



Guyana, in the south, to a variety of customers. Moving out into the broader Caribbean over the years to reach beyond Barbados' quarter of a million people, has opened new doors for the company.

"We do everything from large hardware stores to construction companies that are purchasing for either residential or commercial projects," says Oran. The company also deals with smaller hardware stores and companies doing one-off projects for small customers. "We operate in all those markets, from the small customer who just wants a few windows, to the distributor

that wants 200 windows or a full container of product, to the contractor," he says.

Oran strives to service all of its customers' needs, efficiently. One way is by making available parts and components for products manufactured more than 15 years ago that have been discontinued. Another aspect of Oran's "after-sales service" is the expertise of its service teams.

However, being in business as long as Oran has, has not come without hurdles – such as the U.S. housing