

The logo for ABH First Choice features the letters 'ABH' in a bold, red, sans-serif font, followed by a vertical line and the words 'First Choice' in a bold, black, sans-serif font. A blue stylized arrow graphic points upwards and to the right, positioned between the vertical line and the text.

ABH | **First Choice**

Specification-Writing, Tailored to Your Needs



WHO WE ARE ...

Asking the important questions and listening to our clients allows us to fully understand their needs. Let us assist you in achieving your design intent by delivering an accurate and thorough specification while keeping your project code compliant and meeting your deadlines. At ABH, we are your partner, and we work for YOU!



DAVID ROBEL, DHC, DHT | BUSINESS DEVELOPMENT MANAGER/SPECIFICATION WRITER

David brings 24 years of industry experience to the ABH team with the majority of that time spent in distribution. He began his career as an estimator for a local hardware distributor in Kentucky and then progressed into counter sales and project management. The last nine years of his career have been focused on sales, project negotiation, technical applications, and specification writing.



RICHARD ROYER, AHC/EHC | SPECIFICATION WRITER

Rick started in a small door hardware distributor at 16 checking in material and opening boxes to see what an exit device, coordinator, and dustproof strike really looked like. He started a new Canton, OH branch for Cleveland Vicon in 1994 leading that team while selling and managing projects until 2018. A move to Tennessee saw nearly four years of remote work while still managing projects and serving as the lead designer for access control systems.



TREVOR STEPHENS | BUSINESS DEVELOPMENT MANAGER

Trevor has over 30 Years of Industry Experience. This includes 14 years in Contract Hardware Distribution, 13 years as a Regional Sales Representative, and 10 years of working with the Business Development Team at ABH. His experience also includes; Estimating, Engineering, Inside and Outside sales.



NICK SHURBA | BUSINESS DEVELOPMENT MANAGER

Nick began his journey at ABH as a part of the customer service team. At first, he thought that his time at ABH would be short lived. His mindset changed as he saw potential and future growth opportunities at ABH. He is grateful for the opportunity to be a part of an organization that is dedicated, passionate and open to change.



BILL GARRISON | BUSINESS DEVELOPMENT MANAGER

Bill spent his early career in a variety of sales roles, predominately in the waste industry. He was introduced to the distribution world when he came on board at a family business in early 2016, where ABH was his first customer he began working with. In 2022, Bill exited the family business when a tremendous opportunity was presented to his wife and their family, uprooting from where they grew up in a suburb of Chicago and relocating to Fort Worth, TX. For the first time in his life, he didn't have a plan. But ABH did, bringing Bill into the door hardware world.



ROXY STUART | BUSINESS DEVELOPMENT MANAGER

Roxy has been in the integrated security/hardware business for the last 10 years with her most recent years spent in an architectural role working on new construction projects. She enjoys building long-term relationships with her accounts and making sure they are getting the right products specific to their projects.

... and **WHAT** makes us different!

Other manufacturers look at specifications as an opportunity to sell products and eliminate competition. The ABH approach is to provide our client with the best solution for the specific application, regardless of the manufacturer.

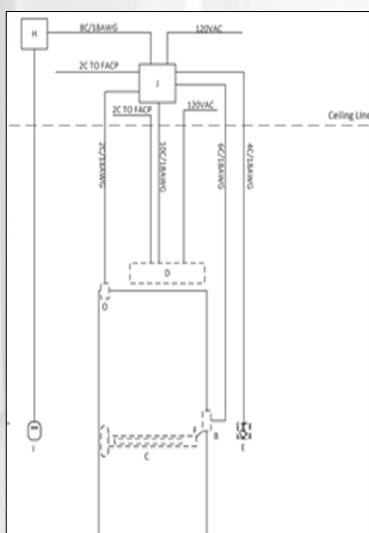
WHY

- ◆ 65 Years of combined experience specifying for a broad range of vertical markets including but not limited to: office space, education, healthcare, hospitality, assisted living, industrial, distilleries, religious, and government & municipal agencies.
- ◆ No cost service offered to architects, distributors, and facility managers.
- ◆ Specifications are written around manufacturers and products of their choosing.
- ◆ ABH utilizes Comsense to create hardware sets which can be downloaded and sent to our distributor partners for uploading into their system, saving both time and money.
- ◆ Our services include assistance with reviewing substitution requests as well as submittal review.

Distributor partners who bring specification opportunities to ABH will always be rewarded with aggressive pricing upfront to put them in an advantageous position on bid day.

