:48.120 landed in some bushes you know got birds in my and I came around the other side and I said to my friend mad I'm like man

00:06:54.240 you got to help me fix John's door I think I broke it and we walk up to the bathroom I it's jammed it won't open he

00:06:59.680 just sticks his finger in the finger pull and he it's a pocket door pull the backwards yeah so luckily I didn't push

00:07:06.000 so hard that I busted the frame well if you knew me then we'd be here to fix that for you Mike fair enough okay so

00:07:11.080 we'll go go to the next uh picture here sure um so this is a combination of uh

00:07:17.120 your product and our product that you sell through us um so describe what what what do you see here so you obviously

00:07:24.479 well they have the standoffs on the level section and alongside of the uh I can't see the stairs on this one exactly

00:07:30.199 think we have to get to the next picture oh no next picture is different on the side of the Stringer I believe and also

00:07:35.800 just to kind of elaborate on the back you can also see the shiplap at the top of the stairs which is accent in that wall which is obviously very trending

00:07:40.919 right now out there um it might not be all over the house and some Cottages you'll see it all over but you definitely see it on accent walls as you

00:07:47.240 know Mike with glass it gives the clear open space open to below makes it feel bigger you know a larger scale sometimes

00:07:53.599 uh and um and very clean and modern looking so so let's focus in on the on the I'd like to focus on the glass we to

00:08:00.280 talk about glass all day I'm going to zoom in here um so we can see the ship lap so here's the shiplap that you were

00:08:06.360 talking about yeah um is that so I got some questions because I'm not familiar with it and some of the viewers might be

00:08:12.639 interested in this okay is shipl done on top of drywall or in place of drywall generally I see it on top of drywall

00:08:19.039 depending on the scale or size of the job there's Cottages that that use the whole UPN North especially the M school

00:08:24.400 because they just use shiplap across everything and they would strap the ceilings and strap the walls and just put that on

00:08:30.360 uh I find Once the drywall's on you just get a cleaner finish keeps it just it just I I would think the drywall also

00:08:36.200 provides fire protection yeah it does it a little bit more sound barrier also sound barrier as well okay insulation I

00:08:41.440 guess not that it's insulation itself but a little more substance on the wall per se so I I've yet to meet a Canadian

00:08:47.800 where price is truly No Object most Canadians even the wealthiest Canadians

00:08:53.800 the the most wealthy Canadians are still price conscious oh very much yeah but if you're they're also safety conscious mhm

00:09:00.360 so I'm thinking that if you did that over drywall you you won't necessarily need typex fire rated drywall but is it

00:09:06.120 mostly over like quarter inch or half inch it's just normally just over a half inch drywall okay some people even with ship Lepper making the decision you know

00:09:13.240 almost at the end of the job where it's all tap m in sand it and they have been talking to the designer or the homeowner

00:09:18.440 or the Builder Etc just to say you know we need to kind of some more substance on the wall to you know have it some you

00:09:24.360 know to have a pop kind of thing so that's where shiplap has definitely been trending over the last 10 years okay so

00:09:29.920 I I would imagine that the this is again an evolution in design you had

00:09:35.200 previously a lot of cottages would be instead of using drywall because they couldn't get drywall there would be Pine

00:09:40.800 board or pine ship you used to see a lot of V joint Pine on the ceilings and the walls and I think that was you as we got

00:09:47.560 into the 2000s was very much overbearing people looked at it and just were kind of pined out they started painting it to

00:09:53.480 or taking it out white washing it and whitewashing it and now they sell a lot of that stuff where uh you could get

00:09:59.480 finished Pine stuff also for the ceilings and do ship lops on the on all the walls which looks great um but very

00:10:06.000 much you know white clean modern look is what people are going for especially up North so what is it it's MDF hdf it's

00:10:12.880 MDF yeah MDF is a multii fiber board which is obviously just ground up sawdust into mold uh shiplap comes in 12

00:10:19.160 and 16 foot lengths so the 16s obviously are nice that you can run a longer span if it's on a ceiling without having butt

00:10:24.680 joints and stuff but 12's also work if you're doing an accent wall in a bedroom that might be only 10 10 x 10 per se

00:10:30.000 uh just to kind of accent it behind the behind the bed so are you installing it uh painted or primed or majority of the

00:10:36.040 time it's just primed was people like different colors our supplier does offer it and painted I feel that could be a

00:10:41.760 challenge at times because by the time you've put it on the truck and you ship it the site uh and you installed it and you cut it there's there's the amount of

00:10:48.000 touch-ups there are you're basically repainting it so it's generally just primed okay so so um typically you're

00:10:54.720 installing it primed then the painter will come along and they'll put a gloss or a mat or whatever the choice of the homeowner is y fill the holes paint it

00:11:01.720 and the way you go okay well for the for case in point I mean I do a lot of traveling in Moka in the summertime and

00:11:07.880 I've been into a lot of places where we're doing glasses you know staircases showers whatnot and this is definitely a

