

MCGINNIS LUMBER Upgrades As Quality Service Continues

By Wayne Miller

Meridian, Miss. – The McGinnis Lumber Co. Inc. has revved up services in order to provide the most current info and products possible to its customers. With a new, detailed website, McGinnis affords clients the opportunity to conveniently peruse product inventory online, which includes an increased focus on new hardwood items.

Also, with the addition of Morrissey Merich in a sales position earlier this year, McGinnis broadened its outreach to its customer base in Birmingham, Ala. As a family and as a company,

our business evolved, following what the marketplace gave us," McGinnis explained.

Today, 90 percent of company sales involve trading a small number of products while serving a few select sectors of the industrial marketplace. Building lasting relationships is crucial to the success of McGinnis Lumber Co., as they have mill suppliers that date back many decades. Emphasis in sales is placed on repeat sales to industrial clients. "Our business is about service; providing a consistent product at a competitive price, on time," he said.

McGinnis attributes a major part of the company's success and longevity to the efforts of professional, loyal employees. "We have a very talented sales and support staff that focuses on service. Not only are they good traders, but they are people of exemplary character that consistently represent us well," McGinnis noted.

For instance, Phillip Busbee began working for McGinnis 34 years ago as a salesman/buyer for West Coast lumber products. He is currently executive vice president, and manages sales of paper-related products, as well as handling a substantial sales volume personally. Eddie Thorne, vice president, is a 24-year vet-



In his role as president, J.E. "Jim" McGinnis III owns and manages The McGinnis Lumber Co. Inc., headquartered in Meridian, Miss.

McGinnis celebrates having been in business since 1922, when it was established by J. Earl McGinnis in the Threefoot Building, the tallest building in downtown Meridian, Miss. It was the beginning of what was to become one of the longest-running family owned wholesale lumber companies in the Southeast. McGinnis ran his business as a traditional office wholesaler until he passed away in 1969.

He was joined in the family owned business by his son, James McGinnis Jr., in the early 1950s. Through the ups and downs of 86 years, the company has always had a McGinnis at the helm. In fact, this year Jim Jr. celebrated 60 years in the lumber industry. Now in its third generation, the company is owned and managed by its current president, J.E. "Jim" McGinnis III.

A 1980 graduate of Ole Miss, Jim McGinnis began working in the family



The next generation at McGinnis Lumber – recent college graduate Menton McGinnis (center) poses with mom and dad, Jim and Cindy McGinnis.

eran, and handles SYP and hardwood buying, transportation duties, as well as his own sales portfolio. Jim McGinnis, in addition to duties as president, oversees Southern Pine and hardwood sales, and his own domestic and export