

JULY 15, 2024 S2:E6

17! At Hirshfield's, it's more than the quality paints and stains that makes us the best in town-IT'S OUR PEOPLE. WE CARE. WE KNOW HOW TO LISTEN. We are our best resource for expert advice. So many of our team have decades of industry service; thousands of years collectively. Don't hesitate to partner with your coworkers for success!

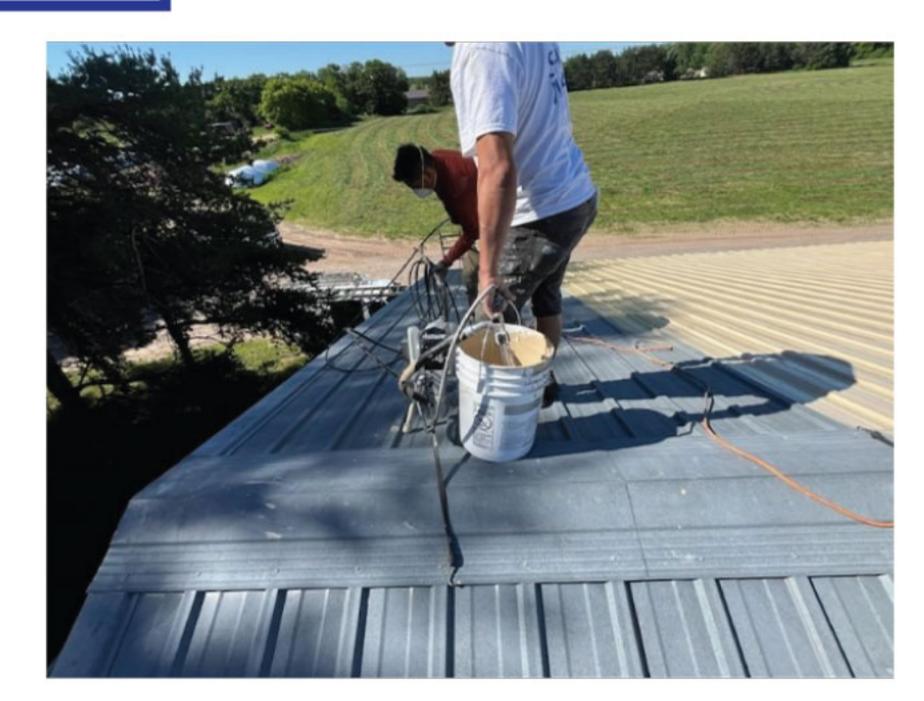


Project: Metal Roof Painter: Cesars Painting Sales Rep: Rod Wimberly

Product: Rustoleum Universal Commercial Latex Primer and Custom-tinted ROC Acrylic DTM Topcoat.

Servicing Store: Minneapolis CSC

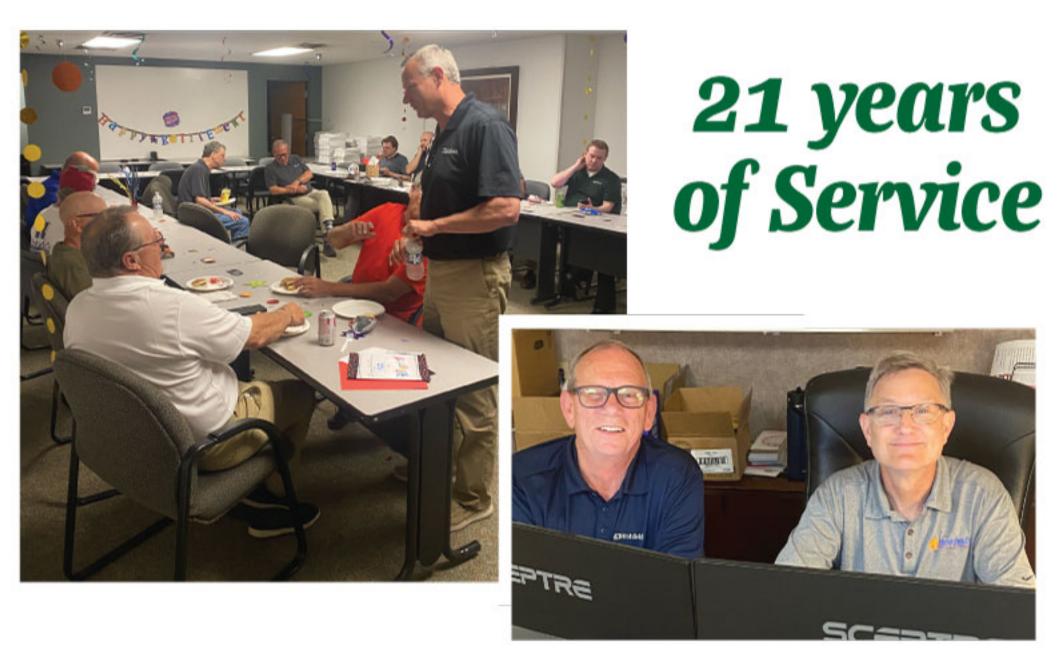
Details: Understanding who your customer is and which products best suit their needs, skillset and/or budget is what sets Hirshfield's apart. It comes from building great relationships and gaining our customer's trust. Rod, Eric and the Minneapolis CSC team had a couple of options to choose from on this project and provided an easy-to-apply, economical option for their customer. They suggested Rustoleum's Universal Commercial Latex Primer and custom-tinted ROC Acrylic DTM top coat. The result is a durable finish that worked well for the painter and their customer.