00:11:14.000 popular look um I would assume that if you put you know a good couple coats of paint on it there's a durability Factor

00:11:20.040 there too um and like you said the sound absorption as well if that's yeah aesthetic sound and I think it's just

00:11:25.560 more of the the visual uh from the eye that people like to see okay so we'll go to the next picture

00:11:31.600 here um this is a beautiful looking staircase I I assume that you guys built that and it's a um it's labeled number

00:11:40.040 five yep and it's a mono string or no it's two stringers open rise open rise I

00:11:46.480 think it's about an inch and 3/4 2 inch tread on it with a top mounted uh weo can rail on it uh to the Second Story

00:11:53.760 with uh the glass and the stand on it with obviously the lights mounted up the wall so at night it uh shines and just

00:12:00.240 obviously from a safety standpoint too but uh it's more of a unique spot that you can just get up without having all the lights on this is a beautiful one

00:12:06.240 that we did up in the Callingwood area uh with a custom home builder up there and uh pretty much just again just a

00:12:12.079 white oak stair that accents uh that matches the floor and um I'm not sure if there's other accents of white o in this

00:12:18.320 house but just a beautiful set of stairs have you ever did did accurate glass do the glass on this I believe you guys did

00:12:24.120 yes yeah um so just so so you know I can I can speak to the glass side of things I mean what we usually arrive at I

00:12:30.399 assume that the electrical fixtures were not there no yeah the electrician would come after and put that in like a div

00:12:36.160 well when we're working with some of these you you have to at times when you're measuring an early stage before drywall is really plot this out working

00:12:43.000 with the electrician to kind of have an idea of where the stairs are going to start where they're going to land and and how that electrical is going to line

00:12:49.360 up obviously you don't want it off centered off a tread you'd like to have it all going up you know parallel with it at the same time so it does

00:12:56.480 definitely take some coordinating alongside electrical or St layout and also the Builder to make sure we're on

00:13:01.680 line lots of coordination involved get a lot of prep work before you even you you go to build well it looks beautiful um

00:13:09.480 you know you look at the whole picture and and it's uh what What's that black material on the top is that you guys too

00:13:14.600 putting some kind of board on the wall you know what I was just trying to zoom in on that I'm not like I haven't been to this house directly Mike I'm not

00:13:20.040 quite sure what that is okay it seems to me that uh um at some point like if this

00:13:25.600 was my place and I was looking at it I would I would do something about that old school School register on

00:13:31.079 of yeah I do see that we can edit that one out that came out of a subdivision home in the 80s or would you think of a

00:13:37.600 set of stairs like this too and the way I like to sell stairs or glass or anything like that it's one of the biggest piece of furniture in a home

00:13:43.880 when you walk in generally a stairs of a house like this a custom one as you would know doing a lot of glass it's not hidden at the side of a home generally

00:13:50.480 unless it's an offshoot going to the basement or upstairs it's it's standing there staring at you right from the

00:13:55.519 front foyer so it's a it's a beautiful piece of furniture out of solid wood obviously that gives it that warp and

00:14:02.600 that homey feel so if somebody was um from a a practical standpoint wanted to

00:14:07.639 put a runner down the center of a set of stairs like this they would need to do each each stair individually when it's an open rise like that You' be wrapping

00:14:14.079 the stair generally yes uh I have seen it before people it's still like the

00:14:19.560 warmth sometimes of carpet or from um a safety standpoint if they feel that they were getting a little bit older wanted

00:14:25.199 to have a you know a handrail but also carpet to not be worried about slipping on that where you'd see some carpet Runners but yeah they might be you know

00:14:32.000 wearing the I I know for a time period I'm not going to get into how but I I I busted my leg okay um badly and and I

00:14:40.199 had to wear a nylon um like a compression sock yeah and it's slippery yeah it's like skates in the house yeah

00:14:46.120 yeah so you definitely have to be careful uh the the carpet again gives some warmth some character to it I

00:14:51.560 wouldn't say we'd see as much of that right now people like the warmth and of wood that they want to see and really

00:14:58.199 draw what they've put in the rest of the house it all kind of ties together yeah so if some so do you guys don't wouldn't

00:15:04.360 do the carpet WAP you do you have somebody you recommend yeah be like yourself something I would recommend is Irvine carpet on Bayfield we've worked

00:15:10.759 with them and with them for the last 40 years excellent alongside of yourself for many years so it's nice to work with

00:15:17.360 local uh companies and berries so we can all Network and work yeah we've we've had I'd say a relationship with her Vine

00:15:23.720 carpet as well um we've also got Bayfield correct yeah Bayfield carpet yeah great company too I mean these

00:15:29.839 local guys you know they their service is quick right is you know you you

00:15:35.240 probably get something cheaper in the city if you really wanted to but then you're like uh yeah I live down like you

00:15:40.720 know old dead Tree Road you know make sure you close the gate behind you type of thing and and they're not used to that your by local shop local like

00:15:47.480 yourself that's been around almost 40 years and ourself and Irvine that's been around 50 plus where we've been around