TECHNICAL SERVICES RISER DIAGRAMS & POINT-TO-POINT WIRING SCHEMATICS

RISER DIAGRAMS

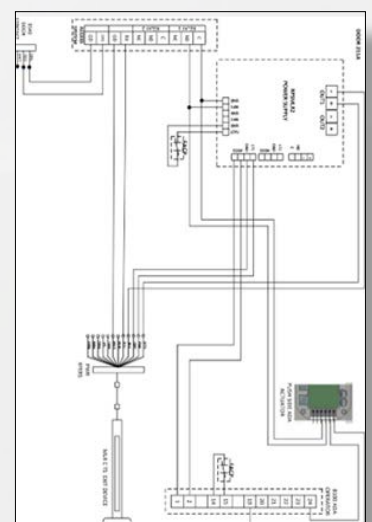


Professionally created and sent electronically so that they can be incorporated into the distributors' submittal package.

Other manufacturers will not provide point-to-point diagrams when a product being used doesn't fall under their umbrella. ABH will produce these diagrams regardless of what manufacturers and products are being used.

Competitively priced.

POINT-TO-POINT WIRING SCHEMATICS



Written Specification Projects

Adair County HS - Columbia, KY
Heaven Hill Distillery Visitors Center – Bardstown, KY
Lakes of Paducah – Paducah, KY
Louisville Metro Police Department – Louisville, KY
Danville Fire Department HQ – Danville, KY
United Parcel Service Air Park – Louisville, KY
Amazon Fulfillment Center – Jeffersonville, IN
Four Roses Distillery Visitors Center – Lawrenceburg, KY
Commonwealth Credit Union – Frankfort, KY
Tri-Arrows Office Building – Louisville, KY
US Drug Enforcement Agency Field Office – Louisville, KY
Southeast Christian Church Bullitt Campus – Mount Washington, KY
Log Still Distillery – New Haven, KY
United Autoworkers Local 502 Training Center – Louisville, KY
US Customs & Immigration Services – Louisville, KY
Dr. Digenis Plastic Surgery Offices – Louisville, KY
Eclipse Bank, New HQ – Louisville, KY
Angel's Envy Louisville Distilling – Louisville, KY
Oxmoor Dodge, Chrysler, Jeep, Ram – Louisville, KY
Fitzsimmons Office Building – Aurora, CO
Tailor Made Compounding Pharmacy – Nicholasville, KY
Wolf Street Apartments – Denver, CO
Metro Nashville Police Department SE Precinct – Nashville, TN
University of KY Hardin County Cooperative Extension – Elizabethtown, KY
Southeast Christian Church Nelson Campus – Bardstown, KY
Shardein Mechanical New Office – Elizabethtown, KY
Strong Hold Utility Metal – Louisville, KY
Shady Rays, New Corporate HQ – Shelbyville, KY
Woodford Reserve Distillery Office & Rick House – Versailles, KY
Wayne Bank – Richmond, IN

The Academy at Shawnee, Jefferson County Public Schools – Louisville, KY
Little Flock Baptist Church – Brooks, KY
Murray State University – Murray, KY
Ford Motor Company – Louisville, KY
Share Fax Credit Union – Cincinnati, OH
7 story patient tower Summa Health – Akron, OH
Barry Elementary School – Clovis, NM
Faith Heights Church – Grand Junction, CO
Riverwalk Café & Bar – Pigeon Forge, TN
Childrens Village – Battle Ground, WA
215 Detroit Mixed Use & Residences – Denver, CO
Lakeland Apartments – Santa Fe Springs, CA
Tacom Tower – Tacoma, WA
Hart Treatment Center – Canton, OH
Lakeland Apartments – Norfolk, VA
Airport Gateway North & South – Austin, TX
6036 Variel Multi-Family – Los Angeles, CA
The Bridge – Meridian, ID
Nafex Way Development – Fort Worth, TX
Three Weavers – GRDN – Inglewood, CA
Park Palazzo – Baldwin Park, CA
Pro Football Hall of Fame Village Waterpark – Canton, OH
Constellation Center for Excellence at Hall of Fame Village – Canton, OH
Iolani High School Residence Hall – Honolulu, HI
Kent State University at Stark Science & Nursing – North Canton, OH
Berea – Midpark High School – Berea, OH
Akron Canton Airport Gate Replacement – Green, OH
Northwest Local Schools High, Middle and Elementary Campus – Canal Fulton, OH
Cloverleaf High School – Lodi, OH

Forms To Fill Out

ABH | FCBP SPECIFICATION REGISTRATION FORM – Please find forms at abhmfg.com/literature



ABH | FCBP SPECIFICATION SUMMARY FORM – Please find forms at abhmfg.com/literature



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