

# The ABP Update

## Joke of the Month

A couple in their nineties are both having problems remembering things. During a check-up, the doctor tells them that they're physically okay, but they might want to start writing things down to help them remember. Later that night, while watching TV, the old man gets up from his chair 'Want anything while I'm in the kitchen?' he asks. 'Will you get me a bowl of ice cream?' 'Sure.' 'Don't you think you should write it down so you can remember it?' she asks. 'No, I can remember it.' 'Well, I'd like some strawberries on top, too. Maybe you should write it down, so as not to forget it?' He says, 'I can remember that. You want a bowl of ice cream with strawberries.' 'I'd also like whipped cream. I'm certain you'll forget that, write it down?' she asks. Irritated, he says, 'I don't need to write it down, I can remember it! Ice cream with strawberries and whipped cream - I got it, for goodness sake!' Then he toddles into the kitchen. After about 20 minutes, the old man returns from the kitchen and hands his wife a plate of bacon and eggs. She stares at the plate for a moment, then says, 'Where's my toast?'

## ABP Birthdays

Darrin Pickett	4/09
Doug Eisterhold	4/12
Debbie Vaeth	4/14
Jen Brooks	4/21
Taylor McNail	4/24
Dave Brooks	4/25
Dave Delana	4/29
Evan Schroeder	4/29

## Promos and Price Increases

Spring is finally here but you cannot really tell yet. Business however has really picked up. March ended strong and orders entered for future business was also strong. All in all it still feels like a strong year ahead. Let's hope so!

We would like to explain some changes that are happening with our personnel at ABP regarding outside sales. Jerry Jinks will be scaling back his territory responsibilities as he is semi-retiring in April. Details of his territory coverage are still being evaluated. With that said, we want to introduce you to Scott Pickett. Scott has been in the industry for many years with experience in sales and management in the southwestern part of Missouri and southeastern Kansas as well as parts of Oklahoma and Arkansas. Scott's new territory is still being determined. Jerry and Scott will be traveling together off and on during the next several months so he can get familiar with part of his new customer base. Scott will also do some traveling with Al McAdams who covers the southwestern part of ABP's market. Many of you know Scott and we hope that together we can continue to grow market share. Please join us in welcoming Scott to the ABP team.

Market news seems to be dominated by price increases across the board. Please be careful when quoting jobs that have extended start dates. Jeld-Wen has announced an increase of approximately 6% across the board in vinyl/wood windows, exterior doors in fiberglass, steel and

wood. Yale locks, Afco railing and columns, Frontline aluminum cladding, Hager hinges, Woodgrain doors and Ellison window and doors are all having increases in the near future. More may be on the way....details to follow soon.

A new product now being stocked by ABP include the new Design Glide barn door track from Jeld-Wen featuring a track system that will work with a standard 6'8" door height. The track comes in bronze and satin nickel.

Another new product now being offered by ABP is ViWinTech windows and doors. If you have an interest in this line of vinyl windows and doors please contact your ABP representative. We have direct ship capabilities for qualifying customers.

HB&G has a drop ship promo starting this month that includes extra discounts on drop shipments of columns. See your ABP rep for details. Frontline also has a promo starting this month on Pro Series garage door frame systems. Qualifying dealers will receive special pricing, training and rebates. More details coming soon.

Afco-Rail is also kicking off a promo in April. The details of the promo are on the back of this newsletter. Please check it out.

We hope you all had a wonderful Easter with family and friends. May God bless America and stay with us during these changing times in this world. Thank you all for your valued support and friendship.



# SPRING REBATE



**SPRING IS HERE!** NOW'S THE TIME TO SAVE WITH ALUMINUM AFCO-RAIL.

On your Aluminum AFCO-Rail purchases from **April 1st to May 31st, 2018**, AFCO will rebate you back for every kit you buy:

**\$2** PER RAIL KIT  
ANY SERIES

**\$2** PER PCST KIT  
3 1/2" AND 4" H.

**\$1** PER BALUSTER KIT  
ANY STYLE OR HEIGHT

**\$2** PER SERIES  
125/225 KIT

Rebate gift cards will be issued at the end of the promotion for the rebates you've earned. Visit [afco-ind.com/springrebate](http://afco-ind.com/springrebate) for more information and how to submit your rebate claim.

**NOW GET OUT THERE AND ENJOY THE SPRING!**



STRUCTURE  
STYLE