COLLABORATION







HAPPY Retirement, PETE!

Pete entered his well-deserved retirement on June 28th. Pete started his career in 1995 at the H in Ridgedale and moved into the Assistant Manager role in 1996. In 1997 Pete became the store Manager at the Minneapolis CSC until 1999. After a short time away from... **READ MORE on SP**







Painter: Becker **Home Finishes** Sales Rep: Mark Franz **Color Consultant:** Carrie Bourland

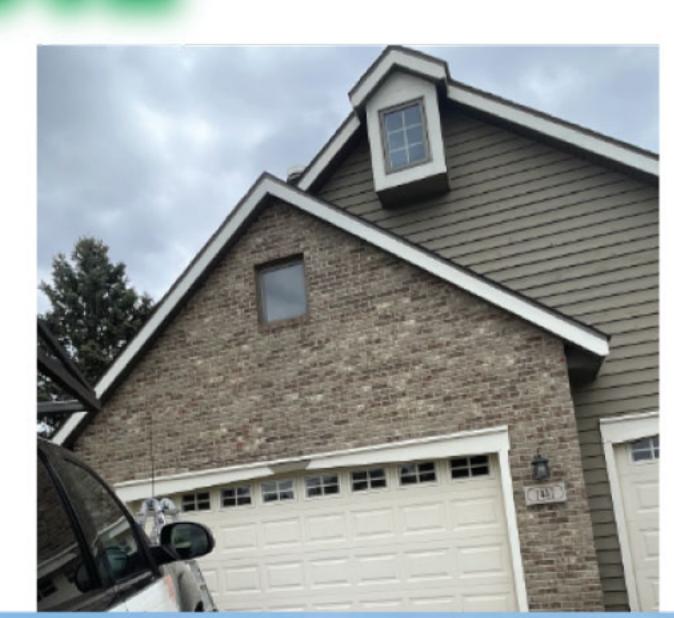


meet the team: MAPLE GROVE



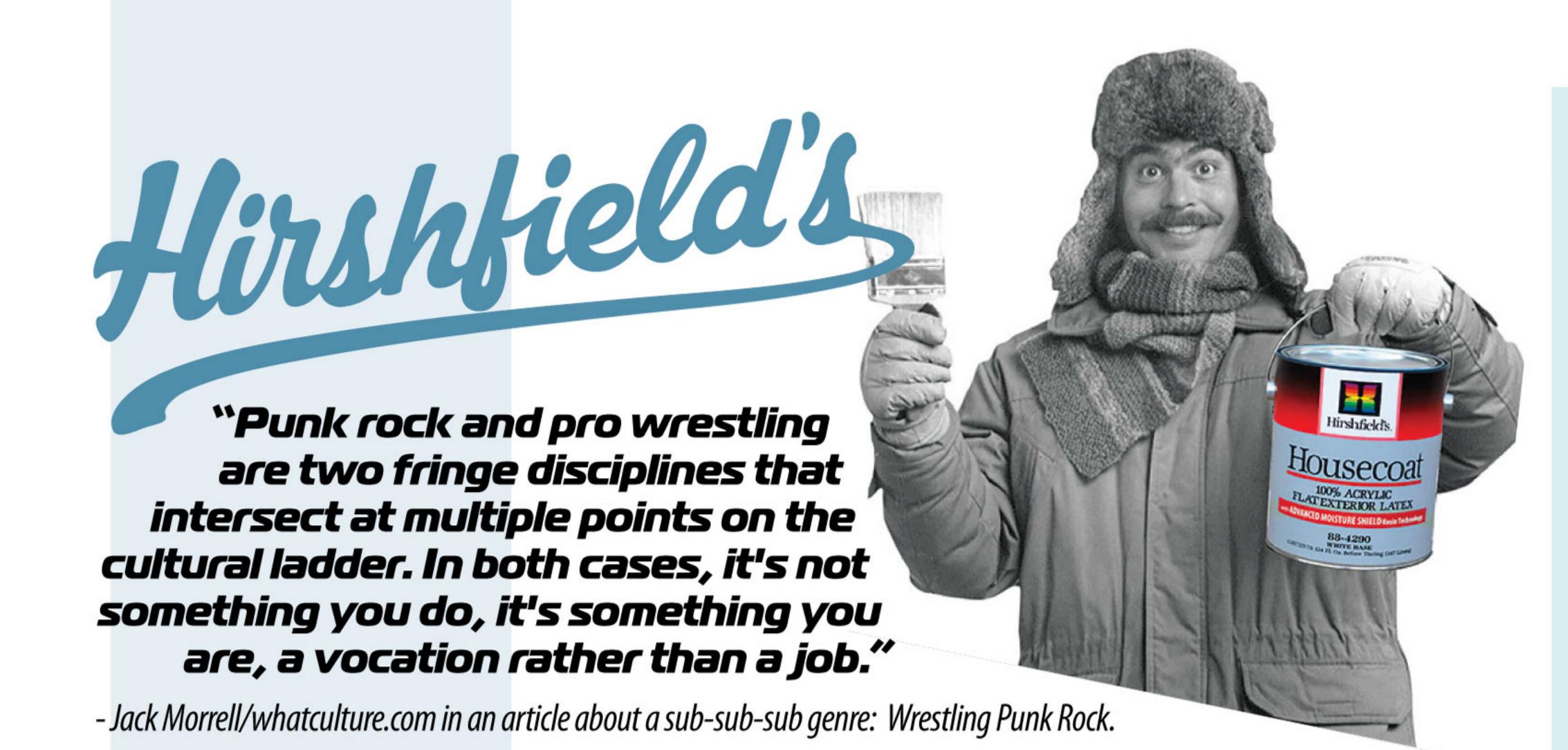
Pictured Left to Right:

Rodger Dahlager, Store Mgr. - 33 years Jim Weinacht, Asst. Mgr. - 24 years Jacob Jensen - 1 year Michael Scheveck - 2 years Missing: Marlene Irwin - 3 years





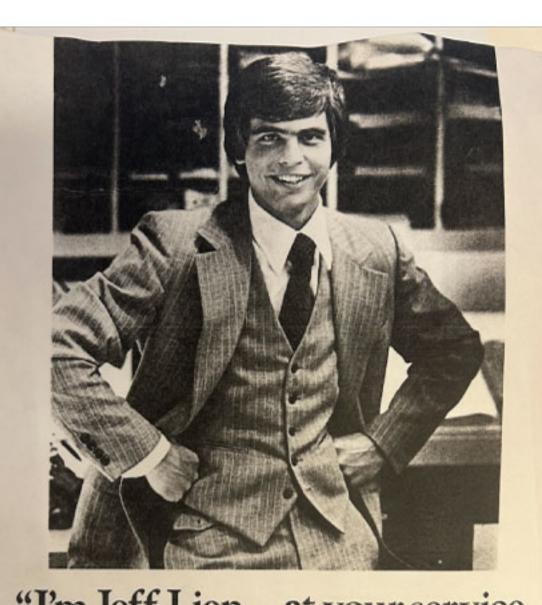
Painter: CDM Painting Sales Rep: Kent Zylstra



Meet: JEFF LIEN Celebrating 50+ Years with Hirshfield's

Jeff Lien's job is Hirshfield's Marketing Manager, but his vocation is a bass player, something that becomes evident as the telling of his 50+ years at Hirshfield's quickly turns to his musical life which, oddly enough, includes punk rock and wrestling. More on that in a minute.