00:15:52.800 this long for a reason okay well so so let's dive into that a little bit so why why use local trades um you know why is

00:16:00.360 somebody at a Barry to serve mccoas well to me you're going to get the product uh you're going to definitely get the

00:16:06.000 service and the reliability when you think of Moka and I love Moka it's uh the trades could be a little different

00:16:11.880 up there also where I don't want to just bring up the hunting and fishing season but uh Barry is is that halfway point

00:16:18.639 between Toronto and the North and we run I'm sure like yourself a little bit like a Toronto based company where we got to

00:16:24.000 get in need to get the job done on a Time timely manner you know efficiently

00:16:29.199 um and and and not take off anywhere you know be there from start to finish sort of thing all right so we'll dive back

00:16:34.480 into that question so um Barry trim Barry trim and mold um is that the

00:16:40.120 official name of the company B it's Barry trim I rebranded years ago as BTM just was an easier way to not as we're a

00:16:46.880 stare end trim company originated from trim it just kind of elaborated into three letters basically is what I'd

00:16:52.959 like to say fairm fair enough your logo is great I mean I was at a Barry Colts game last week and you know you know

00:16:58.519 took my daughter and a bunch of her friends you can see BTM on the boards I think yeah I've done a local rig Port

00:17:03.639 that for probably about 20 years on the boards there uh before it was did HD I

00:17:09.000 started on one side of the board I kind of work my way around to the other to know eventually you know it took me time to get there that the the OHL we be

00:17:15.959 broadcast in HD and you'd be able to see the boards and good local hockey B trim and United Home Hardware which is

00:17:21.640 another friend of mine a local company we split a box there and and it's great great entertainment and we bring Builders and people from up North there

00:17:27.640 to enjoy the local well and and the the BTM logo it's it's bright as clear it's red you know anybody's watching should

00:17:34.240 be looking for it I see it on signs I see it um you know your card floating around uh you know posted to boards this

00:17:40.160 kind of stuff it's a very recognizable um uh you know logo I would hope that

00:17:45.240 you you know we see your trucks I hope you see our trucks on the road 100% yeah I see accurate glass all over the show

00:17:51.280 same with you know BTM uh you to try to get the wheels in motion see you want your vehicles on the road not just

00:17:57.080 sitting there yeah and and so if you if you're um a homeowner or designer or a general contractor and you're

00:18:03.360 functioning at a let's say Gravenhurst uh um Aurelia Barry uh Bracebridge

00:18:09.360 Huntsville Port Carling Bala um all of the locations that basic you know that

00:18:14.480 are within like an hour to an hour and a half Drive of berry um what I I'd like

00:18:19.520 to highlight is the fact that both our companies we are willing to provide service um that is uh timely that we're

00:18:27.720 not afraid to drive you know Up a Road in a winter time um that we expect the weather conditions and all the other

00:18:32.840 things that are brought forward uh by the lake effect okay and by the

00:18:37.960 weather and the and the environment that we're in we still want to provide um you

00:18:43.360 know service throughout the year 12- month service um and there's an expectation that we're going to keep

00:18:48.400 schedule and that you can get a project done um you know with a good project

00:18:53.720 managing skills and practices well like you said we can't control the weather that's one thing we can't control

00:18:59.360 we could definitely control working with our team to make sure that we can get there safely obviously in the winter um

00:19:04.799 efficiently with trucks and our snow tires and you know proper uh coordinating scheduling with our

00:19:09.880 estimators and project coordinators to to get there on time and I think that's as you know as your company mine up north that's what people want to see

00:19:15.919 they want to make sure uh building a home is really derived around schedule there's a certain amount of time as you

00:19:21.720 guys would know to have in the home that we have at the home to complete our task uh for us being a stair end trim company

00:19:27.400 like to St we're kind of that One-Stop shop so we can work internally together uh to get that job completed up

00:19:32.840 north or wherever it might be to from start to finish on a timely Manor yeah that people should have an elevated

00:19:38.200 expectation of a company um that's supported in the way Berry trim and accurate glass were supported in order to

00:19:43.480 get a job done despite the fact that it's down you know a you know a country road basically correct yeah yeah um

00:19:49.720 great job describing it thank you um so the the other U thing that I can mention is that um you've pushed Us in in ways

00:19:56.880 as as you know occasionally your sub contractor um to turnaround pricing um

00:20:01.919 in a in a timely manner that people want to know what options they have they also want to know um what options will

00:20:08.039 provide and at what price um so if you can describe quickly I mean you you have an estimating Department you have

00:20:13.919 estimators um you have folks who can take you know close consideration of a set of plans a description or a request

00:20:20.640 by a customer turn it into a set of professional options and then present it back to the customer for their selection

00:20:27.039 in a timely manner correct yeah so I I have some outside sales reps that obviously go into the mscok is up to

00:20:32.520 calling Widow and sound that are selling to custom Builders or volume Builders to generate leads and find scope and stuff

