

ZESKIND'S

SINCE 1925

HARDWARE & MILLWORK

New name, same great experience.

As of November 1, Lamar and Wallace will be owned and operated by Zeskind's Hardware & Millwork.

Zeskind's is a local family-owned business and the owner and several employees have worked at Lamar and Wallace in the past.

We look forward to working with you!

www.zeskinds.com

Please see our Frequently Asked Questions on back

Frequently Asked Questions About This Acquisition

What if I had an open order at L&W (with or without a deposit)?

All open orders with L&W will be converted to orders with Zeskind's to be fulfilled exactly as before. Any deposits are still attached to your order, and open balances are to be paid to Zeskind's. For account customers, all orders delivered/invoiced before 10/31/20 are still due to L&W. All orders delivered/invoiced after 11/1/20 require payment made to Zeskind's Hardware, Inc.

Are Zeskind's prices changing from L&W?

Our pricing will be the same, if not better on certain products. As always, there are manufacturer price increases in the future that are out of our control, and may cause a price increase. Zeskind's works hard to minimize the impact of industry price increases on our customers.

What phone number should I call to reach Zeskind's?

You will still be able to call the same L&W phone number to reach Zeskind's. You can also call Zeskind's main number at 410-233-1919, and will be able to reach our new Landover, MD location (in the old L&W space).

Will I still have my same salesperson with Zeskind's?

It is our goal at Zeskind's to ensure there is no change to your sales contact at our new location. If your salesperson changes for reasons out of our control, we will ensure you are aligned with another expert millwork salesperson.

If I have an L&W account, can I still order materials on that account?

Existing L&W account customers will be contacted immediately and all accounts will be reopened at Zeskind's after our credit application and Terms & Conditions are signed and returned. We will work diligently to ensure orders are not held up because of this transition.

Will Zeskind's still have the same hours as L&W?

Our new hours will reflect Zeskind's hours at other locations. We expect to be open from 7am - 3:30pm, Monday through Friday.

Will Zeskind's sell the same products as L&W?

Yes, and you will also gain access to Zeskind's expanded product offerings. Only in a case where a manufacturer chooses to conclude their relationship would Zeskind's be forced to remove those products from our portfolio.

What new products does Zeskind's have to offer?

Zeskind's brings several new offerings to you at our new location. This includes a full custom-shop, which can duplicate historic millwork and also makes DH/SH and casement windows. We make custom solid wood interior and exterior doors. Zeskind's is also the premier Jeld Wen Elite dealer in the Baltimore/DC region. We bring three additional vinyl window manufacturers (Northeast BP, Harvey, and Northeast USA) which offer varying lead times, pricing and color options. We also offer Emtek and Delaney Hardware, as well as several more lines of hardware products not previously available.

What does Zeskind's have coming in the future?

Zeskind's is a forward-thinking company, with the aim to change the millwork industry. Therefore we have several large projects in the works to improve your experience. We will soon offer a customer portal to log in and make ACH payments, check order status, see delivery signoffs and view statements online. We're rolling out a container-volume interior stile & rail door program and boosting inventory, to be the #1 source for this product. We will have an in-house service department very soon, to handle warranty and non-warranty needs. We are expanding the Pro-Sales counter to include retail hardware store items, making Zeskind's your daily one-stop shop. We will immediately offer window and screen repair at this location. We will also be expanding our in-house drawing/drafting services, so our custom products can be easily confirmed and produced more quickly. We are working with a robotics firm to develop a new type of door-hanging process that will increase the safety, efficiency, capability, and speed of the door hanging process. Finally, we are actively working to reduce our carbon footprint by converting our electricity supply to solar, our fleet to electric box trucks, and look for alternative ways to heat and cool our facilities.