

Gulfeagle Supply moves local operation to larger space

A Tampa, Fla.-based roofing distributor has purchased a 33,000-square-foot industrial property and expanded its operations here.



**REAL ESTATE
ROUNDUP**

Will
Boye

Gulfeagle Supply, a commercial and residential roofing distributor, has relocated to a warehouse at 2004 Bancroft St., near the intersection of North Graham and West 24th streets. Gulfeagle is owned by its chief executive, Jim Resch, and the property was purchased by the SBJ Resch Family Partnership for \$1.15 million.

Resch founded Gulfeagle in 1973, it has more than 50 locations nationwide. The company expanded to the Carolinas in 2007 when it opened operations in Charlotte and Myrtle Beach, S.C.

The Charlotte branch was previously in a 12,000-square-foot facility on Distribution Center Drive. Branch manager John Reel says the company needed additional space to handle a surge in business tied to weather-related insurance claims that have kept roofing contractors busy.

"Our business is growing," says Reel, a Lincolnton native who relocated to Charlotte with Gulfeagle in 2008 from Montgomery, Ala. "We had these hail storms at the beginning of the year, and

everybody and their brother is getting a new roof."

The local branch of Gulfeagle focuses on Charlotte and Gastonia and sells products directly to roofing contractors from three shingle suppliers: GAF, Owens Corning and TAMKO Building Products Inc. The company has added eight employees during the last three months, nearly doubling its head count, and it's looking to hire additional sales representatives and drivers, Reel says.

He estimates that 95% of Gulfeagle's local business is residential, and he says a serious hail storm can generate up to two years of work for his firm.

"And if you've been following the history of what's been going on in Charlotte

the last four years, we've had a hail storm every spring," he says. "It's not like we won't have one again next year. At that point, it just starts all over again."

Scott Dumlér of Mohr Partners Inc. represented Gulfeagle on the real estate purchase, and Ian Bertolina of Bertolina Commercial Real Estate Services Inc. represented the seller. Reynolds Properties LLC. The Charlotte Chamber assisted Gulfeagle during its initial evaluation of available commercial real estate and helped identify employee-training opportunities.

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