

UPS Distribution Center Addition

Ganado Painting & Wallcovering | Danny Thomas, President



Ganado Painting & Wallcovering has served the fast-growing metro Phoenix area since the late 1980s. Owner and President Danny Thomas says there's one key differentiator that separates this commercial painting company from the competition.

"It's our labor force," he emphasized. "More than half of our employees have been with the company 10 or more years."

Thomas himself started with Ganado in 1992 and became co-owner in 2015, along with Cesar Palacios, who also came on board that same year. Known for its quality work, Ganado Painting has developed tremendous trust in Dunn-Edwards as a supplier for a number of its projects.

"They've been our main supplier for probably 10 years now and the main reason is our relationship,"

Thomas said. "We have a liaison we work hand-in-hand with at the Dunn-Edwards store in its manufacturing facility. It's more like a concierge service we have with them."



(left) Cesar Palacios (right) Danny Thomas

Thomas appreciates how Dunn-Edwards team members keep tabs on his past jobs and, when new orders come up and there appears to be a color discrepancy or a unique coating request, he can usually count on a Dunn-Edwards sales rep calling him to confirm the details to make sure the order is right.

"Another main reason we use Dunn-Edwards is they make their own material here locally. So, they always have supply."





“They’ve saved us quite a few times by doing that,” he added.

That Dunn-Edwards attention to detail was counted on with a recent project that had numerous add-ons and extensions—the UPS Distribution Center in Goodyear, AZ. The project involved painting 350,000 sq. ft. of added space to an existing 600,000 sq. ft. site to expand capabilities and capacity. A roughly 3-mile-long concrete wall was also built around the building.

In total, the concrete tilt-up project involved more than 6,500 gallons of paint. The teams used

ACRI-HUES flat for all exterior concrete and masonry wall surfaces; ARISTOSHIELD semi-gloss for all metal surfaces, and SPARTAWALL eggshell on all interior drywall work.

With large jobs that have shifting needs and numerous add-ons, the ability to deliver the right product on time is key to the project going smoothly. Ganado does between six and 12 large concrete tilt-up jobs a year, Thomas noted. Having a supplier that’s on their game helps.

“Another main reason we use Dunn-Edwards is they make their own material here locally. So, they always have supply. It’s great to have a manufacturer in the area,” he said.

“We have a liaison we work hand-in-hand with at the Dunn-Edwards store in its manufacturing facility. It’s more like a concierge service we have with them.”

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