

Dutch Barns: building products that last

Stan Gingerich has three loves that are central to his life: his two sons, music and making things out of wood.

Farming and hand craftsmanship were integral to the Mennonite culture that Stan grew up in. He learned how to work with his hands at an early age and can hardly remember a time when his fingers weren't wrapped around a hammer.

"I started working at my dad's carpentry site when I was six years old. I remember begging my dad to let me pound nails," Stan says.

"By the time I was 12 years old my cousin and I had built our own wooden boat and our own wooden oars. I absolutely loved making things out of wood, and still do to this day."

Stan turned his love of woodworking into a business 27 years ago. In the early days, Dutch Barns had one main product – a storage building – and it was based on the design and quality of the classic Dutch barns that dotted the countryside centuries ago.

"That was our style and it was my background," says Stan.

Over the years Dutch Barns has expanded its offerings to include a variety of building designs and sizes, from traditional- to contemporary-looking storage sheds to playhouses, gazebos and garages (the company even does home improvements, room additions and houses). Quality carpentry has remained a constant and Stan vows to never deviate from what makes his buildings different from so many others in the marketplace.

What are some of the more obvious signs of quality carpentry?

"Straight cuts, tight fits and alignment," Stan answers quickly.

He acknowledges that many of the details so important to quality craftsmanship initially go unnoticed by the average person – but "the secret is in the details," and those details become more evident over time.

"All buildings will act about the same in the first three years – but, you can look at almost any building built by someone else and over time you'll start to see a sag. And whatever the floor does, the rest of the building does with it. We call that a 'banana roof.'

"We understand the importance of a strong floor support system and even though most people aren't interested in having it explained to them, we go above and beyond building codes with our own set of self-imposed guidelines to make sure each structure is built and installed in such a way that our customers can expect their building to maintain structural integrity for many years beyond the industry norm."

Every Dutch Barns structure is hand-crafted with attention to detail. Quite simply, each building is made to last. That's why all Dutch Barns structures come with a 5-year guarantee, which covers – everything.

Beyond that, though, there is a 10-year-no-leak guarantee. And beyond that, if there are problems outside of normal wear and tear with the Dutch Barns structure, the company will go above and beyond to make things right for their customer.

"We will do whatever it takes to make our customers happy," says Stan. "We will always go their way. We are nuts about that sort of thing."

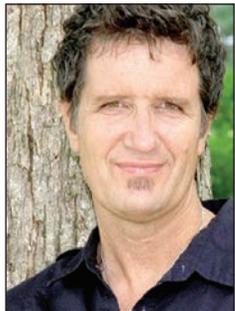
The employees at Dutch Barns are as committed to the quality and customer service that Dutch Barns has built its reputation on as Stan is.

"We're deeper than family," Stan says, and notes that many of the people in key positions have been with the company for 20 or more years.

They all buy into the company's core philosophy, which is that you *can* sell the best product for the best price – also, building products that last and knowing customers are not being taken advantage of are priceless.

"My dad often told me, 'If it's worth doing, it's worth doing right,'" Stan says.

His dad taught him well. 🍌



ON A SIDE NOTE

Most of Dutch Barns' building designs were created by owner Stan Gingerich. He is a resident of Oak Ridge and balances his time at Dutch Barns with his two other loves – spending time with his sons, ages 16 and 19, and playing bass guitar at church and in various bands (check one of them out at www.jaxonjill.com).



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