00:20:38.960 like that so the drawings can then come internally to the business uh and go to our either stair Department estimate or trip Department estimate and where we

00:20:44.760 can work on that scope we have a fully functional showroom about 30,000 foot showroom that you can come in that obviously we just worked on with

00:20:50.600 yourself and renovated all our stair displays and putting new glass and standoffs and spigots and stuff so people can kind of see uh what is really

00:20:58.120 trending out out there in the market and once they pick their scope either in the showroom or online on our website as I said before at trip w. bra.com you can

00:21:05.799 then get it an understanding of what scope you want estimating would work on that for you send it back to and that's

00:21:11.120 really what kind of just gets the ball rolling with the builder or the homeowner or whoever's whoever's building or renovation okay so we'll go

00:21:18.360 back into the online showroom here basically um we'll look at picture number

00:21:24.279 six that's a Bayo it's I might note that in this particular picture sure it's not complete um from a from a glass

00:21:31.600 standpoint um but uh did you guys do the front door do you guys do that no no exterior doors all interior door

00:21:37.720 interior doors M yeah this one was done a while ago up in Moka we did stairs I'm not sure if you did the glass one this

00:21:43.480 on this one but was just more showcasing some shoe rail with some glass and some

00:21:48.840 Modern colors which obviously you know mic is black the door obviously on this one it pops with a red which kind of

00:21:54.080 unique um but yeah beautiful set of stairs yeah nice set of stairs and so

00:21:59.400 that's you know for anybody who's watching and looking at the selection that's Bay shoe um and of course uh it's

00:22:05.039 not the job's not finished it needs a caps on the end but um you know mostly that's cut at 45 the glass is you know

00:22:11.679 freestanding but supported on the bottom and it does give you the opportunity to actually see how that Hardware

00:22:18.120 works so so I'll zoom in here and you can see how there's it's an aluminum

00:22:23.400 there's an aluminum base the top of the glass is supported by Rubber um and then

00:22:31.000 uh there's caps the black caps create the finished product and of course a cap goes on the end mhm this is M again

00:22:37.360 compliments to you and your installers and Company just at the end of last year as we renovated the the stair displays

00:22:43.840 in our showroom you guys did a fantastic job and and helped us and it really allows people to come in obviously

00:22:49.120 pictures are worth a thousand words as I'd like to say but when you can actually feel this come in and touch it and see it uh from a stair perspective

00:22:55.240 it really allows you to figure out what you may or may not want in that build or that renovation well same goes the other

00:23:01.919 direction I appreciate it because um we find that people are not going to go to a showroom just to see glass glass is

00:23:07.279 see-through right yeah but they they're interested in the trim they want to see the the you know it's you know like tile

00:23:13.559 you know they're not going to select you know uh um from or sometimes people will select from a thumbnail on a computer or

00:23:19.240 whatever but uh they kind of want to come in they want to see the different options and of course in glass there

00:23:24.679 aren't there's options for Hardware there's um there are some for glass five or six of them but I'm going I guess in

00:23:30.960 trim like it's infinite well there's there's there's there could be hundreds yeah they want to come and touch and feel it or walk away with a sample which

00:23:37.279 is how the business started in 85 with with a lot of pieces that were just being cut and kind of put into boxes that people could take and walk away

00:23:43.400 with and we still do that today 40 years later is if they want to sample of the base of the casing and the crown or the shiplap or something they can take that

00:23:49.880 and pin it up on their wall and have an idea what it may look like on the rental or the build they're doing yeah especially designers they want to have

00:23:55.600 it sitting on their desk so that you know um it's helpful to hold it in your hand while you're explaining to somebody we want to have it on their desk too

00:24:01.559 with their codes on the back of it or some line drawings so they're thinking of us when they're doing their next uh

00:24:06.679 their next build fair enough uh so the next picture here is uh it's spigots um

00:24:13.039 on uh it looks like like plank flooring or some kind yeah some of these jobs go

00:24:18.640 back a couple years Mike so I got to kind of look at it but yeah again spigots to an open below section obviously you can see a stair in the background the stair in the back yeah

00:24:25.399 that's uh with some standoffs and glass going to the second floor is there is there glass actually in that it's like invisible yeah it's invisible I think

00:24:31.440 just kind of how you said glass is invisible so we look through glass and you look through glass again about 20 feet it's a little tough to tell but

00:24:38.559 uh just again taking some of these pictures of at sites just again to show the consumer of really what you can do

00:24:45.200 is that a steel Stringer uh that one is I believe it's steel crack do you guys

00:24:50.640 you guys um buy steel a steel Stringer from somebody so like yourself that when we do the glass we would obviously submit up to you and kind of tie all the

00:24:56.760 components to our company and we work with another company uh that does and fabricates our steel and most of the

00:25:02.919 stuff we do a lot of wood obviously stairs that's what we do internally and wood mono stringers the client opts to

00:25:08.360 that wood or that steel decision that we would uh just work with another local company so is are those um the wood that's on the mono Stringer there is

