

# The ABP Update

## Looking Forward

### Joke of the Month

Hard to believe I once had a phone attached to a wall.



When it rang, I'd pick it up without knowing who was calling. Amazing I'm still alive

### ABP Birthdays

Luke Felger	12/03
Stephen Eberting	12/08
Fred Weddington	12/08
Sam Mayzak	12/10
James Harvey	12/12
James Ortiz	12/14
Roger Moreno	12/26

Hopefully everyone had a good Thanksgiving regardless of black Friday! What a zoo! The economy seems to be holding up very well. At least people appear to be spending money like they have it so I guess that is a good sign.

As we near the end of 2019 we want to reflect a little bit on this past year. ABP has had a very up and down year. Business has been very good and it appears that will continue at least for a while. Personnel-wise we have had a very emotional year especially in the last several months. We lost two valuable associates who passed away. We would like to dedicate our year's successes to them for they had much to do with it. Gina Troesser and Al McAdams were some of the finest people you will ever know. We will continue to miss them for years to come.

As you know life does not stand still and we want all of you to know that ABP is moving forward with a very positive attitude. In the past few months we have been able to hire some very promising associates that are now part of our team. They are just getting started but you will soon become familiar with them.

One of the more promising products that has been anticipated for several years is the new white cabinet from Kitchen Kompact called DWhite. This is a shaker design with

a flat panel. And yes, it is FINALLY in stock in Jefferson City. We have a display program but we have recently come up with a new display possibility that has been developed from a past display that will give you a professional look, good information on the full KK line and a small footprint at minimal cost.

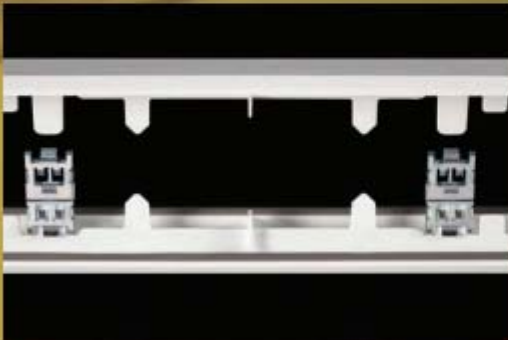
As we mentioned last month, we have been informed from several of our suppliers of pending price increases coming very soon. Jeld-Wen is having increases on most all of their product lines including interior and exterior doors and both wood and vinyl windows effective December 16. The interior moulded doors are going up December 16 and again in February so be very careful when quoting. ODL had a small increase of 4% which is now in effect. Coffman stair parts has announced some increases and some decreases so we will get you additional details as they become available.

ODL has a new and exciting product called ZEEL. The back of this newsletter will show you more details of the new frame innovation. Basically the new frame is stronger with better sealants and best of all no screws. Please see your ABP rep for samples.

All of us at ABP want to wish each and every one of you a safe and happy holiday season. Merry Christmas & Happy New Year!



# Zeel™ Frame



## Meet ZEEL™

**A minimal design with endless opportunities.**

ZEEL is a sleek, versatile frame designed to be stained or painted that blends seamlessly into the entry door, allowing the doorglass to take center stage. This **clean, low-profile look** offers an alternative to flush glazed doors that provides the benefits of a frame system with the style homeowners desire.

Traditional frames can warp when subject to severe temperature changes or direct sunlight exposure, especially when painted dark colors. **FiberMate Plus™ is our strongest material yet** and exceeds performance expectations in extreme environments.

**Resolve® sealant is immune to squeeze out** and doesn't degrade over time, reducing service calls and warranty issues. This clean thermoset foam seal can be repositioned and stays consistent over time.

**ZEEL eliminates the need for screws** and cumbersome screw hole covers with an innovative clip system. This allows each frame to sit flush, streamlining installation and greatly reducing installation time and effort. This efficient installation offers an alternative to costly flush glazed doors.