Music may rest in his soul, but paint is certainly in Jeff's blood. His grandfather was a sign painter. Jeff's dad, Milt Lien, had a long career at Hirshfield's. After WWII, Milt was hired as city salesman, then manager of the first suburban store in Richfield (later moving to new location in Edina), and finally as Manager of Store Operations, retiring from Hirshfield's in 1987. Like Milt, Jeff plans on retiring from Hirshfield's sometime this year.

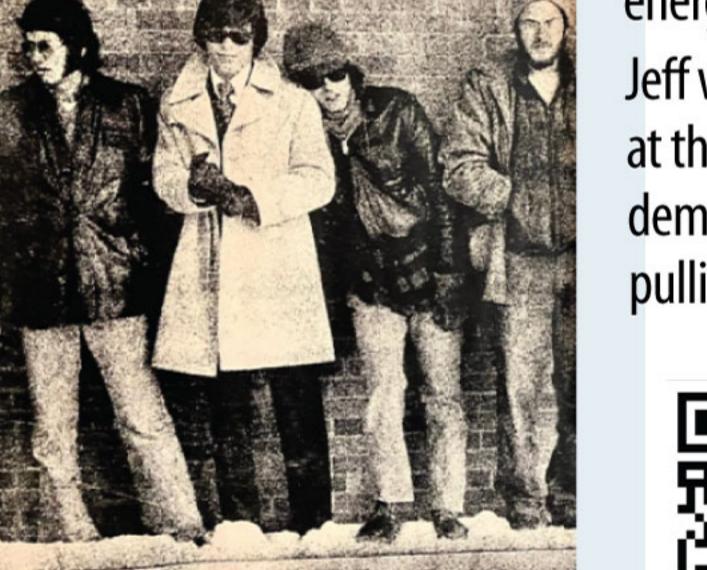


"I'm Jeff Lien...at your service in Hirshfield's Contract Sales."

Jeff's first gig with Hirshfield's was working with seven year old Hans Hirshfield and his sister Amy in the wallpaper warehouse. Our stores, all four of them, had rolls of every pattern from the newest collections stocked in the DC. Sales associates could send customers home with large cuttings of patterns. This trio was charged with preparing,

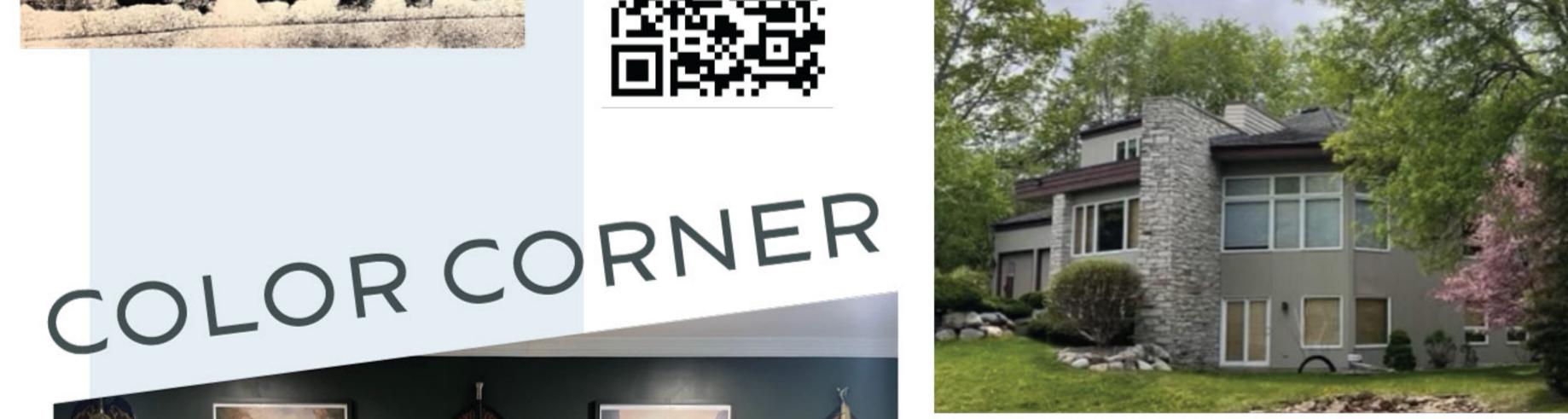
packaging and shipping sample rolls to the stores. What was it like working with Hans at seven years? Jeff said, "Looking back, I must say that kid had a lot of energy. When I could find him."

