



R. GLEASON

FINISHING



R. Gleason's owners Bob & Cheney along with their daughters, recently had the opportunity to visit the Big Island and experience its amazing beauty! The purpose of the visit was to meet with some of our customers who value their privacy as much as our work. We oversaw the installation of our work on site, reconnected with some industry running mates and met with a few other potential customers to personally let them know about who we are, how we do what we do and why we choose to keep doing it.

Business Wisdom

"Begin with the end in mind" is tried and true advice. We believe having a conversation about finishing in the early stages of project development is best practice for our customers when you want to reach a specific desired outcome. This trip was a prime example of a customer who began with the end in mind and it was extremely fun for us because we were able to witness the installation of our team's work first hand which, as a pre-finish shop, is not something we usually get to see...and we were very proud of the end result!

What was unique about this particular project was how the finish in the master bedroom perfectly matched the pre-existing wood. The temperature of the color and texture of the wood was indistinguishable. It brought a feeling of completion and wholeness to the space. While conducting meetings with this client and others on the big island we were reminded of a timeless business principle relevant to us all, and even more so in Hawaii. As you can imagine with any island the people and the resources are limited. So "who you know" and "how you are known" is of paramount importance.

We are grateful to have a track record with local architects & contractors in Hawaii and this trip reenergized our goal to take care of the people who take care of us both nationally and internationally. If you've ever shared our name or our work we want you to know that we are grateful for you. Those little things are so appreciated. If you've ever given or received a project opportunity based on a trusted recommendation then you know how much of an honor that is, and if you've read this far into the letter you're probably one of our biggest supporters so we want you to know we are grateful to you!

Fun Experiences & Humanitarian Work

After all of the work meetings we decided to live a little and tried parasailing for the first time. The water, the island and the fish looked Incredible from 2500 ft in mid air. After the windy adrenaline rush Bob did a little snorkeling, one of his favorite ways to unwind.

Shortly after those milestone experiences of work and play we turned our attention to the mission field. We were taken back by the disparity in the two different worlds that we saw

& experienced on the same island. Our journey took us from immaculate and priceless property on the Northern end of the island to the complete opposite on the southernmost part of the island with the people who serve with Impact Ministries International. These dedicated human beings live in shipping containers while they build shelters for people rescued from the human trafficking crisis.

Impact Ministries International has a large orphanage in Honduras that Bob and our daughter Maggie visited several years ago. Their orphanage is self-sustaining, they support orphans and teach rescued individuals new skills to generate income. It was amazing to spend time with people who are so committed to serving the Lord and others that they have essentially given everything. Their lives/home/etc. to serve this mission. It was humbling and inspiring and motivating us to support their work.

To wrap this newsletter up, our time on the big island was quite an experience to see the opposite ends of the spectrum and find connection on both ends was humbling. R. Gleason is deeply committed as a company to help others make a difference in the world.

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Mahalo and warm regards,

The R. Gleason Team

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If you have a success or fun story you'd like to share with us about how we've worked together please feel free to email us so we can share with our community!

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