

Eddie Velie, GRI, Broker/Owner  
Velie Realty  
EdVelie@gmail.com



(O): (321) 622-6300  
Web: VelieRealty.com  
Text: (954) 263-6287

Smart Real Estate Sales, Leasing, & Property Mgmt & Maintenance



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## Superior Knowledge of Home Building Products

After 8 Years, 9 Months with USAF and several short-term jobs, I was hired for a job as a warehouse manager at Cameron Ashley Building Products where I stayed almost 7 years. People in the industry may remember the company was sold to Guardian Industries then to ABC Building Products. We sold wholesale, mostly aluminum home building products and mostly to contractors who worked directly with homeowners.

The Warehouse Manager's job consisted of manufacturing, warehousing, and distribution. ***It was an almost perfect Segway for moving to a career in real estate. Why? Product knowledge!*** Realtors sell houses. As a Warehouse Manager, I sold the components used all over the exterior of homes and **learned to recognize all of them by sight.**

I learned to recognize them by site because the company bought directly from aluminum mills usually with one label on a master bundle. When the aluminum bundles were opened, (often weighing over 1,000 pounds and up to 40 feet long), there were no labels. One of our customers was a Home Depot territory from Vero Beach throughout SE FL and we added UPC labels to their products before shipping. Few other products had labels.

### A partial list of building products Eddie Recognizes on sight:

- [Rain gutter systems \(several kinds with parts to match\)](#)
- [Phifer screen products—the have labels, 18/14, 20/20, 20/30, Pet screen, etc.](#)
- [According Storm Shutters](#)
- [Aluminum & Steel Storm Panels](#)
- [Storm panel Accessories](#)
- [Storm Panel Extrusions](#)
- [Aluminum Soffit, Fascia, Channels, and Drip Edge](#)
- [Laminate Flooring](#)
- [Laminate flooring Hard Wood Trim](#)
- [Patio & Swimming pool Extrusions, Angles, & Channels](#)
- [Vinyl siding, soffit, trim, and parts](#)
- [Welded railing systems](#)
- [Mechanical Railing Systems](#)
- [Windows, aluminum, vinyl, plastic](#)
- Etc., etc., etc.,

