

# The ABP Update

## Check Out These Unique Products

### Humor of the Month

After I retired, my wife insisted that I accompany her on her trips to Wal-Mart. Unfortunately, I was easily bored and had endless time to fulfill with activities like...

- Set all the alarm clocks in Housewares to go off at 5-minute intervals
- Go to the Service Desk and try to put a bag of M&M's on layaway
- Move a 'CAUTION-WET FLOOR' sign to a carpeted area
- Look right into the security camera and use it as a mirror while picking my nose
- While handling guns in the hunting department, ask the clerk where the antidepressants are
- Hide in a clothing rack and when people browse through, yell "PICK ME! PICK ME!"
- When an announcement comes over the loud speaker, assume a fetal position and scream, "OH NO! IT'S THOSE VOICES AGAIN!"
- Go into a fitting room, shut the door, wait awhile; then yell very loudly, "Hey! There's no toilet paper in here."

### ABP Birthdays

|              |      |
|--------------|------|
| Sam Hilke    | 8/13 |
| Matt Schulte | 8/18 |

August is here and what a nice entry to what is usually a smoldering sweat bath of a month. The only thing we would like to see warm up are the Cardinals and Royals!

The usual late summer slowdown is being felt but it will not last. All indications still project a very busy fall and maybe winter as well. As we head into the late summer and early fall we want to reflect on some products that you may be familiar with but perhaps have forgotten.

ABP now supplies granite and quartz vanity tops. Our supplier of preformed laminate countertops, VT Industries, has a new program for granite and quartz vanity tops. Both standard and custom tops are available with a very short lead time. This new line of vanity tops is called A'VANT. A'VANT is created from quality stone. A'VANT's uncommon beauty is unsurpassed by traditional vanity options offering your customers fifteen of today's most popular colors and patterns. Be sure to ask your ABP sales rep for details on our exclusive display program for A'VANT.

Another new product that ABP now offers is the stainless steel cable option for interior stairways. LJ Smith now has a complete line of cable offerings for this contemporary look in stair systems. In addition a new exterior cable system will be available soon.

Jeld-Wen has a new prefinished product called Woodview which is a standard hardboard door in six patterns including three flat panel

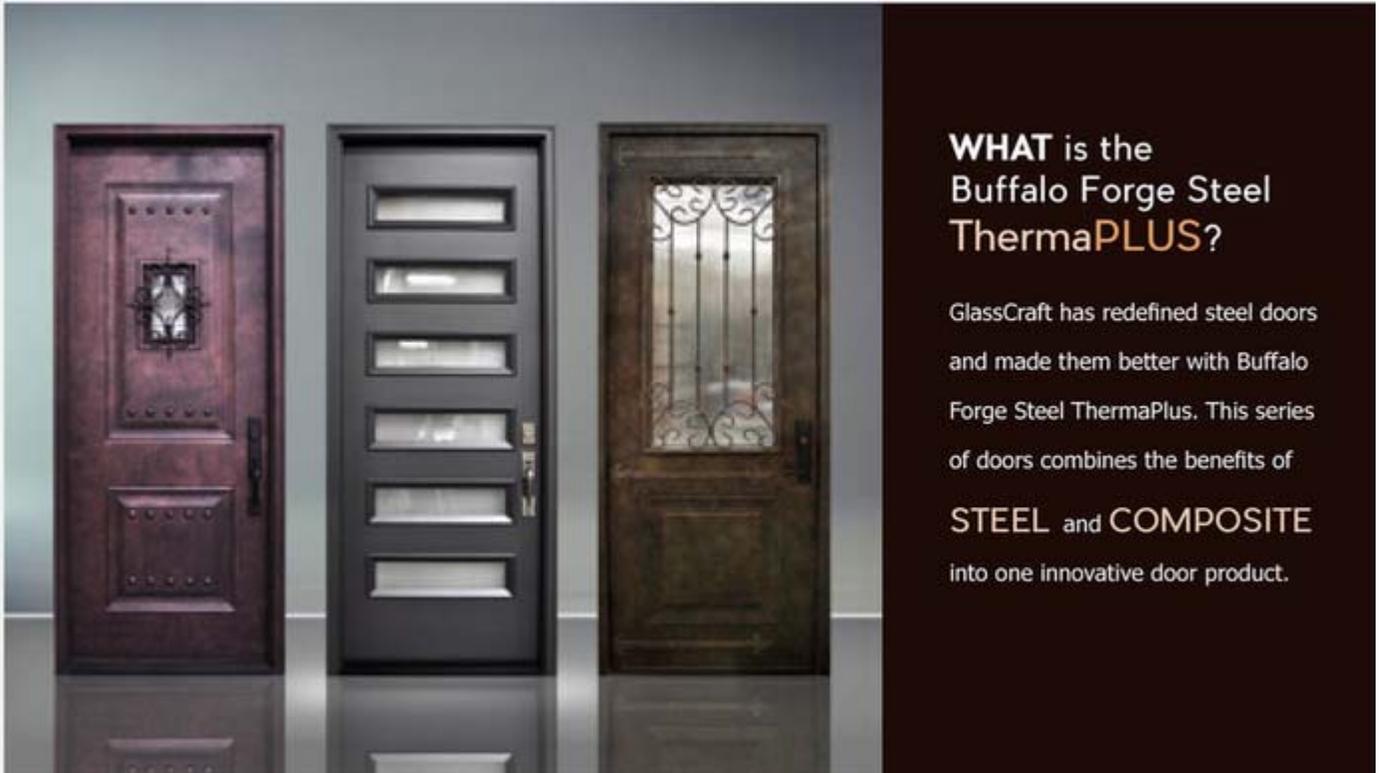
designs. They are available in four different finish options: hazelnut, chocolate, espresso and amaretto. Samples will be out soon so be sure to ask your ABP rep for more details.

