

DOING BUSINESS WITH RUGBY!



Supplier Handbook

QUICK LINKS | CLICK ON BUTTONS BELOW FOR IMMEDIATE ACCESS

<p>ABOUT US</p>	<p>DISTRIBUTION GROUP</p>	<p>DOOR AND WINDOW GROUP</p>	<p>PRODUCT CATEGORY MGMT</p>
	<ul style="list-style-type: none"> Mountain and Pacific Northwest Region Southwest Region Central Region Northeast Region Southeast Region 	<p>Midwest Region</p> 	<ul style="list-style-type: none"> CORPORATE ACCOUNTS PAYABLE RUGBY MAP AND LOCATIONS

ABOUT US

A full-line wholesale distributor of specialty building products with roots going back to 1871. Its primary business is the wholesale distribution of non-structural and largely decorative architectural grade building products. Our customers produce end-products for diverse markets including commercial, industrial, retail, residential and institutional markets.

Headquartered in Concord, NH, with over \$400 million in annual revenues, the company's 700 employees serve over 30,000 customers across the United States. The geographic footprint covers 41 states, 35 facilities, a fleet of over 100 trucks, and a sales force of 170 sales professionals.

To efficiently serve its diverse markets, Rugby has two channels to market:

1. The Distribution Group: 31 Regional Distribution Centers place large diverse material inventories close to its customers across the nation. The product offering varies by region but generally includes: TFL, hardwood plywood, composite panels, solid surface materials, countertops, high-pressure laminate, hardwood lumber, cabinet hardware, mouldings and industrial wood coatings. To meet the specialized needs of the local customer base many locations offer value-added support services that includes: Pre-hanging of interior and exterior doors and windows, post-form countertop fabrication, laminated panels, custom hardwood moulding, hardwood lumber ripping and facing.
2. The Door and Window Group: 4 Door Window and Millwork facilities provide fabrication and pre-hanging services of interior and exterior doors and windows. These facilities distribute a wide range of accessories for the door and window industry.



DISTRIBUTION GROUP

MOUNTAIN AND PACIFIC NORTHWEST REGION

Regional Manager

Purchasing Manager, *Doors and Millwork*

Edward Martin

Kristen Tate

801-381-1299

801-428-3152

emartin@rugbyabp.com

ktate@rugbyabp.com

Regional Distribution Centers

- **BOISE** Cal Emerson 208-336-3911 cemerson@rugbyabp.com | 12040 W Executive Drive, ID, 83713
- **DENVER** Tony Williams 303-296-7260 twilliams@rugbyabp.com | 4744 Forest Street, Ste A, CO, 80216
- **LAS VEGAS** Bob Franke 702-248-0050 bfranke@rugbyabp.com | 4545 W Diablo, Suite B, NV, 89118
- **SALT LAKE CITY** Trace Cunningham 801-972-9393 tcunningham@rugbyabp.com | 2850 South 900 West, Ste C, UT, 84119
- **WILSONVILLE** Randy McComas 503-692-3322 rmccomas@rugbyabp.com | 29899 SW Boones Ferry Rd, Ste 300, OR, 97070

SOUTHWEST REGION

Regional Manager

Mark Donimari

602-350-0141

mdonimari@rugbyabp.com

Regional Distribution Centers

- **ALBUQUERQUE** Steve Kitts 505-924-2270 skitts@rugbyabp.com | 1050 18th St NW, NM, 87104
- **AMARILLO** David Danley 806-352-2382 ddanley@rugbyabp.com | 7108 A Canyon Drive, TX, 79109
- **LOS ANGELES** Ty Hindman 909-466-7315 thindman@rugbyabp.com | 6330 Providence Way, CA, 92880
- **PHOENIX** Mark Donimari 602-252-3696 mdonimari@rugbyabp.com | 4802 W Polk St, Suite 160, AZ, 85043

CENTRAL REGION

Regional Manager

Purchasing Manager

Tommy Heard

Alex Merrick

214-718-1311

214-638-5164

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amerrick@rugbyabp.com

Regional Distribution Centers

- **DALLAS** Allan Adams 214-638-5161 aadams@rugbyabp.com | 9203 Chancellor Row, TX, 75247
- **HOUSTON** Derek Martin 713-692-3388 dmartin@rugbyabp.com | 599 Garden Oaks Blvd, TX, 77018
- **SAN ANTONIO** Carol Dubose 210-657-5944 cdubose@rugbyabp.com | 4201 Director Drive, TX, 78219