00:25:14.880 that solid that solid pieces of hardwood yeah that would be well we would glue it up put put in our clamp carrier and glue

00:25:21.399 it up shape it and sand it uh just depending on thickness that they want minimal would be inch 3/4 and we've done

00:25:27.320 up to 3 and 1 half four inch thick sometimes depending on the stair on the tread itself excellent okay so it's a

00:25:33.559 mono Stringer um with standoffs MH yeah so you got about a five rise up to a landing that was custom built we built

00:25:39.080 that landing and then it goes up again this is a steel Stringer with standoffs as you can see um and then the base shoe

00:25:45.559 on the on the level section and this this actually mirrors itself below to the basement again nice white oak uh

00:25:51.960 very Uh custom modern home this was in you can see from the glass from the outside obviously it's a show piece too

00:25:57.520 so is they're coming up to the front of this driveway on the main picture you can kind of look through the glass and and really see that the first thing you

00:26:03.559 see is the set of stairs uh you know as you pull into this house so really a beautiful beautiful home and and a

00:26:09.919 beautiful set of stairs yeah it looks like uh quite a different combination of um Hardware that was used um and then

00:26:17.640 you know having it it's almost like on the left hand side of the picture does does it connect to a wall or is it

00:26:24.799 self-supporting uh this is self support wow yeah yeah so it's a this was a quite

00:26:29.919 a task when you think of Steel and getting that into a home and thank God the front door was that wide you're

00:26:35.960 talking 10 plus people to kind of lift it through the door and then somehow figure out a crane system or how you get

00:26:41.799 it up because there's a lot of weight involved with this too so this client of sfia didn't want anything tied to the

00:26:47.200 wall because like I said there's glass behind there at the front so when you see through it it almost looks like it's a floating set of stair through the so

00:26:53.200 through the front window so it took a crew of how many people 10 10 at least probably 10 to lift that up and get it

00:26:58.960 into the opening so it's um you know you got a rowing team there yeah the school

00:27:04.120 bus to get the guys in to uh to left it up there yeah okay well it's that's a good note for for anybody watching the

00:27:10.559 podcast is that you have the Manpower and you have the ability to do things like that um I mean there's plenty of

00:27:15.919 shops who could probably Fab that but who's going to get it you know into the house without damaging the floor damaging the door damaging the window

00:27:22.399 correct you know have the skill you know you got 10 you got 10 people you have at least one person who's you know needs to

00:27:28.760 be in charge of the other nine people right that's it your for generally our foran would come from the shop that's that's kind of helped and build the set

00:27:34.760 of stairs and be the lead man on this and kind of take Direction you can't have 10 people bringing a set of stair

00:27:40.159 into that house like that and not uh have someone guiding you to yeah and also also the safety factor of it too

00:27:46.240 right so this brings us back to the fact what you know the capabilities of berry trim and mold um you know there's you're

00:27:52.640 not the only company you know in in Barry who has that capability there's there's several others there aren't many

00:27:58.919 for that matter um they're all good players they're all strong players uh local businesses um but who can't do

00:28:05.440 this and I'd like to highlight this is you know somebody who's doing uh I can tell you because I was one of them you

00:28:11.480 know I started off at Madam when I was like 14 years old um and one of the things we did as a labor crew was

00:28:17.320 installed stairs yeah um of course they were wooden Builder stairs a lot of them were just straight runs um you know 13

00:28:23.320 rise or 12 rise I don't I can't remember what standard um you know and one guy on the top of it you have two guys lifting

00:28:28.840 up the stairs one guy at the top with you know hammer and nails yeah okay and if you leave it up to your GC to let his

00:28:36.480 go give me a supply only price for this and we'll deal with it that's not what

00:28:41.519 you do I assume no 95 to 98% of the time we would do a supply install to for the

00:28:47.919 stairs and obviously the railing it's a unique substrate and no different than trim do and and that's where I say is we're Barry's largest and biggest

00:28:54.200 One-Stop shop for trim door stairs and railing and we've grown along the way for 40 years and continue to grow in a

00:28:59.679 in a vibrant Market uh to to uh to help uh you know people with their builds and

00:29:05.000 rentals yeah well it's a beautiful finished product in this picture and and the fact that it took you know skilled

00:29:11.399 people that you've trained over many years and a team of them to do it is notable than you yeah okay so let's go

00:29:17.399 to the next picture here is this is this the underside of the same set of stairs uh the next picture is yes okay well

00:29:23.720 that that answers a lot of questions self-supporting I mean that's I could imagine what it would take you know to

00:29:29.559 get that screwed in without nicking something or yeah like I said it's a lot of Manpower these are things that you

00:29:35.159 want to have the floor covered or generally try to get in before the floor just so things aren't getting damaged

00:29:40.200 obviously a lot of weight um you know and a lot of Mobility to just get that at the opening got need something and

00:29:47.000 you can see from underneath I mean from a designer perspective I mean that's interesting you see from underneath that

