

RELAX

TAKE IT EASY

living MAGAZINE

JUNE 2024

RICHARDSON/MURPHY



OUR ANNUAL
SPECIAL SECTION

/ask the
EXPERT

**IS IT TIME TO REPLACE
YOUR DOORS & WINDOWS?**

*Energy Efficiency, Security, Noise Reduction, Improved
Ventilation, Increased Home Value, and Curb Appeal*

relaxed recipes
NO FUSS MEALS FOR DINNER

restful retreat
CREATE A COMFORTING SPACE

summer break
GET OUT AND HAVE SOME FUN



FEATURED IN **living** MAGAZINE

DESIGNER DOOR & WINDOW

DECIDEDLY DIFFERENT...
DEFINITELY AFFORDABLE

BY MEREDITH KNIGHT
PHOTOS BY KAREN GNEPPER PHOTOGRAPHY



DON'T MAKE THIS MISTAKE

"Don't just buy the salesperson, thinking that's how the installation subs will be," said Steve Barron. "Find out what subcontractors they'll be using and vet them as well, because that's who'll be doing the work on your home. Drive by the houses they worked on and, if you see someone in the yard, hop out and talk to them. Ask about their experience and if they're happy with the finished product, the way they were treated, the jobsite cleanliness, and workmanship of the team."



DESIGNER DOOR & WINDOW IS A FULL-SERVICE WINDOW AND DOOR SPECIALIST. They sell and install only the highest-quality replacement windows and doors for your home.

It happened again this morning. The phone rang at Designer Door & Window. It was someone Owners Steve and Debby Barron didn't know. But that someone knew quite a lot about this family-owned and operated residential window and door replacement company. "We like it when people do their homework," Steve said. "Ask questions. Read reviews. Contact former customers. Follow through on companies you're considering. Don't take the company's word on claims. Check it out yourself before you call."

This soon-to-be customer had begun their search by posting a question on the Nextdoor app. "Does anyone know a reputable window replacement company we can trust?" They received an avalanche of replies as dozens of their neighbors enthusiastically recommended Designer Door & Window in Carrollton. They hopped online and read reviews such as:

"The entire process was great with Designer Door & Window. (The sales manager) Kevin guided us through the selection process and was knowledgeable, personable, and had excellent follow-through. The five-man crew showed up on time and were as skilled craftsmen as you'll find. They were careful and took measures to minimize cleanup. They were meticulous about the fit and finish of their work. Steve and his crew get a solid five stars from us."

Of course, if you ask Steve and Debby about their success, they give 100% of the credit to their stellar team, many of whom have been with them since they purchased the company in 2010. "When we bought this company, the first thing we did was change the culture," Steve said. "We wanted a family-friendly company that was compassionate toward customers and employees alike. So, we hired for character. Most can learn the skills to

do the job. But our mission statement is a question, 'What can we do for you today?' We looked for employees with that mindset toward our customers and toward each other."

That vision has been lived out over the past 14 years. And it shows, not only in a staff where even the "new guys" have been there three and four years, but in loyal customers who refer them to family, friends, and neighbors and return to Designer Door & Window when they have additional door and window replacement needs.

When Steve and Debby first purchased Designer Door & Window, installations were done by subcontractors. "They'd show up at a customer's house late or not show up at all," Steve said. "They didn't always treat our customers the way we wanted them to be treated, took long lunch breaks, and left worksites messy." That's when the Barrons made the decision to do away with subcontractors and only have employees.



"The tremendous growth we've experienced over the past 14 years is 100% due to these outstanding employees," Steve said. "From our longtime sales manager, Kevin Barnes, our inside support team, Kaylee and Gina, our master service techs, Andy and Dan, to our highly qualified installers who spend more time with our customers than any of us, they are the face of this company and we're proud to send any one of them into a customer's home."

MEET STEVE AND DEBBY BARRON

Forty-nine years of marriage have flown by for Steve and Debby Barron. Designer Door & Window is actually the third business they've owned and operated together during their marriage. But it's the one that's closest to their hearts. Both Air Force veterans, they're active supporters of Murphy Veterans Tribute, Wounded Warrior Project, and Tunnel to Towers Foundation. They're also big supporters of Meals on Wheels, ASPCA, Habitat for Humanity, The Salvation Army, and First Liberty Institute. But the greatest influence they have had is day to day in the lives of their employees. "God has placed each of them in our lives and they've become like family to us," Steve said. "Family helps family, so we're always eager to do whatever we can to improve the lives of our family of employees."