DISTRIBUTION GROUP

NORTHEAST REGION

Regional Manager

Product Manager, *Wood Products*

Pam Robertson

Phil Honerkamp

508-958-5181

516-582-4775

probertson@rugbyabp.com

phonerkamp@rugbyabp.com

Regional Distribution Centers

- **BLAKESLEE** Bill Yackiel 570-994-6092 byackiel@rugbyabp.com | 196 Commercial Blvd, PA, 18610
- **BOSTON METRO** Pam Robertson 508-731-2671 probertson@rugbyabp.com | 60 Evans Drive, MA ,02072
- **BRONX** William Ruiz 917-795-2498 ruiz@rugbayabp.com | 500 Oak Point Ave, NY, 10474
- **DEER PARK (LONG ISLAND)** Frank Notarfrancesco 631-522-9240 fnoto@rugbyabp.com | 20 Evergreen Place Park NY, 11729
- **MOONACHIE** Chip Trautwein 201-807-9701 ctrautwein@rugbyabp.com | 60 Joseph St, NJ, 07074

SOUTHEAST REGION

Regional Manager

Purchasing Manager, *Wood Products*

Purchasing Manager, *Other Than Wood*

Director of Sales and Marketing

Brian Eason

Earl Clifton

Troy Mason

Terry Miller

336-516-4336

404-400-3953

470-222-1320

404-353-1849

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eclifton@rugbyabp.com

tmason@rugbyabp.com

tmiller@rugbyabp.com

Regional Distribution Centers

- **ATLANTA** Jim Trusiani 470-322-0966 jtrusiani@rugbyabp.com | 330 Patton Drive Sw, GA, 30336
- **BIRMINGHAM** Terry Miller 404-353-1849 tmiller@rugbyabp.com | 7198 County Road 51, AI, 35045
- **CHARLOTTE** Robert Martin 704-494-0703 rmartin@rugbyabp.com | 2201 Interstate North Dr. Suite A, NC, 28206
- **CHATTANOOGA** Ward Wilson 423-332-1377 wwilson@rugbyabp.com | 109 Industrial Park Drive, TN, 37379
- **COLUMBUS** Vickie Wiggins 706-565-5337 vwiggins@rugbyabp.com | 6105 Coca Cola Blvd, GA, 31909
- **KERNERSVILLE** Robert Martin 704-494-0703 rmartin@rugbyabp.com | 637 Graves St, NC, 27284
- **ROANOKE** Jason Bruce 540-857-0425 jbruce@rugbyabp.com | 7742 Enon Drive, VA, 24019
- **SAVANNAH** Todd Johnson 912-965-1061 tjohnson@rugbyabp.com | 165 Knowlton Way Suite 111, GA, 31407
- **TAMPA** Greg Derden 813-888-6824 gderden@rugbyabp.com | 7010 Benjamin Rd Suite 100, FL, 33634
- **WILMINGTON** Lee Elliott 910-794-7225 lelliott@rugbyabp.com | 3002 Corporate Drive, NC, 28405

DOOR AND WINDOW GROUP

MIDWEST REGION

Regional Manager

Rod Beason 913-544-3007 rbeason@pamudo.com

Regional Distribution Centers

PACIFIC MUTUAL DOOR: KANSAS CITY

General Manager
Branch Manager

Brian North 816-531-0161 bnorth@pamudo.com | 1525 W. 31st Street, Kansas City, MO, 64108
Sandra Modlin 816-945-9458 sandram@pamudo.com

OLATHE MILLWORK: LENEXA

General Manager
Branch Manager

Brian North 913-738-8074 bnorth@pamudo.com | 13901 W. 101st Street, Lenexa, KS, 66215
Todd Carlson 913-738-8077 tcarlson@pamudo.com

WARREN BROTHERS: NASHVILLE

Branch Manager

Greg Gatlin 615-885-0355 ggatlin@warrenbros.com | 700 Massman Drive, Nashville, TN, 37210

RIVER CITY MILLWORK: ROCKFORD

Branch Manager

Tim Zumbro 815-965-9439 tzumbro@rivercitymillwork.com | 200 Quaker Road, Rockford, IL 61104



