

The ABP Update

Let's Have A Great 2020!

Joke of the Month

IF YOU'RE GONNA BE DUMB,
YOU BETTER BE TOUGH



ABP Birthdays

| | |
|---------------|------|
| Jace Adams | 1/06 |
| Carlos Moreno | 1/06 |
| Robbie Forck | 1/07 |
| Bill Crede | 1/22 |
| Brad Finn | 1/24 |
| Liza Adrian | 1/30 |

Happy New Year everyone!! We hope all of you had a safe and enjoyable holiday season with your family and friends. Having Christmas and New Year's falling in the middle of the week made it difficult to keep your head straight regarding where to be on what days. It was like having a mini weekend between normal weekends!

With beautiful weather recently we have been enjoying a steady flow of business. ABP's fiscal year-end is January 31 and it appears that we should have a strong finish for the 2019 year. Thank you all for your continued support! 2019 was a good year for ABP and also a year that brought some major product brand changes. Probably the biggest change was with our interior door supplier of moulded and flush interior doors. We brought on LYNDEN DOORS earlier in the year and to date we have enjoyed great success with this brand. Quality improvement was our main goal when switching to Lynden and we are happy to report we have been impressed. Quality issues and lack of precision milling of these doors has been very, very rare when compared to our previous offering. At this point we could not be happier with the switch to Lynden.

Another major brand change was our move to WM Coffman Stairs. The change to Coffman was created from a change in own-

ership of our previous supplier and the consequences this created. We consider both our suppliers and our customers as partners in business. When friction is created in the supply chain it forces us to step back and take an overview of the situation. In this case, a change was necessary to protect everyone's profitability. WM Coffman has a strong history and is now run by someone with a significant stair background. We are confident this change will be beneficial to all of us. As a matter of fact, we have been told there will soon be a price reduction on all iron stair products due to the tariff situation.

A third change is ViWintech vinyl windows and doors as an addition to our brand offering. This addition has been a huge success so far. We made the move to ViWintech when another supplier weakened its partnership with ABP. We have been very pleased with ViWintech's performance and encourage you to check out their product if you have not already.

With all of these changes we are looking forward to another great year in 2020! With our continued partnerships with you we hope to prosper together! Thank you again and let's have a great year! As a reminder of many of the brands ABP offers, please view the back of this newsletter to see a glimpse of our most current product lines.



America Building Products

Serving Market Areas

Kansas City - Jefferson City

Springfield - St. Louis

Joplin - Fayetteville, AR

1 (800) 743 - 3004



A'vant
Beautiful STONE Vanities

plastpro

Endura
DOOR COMPONENT SYSTEMS

JELD-WEN
WINDOWS & DOORS

woodgrain millwork™
at home - naturally

Ellison
WINDOWS & DOORS

Enclose Existing Porches

PGI Eze-Breeze
SLIDING PANELS

EKENA
MILLWORK
URETHANE & WOOD

WM Coffman

KITCHEN COMPACT

Merillat

Lynden Door

IDP
INTERNATIONAL
DOOR PRODUCTS, INC.
K2A-Series Adjustable

VIWINTeCH
WINDOWS & DOORS

ODL

Yale

FORCE FIVE

Pre-Finishing

Koch & Co., Inc.

FrontLine
Bldg. Products
A Division of Bay Industries Inc.

Koch Cabinets

HB&G

TWP

VI Dimensions
INDUSTRIES
countertop collection

GLASS-CRAFT
DOOR COMPANY

Storm Doors by

AFCO
Columns and Railings
A Division of AFCD & MOUNTAIN, LLC

ULTRA-FLEX
MOULDING

WOODFOLD
ACCORDION DOORS

Gerkin

(12/31/19)