00:29:52.120 the tread so the tread sitting on basically a metal pan yeah correct that it's so it's ins solid and screwed in it

00:29:57.799 ain't going anywhere yep and it's you know the glass is supported by the standoff standoff supported by the tread

00:30:02.840 tread is supported by the plate plate is supported by the Stringer Stringer is supported by the connection to the wall again as you can see you got a white

00:30:08.039 open floor and the doors in the back room were also done by us where that goes into an office there's some white open doors back there that are on a kind

00:30:14.120 of a track that kind of same idea as before with the barn doors but just style different style of track I think it was a Crowder track but they slide in

00:30:21.000 front and just allow the light in but if you doing some work at home it's obviously the privacy and as you know Mike's selling the shoe Rail and the

00:30:27.240 spigots and stand and stuff we see a lot of obviously black trending you know as we get on to our next picture here you're going to see more of a stainless

00:30:32.919 steel color but uh the black is is something that's modern and trending yeah if I can go down that rabbit hole

00:30:39.559 for a minute or two so I mean uh you you and I are roughly the same age I remember starting off on a site before I

00:30:45.880 even had a driver's license yeah you know the the you you had two choices it was white or alond yep okay that was in

00:30:51.440 the subdivisions and if you had a custom house it was like blond wood with pink stuff and you know the friends were very

00:30:58.480 different than they are now and a lot of stuff was brass correct okay yeah and then slowly over time you know people

00:31:04.240 went to a brush or different forms of brush nickel brushed you know polished stainless um and a lot of chrome there's

00:31:10.279 been a lot and there still is a lot of chrome um why Chrome why Chrome something you know goes back to you know

00:31:17.080 metal is going to corrode you got to put something on it you put paint on it well you want something nicer than paint you put Chrome and then you know like in the

00:31:23.960 50s they emptied the chromi chromium mines and Z wherever they were located

00:31:29.440 you know putting it on cars um and then uh I think for in in our industry in the

00:31:34.519 glass business a lot of the brass Chrome plated brass stuff kind of came out in the 80s and 90s the hardware became

00:31:40.360 available and then glass started to grow yeah and it was less about the mirrors um you know and and more about the the

00:31:46.480 frameless glass um so it seems what's happened there always was oil rub bronze

00:31:52.679 was always out there that was big yeah probably 15 years ago R bronze was like big yeah I mean go ahead and explain if

00:31:59.320 you want to the diff what's the difference between oil rub bronze and matte black it is very similar sometimes

00:32:04.720 it's tough to tell it depends on the who you're buying for for instance Hardware who you're buying it from because everyone has a bit of a differ a lot of

00:32:10.960 it might come from offshore but has a different finish to it but what bronze generally just has almost like a a

00:32:16.559 painted bronze Mark either around the back plate on the handle or on the door knob itself it just kind of it's like an

00:32:22.679 accent it's not really I don't see it as a mixed color it's it's more of a black with like kind of a pin stripe on it

00:32:28.480 which which I see a lot where black is just your general matte black yeah it's black from from the across the whole

00:32:33.919 surface the other thing worth noting too is oil rub bronze over time will change as people touch the handle or yeah it'll

00:32:40.720 it'll rub yeah the oil is coming off your hand will change it too yeah so so Matt Black um you know and and I'm sure

00:32:46.799 you found the same it was difficult to get it was very expensive compared to Chrome and then all of a sudden became

00:32:52.399 very common and then now it's basically now it's taken over as a standard and I would say that with a lot of builders that we deal with also with Hardware

00:32:58.480 that Matt Black is is basically become the Builder's Norm so what's next that's a great question Pol Chrome had a had a

00:33:06.159 bit of a jump into the market and I don't know if that's just because of HGTV or out west you saw it a lot out west it's not really made a stamp here

00:33:13.360 yet satin nickel as so you might know too that color from hardware and black would be kind of what's controlling the

00:33:19.360 market and I think also just the the costs from the suppliers itself started to kind of just kind of Merit um like

00:33:26.000 they've kind of combined to be almost the same price there used to be a lot of a jump between black or satin nickel and

00:33:31.159 it's it's almost close in price now I've seen a little bit of bronze bronzy

00:33:36.200 colors brush bronze bronze yeah and as we get into one of the next couple pictures here too is brass um brass is

00:33:44.880 uh is definitely making a comeback on the custom and I don't know if we could jump to that picture Mike I just thought'd be as we're talking hardware and colors yeah Okay jump back into yeah

00:33:52.000 so you can see this one this is an 8ft three panel Shaker door with brass

00:33:57.039 handles and brass hinges on it this is at the front of a custom home beautiful home also this is actually going back to

00:34:02.559 the home that we did those barn beams in or the fake full beam sorry and it just has a lot of pop and a lot of character

00:34:08.800 and I think the unique thing about paint and I'm not a paint guy myself is you can really make things pop with a color

00:34:15.679 like someone is so used to just painting a door white why does it have to contrast yeah it's contrast this is all

