

C ONTRACTOR S POTLIGHT

Gary Broadhead, Wharton Floors Salt Lake City, Utah

Gary Broadhead, Wharton Floors, Salt Lake City, Utah, is a second-generation floor contractor, having himself been in the business for over fifty years. His business is mostly residential, with about 15% being commercial jobs. The best job he says he ever worked on was an 1800 sq. ft., 6" walnut/hand-distressed floor with a custom staircase. He also is proud of the fact that he did the Salt Palace maple floor, which is known as the original Utah Jazz floor.

For over 25 years he has been using Glitsa products because of the durability and name recognition, which makes it an easy sell. And the fact that there are fewer problems with Glitsa products. Most often he uses the Glitsa system of GoldSeal Neutral Stain, then Bacca and Gold Seal.

His tip to other contractors, "Make sure stains are dry before proceeding." The trends in the business that he has noticed are more usage of hand-distressed, reclaimed woods, and use of different species such as cherry and birch.

Gary says the reason he prefers using Glitsa is that his customers are happier with the final appearance and in the long run are more satisfied.