WHAT EVER HAPPENED TO TRADE SCHOOLS?

Trade schools offer career-focused programs that prepare students for

occupations in skilled trades such as house construction. Sadly, trade schools have been on the decline since the 1980s.

Trade schools commonly take approximately two years and students graduate with workplace-ready skills. Many find jobs in their chosen field immediately after graduation with earnings comparable to their peers who attended a four-year college.

"I'm the product of a trade school," said Steve Barron. "Trade school gave me the skills I needed to get into the Air Force, transition back into civilian life, and the confidence to run my own construction business. Our industry and many young men and women are suffering due to the loss of trade schools. We need them back!"

Find out more about this outstanding family-owned business at DesignerDW.com. Or visit the showroom at 2707 Realty Road Suite 310 in Carrollton to shop their wide selection of windows and doors.

2707 Realty Road, Suite 310
Carrollton, Texas 75006
(972) 424-0031
DesignerDW.com



WANT TO KNOW MORE?
SCAN HERE!



■ about the expert

KEVIN BARNES

DESIGNER DOOR & WINDOW

Kevin Barnes has over 25 years of experience in the residential door and window industry and 14 years with Designer Door & Window. Born and raised in Bonham, Texas, Kevin understands the unique challenges of our weather and environment. He works to educate homeowners on the proper window and/or door for each room of their home.

WANT TO KNOW MORE?
SCAN HERE!

► DOOR AND WINDOW COMPANY

THE RIGHT WINDOW AND DOOR
FOR EVERY ROOM IN YOUR HOUSE

Q&A

WHY ARE VINYL WINDOW
FRAMES SO BIG AND BULKY?

The simple answer is that they don't have to be. That model has been around since the introduction of the vinyl window. Over the years, technology has improved and it's possible to make a lighter, less bulky window that features more glass and less frame. Few companies have invested in retooling their factories to manufacture these new windows though. But we believe in listening to what our customers want, and we've found a manufacturer who builds a structurally sound, narrower vinyl frame that provides more viewing glass.

HOW IMPORTANT IS IT THAT MY WINDOW
AND DOOR COMPANY HAVE WORKMEN'S
COMPENSATION INSURANCE?

Very important. In the state of Texas, it's not the law to carry worker's comp, and many don't simply because the person selling you your windows isn't the one installing them. They're using subcontractors and many of the subcontractors don't have workmen's comp. We decided years ago not to work with subcontractors. All our installers are employees, and all are covered under our workmen's compensation insurance. It's vital for any homeowner to request proof of workmen's compensation be sent to you – not from the seller or installer – but directly from their insurance company before any work begins.

ARE VINYL WINDOWS PAINTABLE?

If prepared properly, vinyl can be painted. However, I don't recommend it since

painting them voids the manufacturer's warranty. Most companies have a pallet of paint colors to choose from. So, you're better off ordering your windows and doors in the color you want to begin with. Manufacturers have access to a special paint that's designed to handle the brutal Texas heat. If you repaint them yourself or have them repainted, the paint you buy may not hold up in our Texas heat.

WHY DO NEWER WINDOWS
HAVE A BLUE OR GREEN TINT?

That slight tint is there because of energy code requirements. In order to meet those requirements, manufacturers must apply multiple layers of a Low-e coating. That green or blue tint is a result of all those layers on top of each other. If we're going to meet a certain energy code and fulfill the energy requirements, the window is going to have a green or blue tint. There's just no way around it.

MY GLASS IS FOGGY. CAN I JUST REPLACE
THE GLASS AND NOT THE WHOLE WINDOW?

If you still have the original windows that were installed when your home was built, they're probably builder-grade windows. Builder-grade is the lowest quality materials available on the market. By the time your windows begin fogging, chances are they're old enough that the builder-grade frame is failing as well. So, while you absolutely can replace just the glass, if you're going to invest that much money in your windows, it's wise to consider replacing the entire window unit. ■