00:34:20.760 obviously White Walls as you see a lot of houses now are using that color but the blue is something that really just

00:34:25.960 just gives it that kind of almost like a nautic feel but it pops and stands out what's the what's the material of a door like that that is a shaker style door so

00:34:32.839 it's kind of a solid MDF panel on the outside with panels in the middle okay is there is there do you offer options

00:34:38.960 if somebody wanted uh let's say to see some grain see some grain yeah yeah we can

00:34:44.879 build whatever you want I mean this is obviously a paint grade Shaker door the last picture uh was more of a with this

00:34:51.320 monol Stringer that we were looking at the steel one there the self support one in the background had white oak doors on it with glass in it so it's really just

00:34:57.359 up to the consumer of what they want so a a few years ago um we were doing my my

00:35:03.599 kitchen and uh and we got the carcasses of the uh cabinets and and uh made a

00:35:09.640 wood Island um and did it out of Oak M uh it's the first time I ever worked with Oak almost lost my finger suck good

00:35:16.800 well I've never you know I was used to cutting 2x4s you can put it through a chopsaw you know it's like cut and

00:35:21.960 butter yeah and then oak was like it bites back right because it's much harder and you need you know better blades and that's it

00:35:28.400 um but my wife and I were talking about staining so it's it's funny there's

00:35:33.640 other components in the house where we went this Direction Where We wanted to change the color for the exact reason you're saying to get some pop um we

00:35:39.920 wanted like a deep color like a all Satin Color so it you know has absorbed some of the light not just you know a

00:35:45.960 bright shiny color that and but with the island in particular um she I said you

00:35:51.280 know how much grain do you want to see do you want me to stain in this solid and she's like we paid for the grain I want to see some grain right so I think

00:35:58.000 it what it what it is is if you're going to go with um an MDF a solid MDF or or solid material then you want a solid

00:36:05.240 surface or a solid um covering on it or solid uh finishing material um so you

00:36:10.720 get that absorption of light whereas if you're using something like Maple or or or Oak you want to see the grain because

00:36:17.359 you're paying for the grain yeah and you that the clear finishes on it that's what they want to see fair enough maybe

00:36:22.400 15 20 plus years ago it was all dark like Oak six panel doors you saw that people put like a gold oak on it or or

00:36:28.040 stay it dark and now is um the way I say fit finishes in our industry is kind of less is more you know it's a simpler

00:36:35.000 look like from the base of the casing of the door no different to the finish of it it's a clear like white as you know on the walls and from a solid door it

00:36:41.319 would just be kind of a clear finish on it it's got really accent that white oak or red oak door that you're kind of showcasing okay so you want to see you

00:36:48.200 know clean cleaner look but you still want some accents you know obviously the hardware I mean that's how the we

00:36:53.920 started the conversation here the hardware is not just a chrome it's not just a Polish you know or brushed stainless or something like that it's a

00:37:01.040 what color is that that's a brass that's brass yeah satin brass I satin brass yeah that's an mtech Hardware which is

00:37:06.920 one of the highest uh Hardware companies that you can purchase from so it's it's solid obviously it's not a hollow finish

00:37:12.400 and it's uh it's got rigidity to it it's got a great quality finish on it and same with the hinges that we had on

00:37:17.880 that door also the only the only thing that c so this is the same house um and I'm zooming in and it's just got

00:37:25.680 a plastic register maybe you should sell registers I've

00:37:31.800 been asked before to do wood ones uh well do you do you guys um icnc would uh

00:37:39.319 yes well we don't have an in CNC as as a moment right now it's something that's on kind of our Master list but we have

00:37:45.319 someone that we work with locally just down the street from our shop a lot of flooring companies have really taken over the registers too they're sell

00:37:50.920 selling it with the floor like you know sometimes people changing the floor color at the last second but they have those in stock so they would be putting

00:37:57.040 them in yeah I noce the tile guys um the tile guys also it's usually you know your average tile place will not have a

00:38:02.720 CNC they'll use a subcontractor it's the same thing in glass for many years um so before I was with accurate glass products

00:38:08.880 I used to work for a company in Markham for many years uh glass showers Mor great company still in business um you

00:38:15.079 know they serve mostly Oakville uh rosale York U um Yorkville that kind of

00:38:21.640 stuff and um they they had a guy that they subbed out to do sand blasting and

00:38:26.720 glass carving so you know back in the 80s and 90s you know stretching a little bit in the 2000s people would want

00:38:32.599 something like a dolphin in their shower door yeah and so we would sell we would we would sell them the door a little bit

00:38:38.280 of a Miami feel funny you mention that they're still doing that in Miami they're sand blasting glass and their carbing glass

00:38:44.760 yeah they're not doing it here anymore I mean it's really um you sort of a p thing here um but back then we used to

00:38:50.359 send it to so I think the same thing you would do is you'd send something out for CN seeing because it's not a common

00:38:55.800 product no um and that guy is probably doing that all day long and you want to use somebody who's got that skill