Jeff worked at the Edina store evenings and summers while studying advertising at the School of Journalism at the University of Minnesota. "Wallpaper was in big demand in the 70s. It was a challenge just keeping up with cutting samples, pulling books, and writing orders."

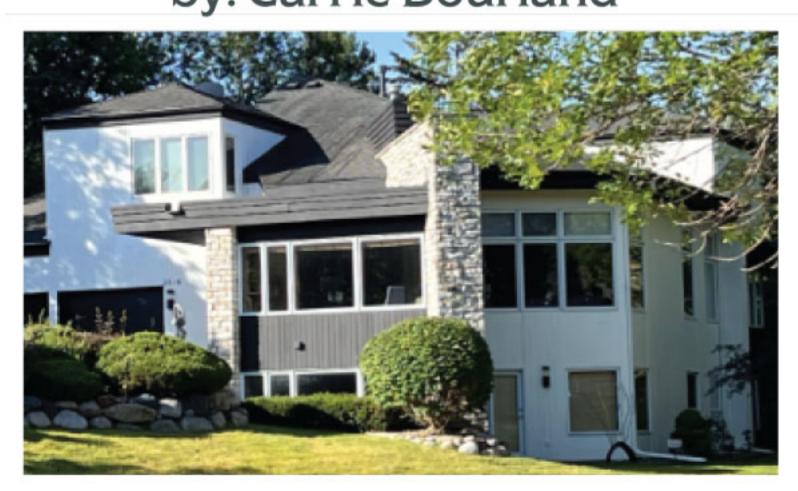


Gregor MacKenzie and...

READ so much MORE about Jeff on SP.



Before & After Color Consulting by: Carrie Bourland



Which colors inspire you? Send us your pictures of how you've used color in your home and we'll feature them in the newsletter! Here's Jon Nelson's family room painted in Benjamin Moore's 1575 "Rainy Afternoon" - a super on-trend deep neutral with a hint of color that works beautifully with both the BM "Chantilly Lace" and the naturally-stained trim. Lovely!

SHARE YOUR COLORS

Alexander Blank - Plymouth Mackenzie Allen - Wayzata Ashley Kloehn - Uptown Bill Coffin - District Manager Blake Kraemer - Baxter Brett True - Hopkins Caden Heinle - Detroit Lakes Chester Haagsman - IT Cole Bauer - Uptown Cory Beaty - Savage Daniel Vega - Edina Daniel Vetter - HPM Darius Lopez - Warehouse David Thomsen - Blaine DeAndre Tinnel - HPM Deborah Miller - Aero Holden Steverak - Sioux Falls Jackson Lynch - Alexandria Jacob Jensen - Maple Grove Jameson Stoffel - Rosedale Joshua Peterson - Bismarck Kent Zylstra - Sales Marylane Murphy - Eau Claire Mike Weber - President Patricia Peterson - Aero Ronald Zimmermann - Chaska Sara Kleinhesselink - Sioux City Shannon Scarrella - Shop at Home Vic Haukaas - Woodbury William Faber - Eden Prairie

Help us recognize and thank the following team members who are celebrating an employment anniversary this month!

Thomas Schoening - Edina - 32 Ashley Kloehn - Uptown - 22 Curtis Raab - Fargo - 15 Joseph Fletty - Eau Claire - 5 Marilyn Serbus - Bemidji - 5 William Faber - Eden Prairie - 4 Jin Choi - Mpls. CSC- 3 Anika Monroe - Aero - 3 Helen Simmers - Shop at Home - 2 Blake Weber - St Cloud - 2 Nico Harrington - Uptown - 1 Nathan Nelson - Alexandria - 1