Our new product offering that you may not be aware of is the tilt/turn vinyl window from Minnkota. Minnkota is new to this area. They are located in Fargo, North Dakota, where skilled craftsmen have work ethics as solid as the products they build. Minnkota makes all kinds of vinyl windows but the EURO SERIES TILT/TURN is their trademark. The tilt/turn unit comes in all sizes, even as large as a full size door. The Euro series window also has the option of blinds between the glass. Nine exterior colors are available along with five interior options. The tilt/turn option is much more competitive than its wood counterparts. This product is not for everyone but is very special for some. We hope to have displays available soon. This is one product you have to show to appreciate.

GlassCraft exterior steel and fiberglass doors has come out with a new insulated steel unit called Buffalo Forge Steel THERMAPLUS. These units include the look of the all steel Buffalo Forge units with steel doors and frames but they come with composite frames and thermally—broken door edges with urethane cores so you get the best of both worlds. Check out the back of the newsletter for more details.

Thank you for your business and have a cool August!

# THE BUFFALO FORGE STEEL THERMAPLUS



## WHAT is the Buffalo Forge Steel ThermaPLUS?

GlassCraft has redefined steel doors and made them better with Buffalo Forge Steel ThermaPlus. This series of doors combines the benefits of **STEEL** and **COMPOSITE** into one innovative door product.

## WHY Buffalo Forge Steel THERMAPLUS?

- 1) Excellent Price/Great Value - Priced at 40% less than other so-called premium steel and wrought iron doors while offering many innovative features in one unique door product line.
- 2) Field-Trimable for an exact fit - These doors can be field-trimmed for an exact fit. With the use of common power tools, the edges may be trimmed up to 1/4 inch on both sides and the top edge, and by 1.5 inches on the bottom edge. The doors are available in "full-book" sizing of 36" x 80", 36" x 96", and 42" x 96" and are offered pre-finished only, but may also be painted.
- 3) Thermally Broken to prevent heat and cold transfer from exterior to interior - GlassCraft's patent-pending design provides a thermal-break around all four door edges and the core to ensure efficient thermal performance. This ensures that summer heat or winter cold does not wrap around the edges of the door and radiate into the home. Other doors can actually freeze or frost over on the inside during the winter, or sweat with condensation during the summer months.
- 4) Security - Built strong and secure with 18 gauge dent-resistant and kick-proof steel. Also available with multipoint locks and StrikeJamb™ reinforcement.
- 5) In-Stock for short lead time - All 36 standard Buffalo Forge entryways shown in this catalog are in stock and available for immediate shipment. No long waits. We ship in a few days.
- 6) Uses standard door hardware - Available with standard one-point and multi-point locks.
- 7) Available as pre-hung with ready-to-install system or as door-only that can fit into existing frames - The pre-hung unit includes a vinyl weather-strip system and a 100% composite threshold that will not rot or warp.
- 8) Composite Threshold — Factory installed 100% composite adjustable threshold is built-in to eliminate rotting or warping. Two threshold options available. These are solid thresholds (not hollow) and are adjustable for exact fit.