00:39:02.160 exactly yeah so it's the same for us in glass occasionally we'll get a request uh to do carving or sand blasting and

00:39:08.000 we'll send it out and we know people who will do it it's a it is a dying art though uh the other thing that all questions that come up many times is

00:39:14.400 about stained glass um you know stained glass is now to get a guy to do a stain custom stained glass and um the the

00:39:21.440 market for that is still there believe it or not it's a churches um who are renovating or have hairs right \$1,200 a

00:39:28.920 square foot wow yeah that's what they chish for stained glass these days I'm sure there's not a lot of people that know how to do that anymore no do it

00:39:36.200 yeah but there's there's there are still some small glass shops out there um where uh so we ordered one and as a

00:39:42.160 sealed unit for my house a stained glass and there's a guy in Orangeville who teaches stained glass classes so how he

00:39:48.400 stays in business is he makes the drawing we agree on the drawing we pay him you know to do the stained glass

00:39:54.319 takes three months or whatever you'll get it in three months and then he teaches his class to do it and he gets his class to make it oh smart yeah so

00:40:00.960 he's got to look at her business uh he he he makes he he gets by right but yeah

00:40:06.280 that's the the thing to focus on really I think you know to or that you know your company's focus more is the the

00:40:11.920 larger scale work yeah the larger scale working getting it correct and and you know um but not to say that you can't or

00:40:18.880 you don't know people because you've been in the industry so long so H how long have you been in the industry I

00:40:24.520 have been in since about 2000 okay and your father started what year 85 85 so

00:40:31.520 so anybody who's within an hour's Drive who's in this business who are providing those specialty work like people can

00:40:37.560 come to you and that's a complete solution correct well like I said that's why we try to say the One-Stop shop something that most businesses here or

00:40:44.000 TR don't offer is a trim and stair companies somewhat Under One Roof that we work together and I got to sell two

00:40:49.920 fets of of a bill to you excellent okay um I is there any other subjects that we haven't covered that you want to cover I

00:40:56.240 don't think so Mike I just like to thank you again for having me on the podcast today and talking about the alliances that we have as a a relationship with

00:41:02.920 the companies that we have and um yeah excellent I so I I think the important thing to note is that um your company

00:41:09.119 you're celebrating your 40th year correct um um we celebrate our 35th Anniversary a couple years ago it's a

00:41:14.359 great thing to do um just to you know let the the public know that you're out there that you're you're stable that

00:41:19.760 you'll back your work I don't know if you do this but sometimes we get calls for stuff that we had done you know 10 or 15 years ago and and we're like yeah

00:41:27.000 for sure you know it's got our stamp on it we'll we'll help you sort through any issues you might have I mean home

00:41:32.920 finishes do wear out correct right over time you know would MDF you know no matter how well you try to protect it

00:41:38.800 you know 20 30 years especially if you got a house full of kids and dogs and you know dragging stuff through the house um and and I'm I'm sure you get

00:41:46.520 calls you know where you've done the work many many many years ago but you're happy to take the phone call help the

00:41:52.040 that that's a customer even if the customer 20 years ago they're still we might have a loose spindle at times if we have someone on the market as as much

00:41:57.440 as you were a manufacturing based company from stairs of trim it really in the world that we live in now you have to be service driven you and really make

00:42:04.480 that aware to your to your staff also that let's go above and beyond if it was a loose spindle or something was rattling or something that we could go

00:42:10.680 back and go a little bit of our way to to to help them I think that uh you know speaks a lot of the company yeah local

00:42:16.720 business um with you know local ties and and you know uh long routes correct okay

00:42:22.559 and and the the designers the homeowners the general contractors um the Cottage owners um they can rely on your company

00:42:29.920 that it's there this year it'll be there next year and that you keep learning and evolving and adjusting to the to the

00:42:34.960 trends corre and and then that's a um and as you just said 40 Mike we're just about to relaunch our website uh within

00:42:41.440 the next month working with another company to launch a video just really promoting our brand of in business over

00:42:47.720 the last 40 years we're in the midst of building right now a trade show booth and our stair shop will be in Colwood

00:42:53.359 and msca up to Perry Sound down to Orangeville this year with the brand new trade Booth of showcasing you know

00:42:59.280 what's trending for stairs and trim and really getting that brand out there so we're really trying to take that 40th as you said and really embark on it in our

00:43:06.440 in our surrounded Community where we do business with excellent well I appreciate you being on the show thanks for having me um it's Lake Effect

00:43:12.440 podcast um we're at the sandbox Center and we're going to wrap up uh if you want to have a look at it we find it on

00:43:17.480 YouTube um they can just or they can Google accurate Glass products.com uh podcast or the lake effect podcast you

00:43:24.400 should be able to find Barry trim as episode number four so thank you very much thanks a lot Mike

00:43:29.480 okay thanks for having me good luck I hope you have a good season we'll get out of winter here and into a summer of some kind yep and uh you'll see our

00:43:36.280 trucks on the road yep good luck in 2025 thanks Mike thank you take care
[Music]