

Aird Dorrance Builds Ballston Lake Facility To Showcase Its Plumbing, Building Supplies



The opening of the new Aird Dorrance showroom in Ballston Lake, cutting the ribbon are, from left, Sheila Dorrance, Barbara Dorrance, Robert Walsh, and Frank Dorrance.

Courtesy of Aird Dorrance

BY COLLEEN JAMES

Aird Dorrance Inc., specializing in heating, plumbing and industrial supplies, celebrated its grand opening on May 19 in its new Kohler Premier Showroom.

The 6,000-square-foot showroom, located in Ballston Lake, was marked with a ribbon cutting ceremony and featured a cocktail party for guests. Several architects, engineers, builders, suppliers and plumbing contractors from around the region attended the grand opening.

According to Bob Walsh, showroom manager, Aird Dorrance does a lot of work with builders

in the Capital Region.

"We specifically selected our location based on convenience," said Walsh.

"They put a lot of work and thought into this wonderful location," added Candie Schillinger of Bonnacio Construction.

Frank Dorrance, co-owner of Aird Dorrance, said that the company is glad to have the opportunity to move to the Capital Region. "This area deserves to have the level of quality that this showroom provides."

Among its inventory, Aird Dorrance stocks bathroom fixtures, heating systems, water sys-



Aird Dorrance staffers (from left) Cliff Reynolds, John Retell, Frank Ronda, Kelley Hartmann, Robert Walsh, Joseph Contois, Thomas Evans and Richard Ahern show off the new space.

Courtesy of Aird Dorrance

tems, flooring and plumbing supplies. There are interactive elements throughout the showroom, as well as Kohler console tables, vanities, and bathroom furniture that use materials such as lava stone, fireclay, carrera marble, blended stone and natural hardwoods.

According to Dean Bushey, a kitchen and bath designer with Creative Kitchens of Glenmont Ltd., people like to actually see the product.

"It's nice to have a supplier with a showroom in such a convenient location, it far exceeds what I had expected. They have done a fantastic job," he said.

The Aird Dorrance showroom features Kohler, Moen, Delta, Pittsburg Corning and a large array of many upscale and hard to find fixtures. There are also dozens of bathroom sinks and tubs of different styles, shapes, colors and installation options.

Raymond Gumuka of Advantage Builders said

the showroom is the nicest he has seen. "I am getting some great ideas for my own home. It's just wonderful."

Aird Dorrance currently employs 40 people, including bath and kitchen consultants. Employees are factory trained and certified by major companies in the industry, such as Kohler, Wirsbo, Aquapex, HCT and Aquasafe.

Aird and Barbara Dorrance founded the business in 1960. Frank and Sheila Dorrance joined the ownership team in 1995. According to Barbara Dorrance, the business really took its roots in the late 1800s under the name Aird-Don Co., formerly Cohoes Tube Works.

According to Kelly Hartmann, Aird Dorrance office manger, the team worked hard to make the showroom what it is. "We have a great team and a strong area. They really stepped up to the plate and collectively our efforts have paid off." □