

The ABP Update

We Are Here For You

If only this was an April Fool’s joke! We’ve never experienced anything like this before and each day new challenges seem to develop. With that said all of us at ABP wish all of you and yours the very best outcome possible given these difficult times. Obviously health is the most important issue and ABP is employing all of the protective measures recommended by the CDC.

Business-wise ABP has been very active with a great start to the new year. However, we know that the COVID-19 virus outbreak will create some monumen-

tal challenges as the year progresses. The economy was very strong before the outbreak and if positive signs start to develop we believe a good year is still possible but not without challenges. ABP is working hard to anticipate what these challenges might be and we want to share what some of this looks like.

Most of you are aware that we changed suppliers of our interior moulded door line to Lynden Door almost a year ago. This was a very smooth and positive transition. Part of the reason for the smooth transition was because Lynden Door uses Jeld-Wen door skins which was our standard. Lynden Door as of this past week had to pause their production in Lynden, Washington for a minimum of two weeks due to an outbreak of the virus in their city. Lynden Door employs 75% of the population of Lynden, Washington so the decision to close the plant was an attempt at staving off lingering effects of the virus outbreak. The next step for Lynden will be determined by the virus’s path over the next two weeks. ABP has decided that we cannot wait for this. We have proactively ordered moulded doors from Jeld-Wen. We continue to have a good working relationship with them as they provide us with both windows and exterior door products. There may be some lead time issues as we work through these challenges.

Mouldings, jambs and boards have been challenging to keep supplied but we are also covered on those for the near future. Beyond this

there could be delayed shipments but we have good supply in all these mill-work products right now.

Coffman Stair products has assured us they have good supply. One railing plant did have a pause in production but their current inventory is strong.

ODL had to close their Zeeland, Michigan plant but they have five distribution warehouses to pull from and are still producing in Mexico so we do not anticipate a problem except for potentially leaded glass products which are primarily manufactured in China.

So far we have not been made aware of any lead time issues with our window lines: ViWintech, Jeld-wen, Lincoln and Atrium.

Cabinet suppliers are in good shape so far except a few lead time increases for both Koch and Merillat. Kitchen Kompact is in good shape and making record shipments of their new DWhite line of shaker flat panel cabinets. They are flying off the shelves like toilet paper! Kitchen Kompact rarely has price increases but they do have one coming on May 4. The increase is 3% on all products except for the new DWhite. DWhite prices will remain the same. This is a great time to update your KK display. We have the perfect small but complete display package to bring your showroom up to date. Check out the back of this newsletter for more details.

Thank you all as always for your support especially during these difficult times. Be safe, careful and healthy. THIS TOO SHALL PASS!!

The times we are in....

I told my wife how thankful I was to have someone I enjoyed being quarantined with.

She said, “must be nice.”

ABP Birthdays

Michael Norris	4/03
Doug Eisterhold	4/12
Debbie Vaeth	4/14
Edgar Ortiz	4/20
Jen Brooks	4/21
Dave Brooks	4/25
Dave Delana	4/29

Great Time To Update Your KK Display!

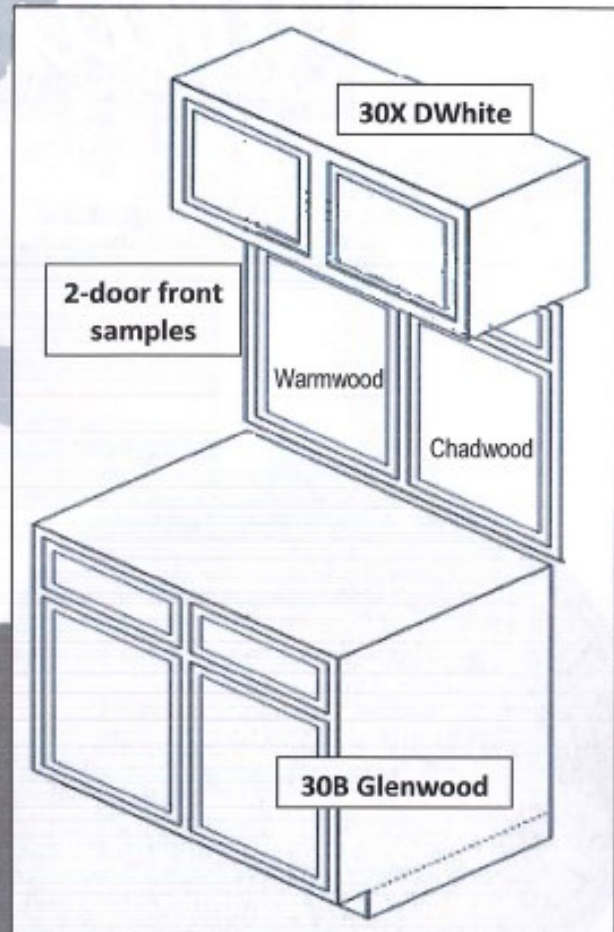


**America
Building
Products**

TO THE RETAILER:

We ask that you invest in a modest KK display on your floor, we know space is valuable, and why this entire display is only 30" wide, yet shows ALL 4 KK lines, has working doors and drawers? *The KEY is to show and tell the KK story.*

\$199.00 DEALER COST
(\$756.00 LIST PRICE)



ABP has \$200,000 KK cabinet inventory on hand, delivering 3 cabinet programs to every displaying dealers only, IN RETURN we ask for this KK representation in your store.

We will train you to show and sell the KK story, 2 ongoing sales....multi fam small and large, rehab and new, single fam value kitchens, all thru your new display, lasting 7-10 yrs on a \$199.00 one time investment....

Let's sell some fast kitchens and projects.

THANK YOU for your partnership.