PRODUCT CATEGORY MANAGEMENT

National Sales Manager, Solid Surfacing

Ken Lowthian

310-614-4715

klowthian@rugbyabp.com

National Sales Manager, *Doors and Millwork*

Edward Martin

801-381-1299

emartin@rugbyabp.com

CORPORATE

President

Drew Dickinson

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Director of Purchasing

Max Billington

817-845-5115

mbillington@rugbyabp.com

Director of Human Resources

Kathi Doucet

603-716-7544

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Accounts Payable Manager

Zach Youssef

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Director of Marketing

Gordon Clough

647 504 3467

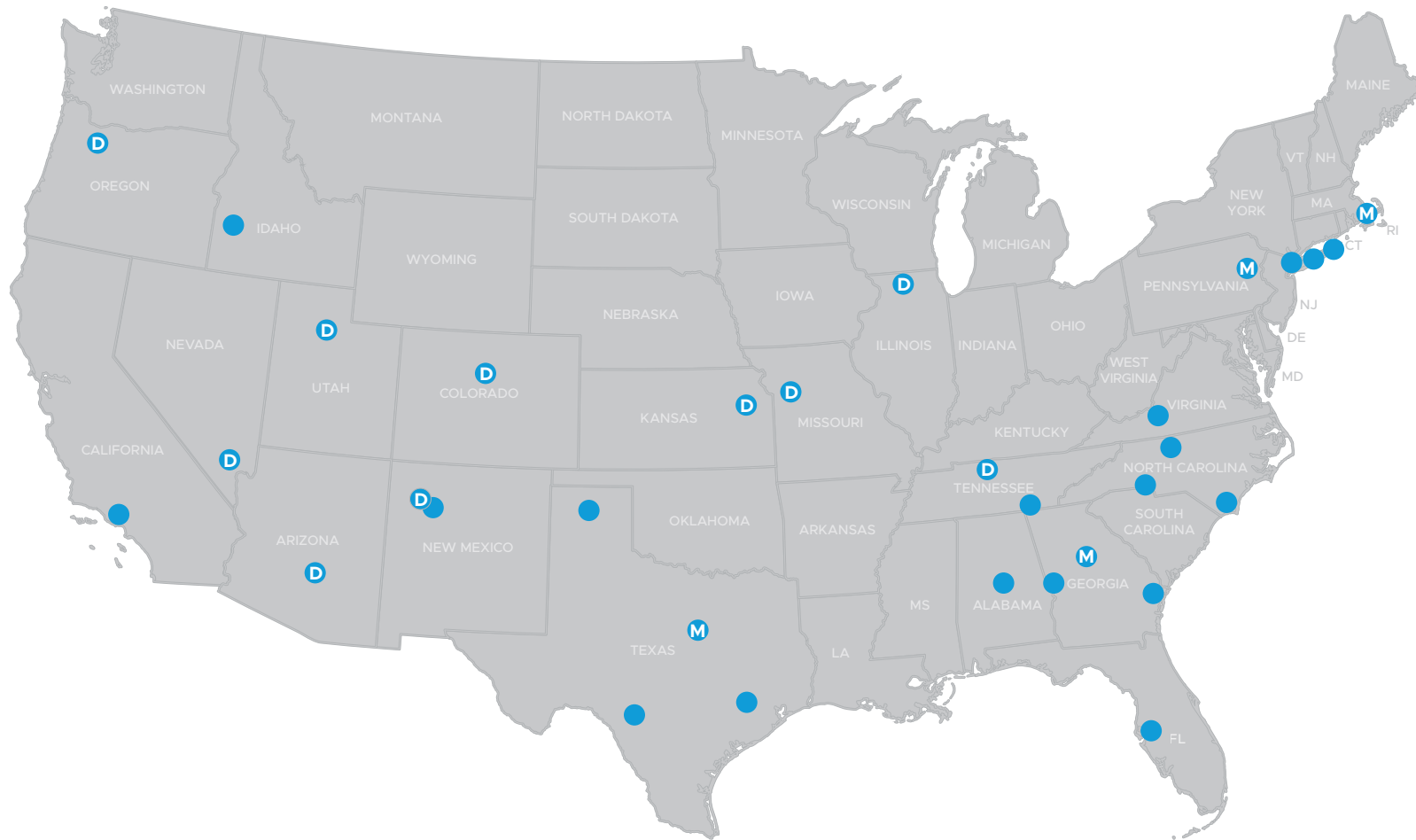
gordclough@rugbyabp.com

ACCOUNTS PAYABLE

Attach PDF of Invoice and Email To: accountspayable@rugbyabp.com

Doing this will get you paid more promptly and accurately. We use intelligent datacapture software which reads and processes attachments, but not links.





31 LOCATIONS

D DOOR MANUFACTURING

M MOULDING AND MILLWORK MANUFACTURING

- SOUTHEAST REGION**
- ATLANTA, GA **M**
 - BIRMINGHAM, AL
 - CHARLOTTE, NC
 - CHATTANOOGA, TN
 - COLUMBUS, GA
 - KERNERSVILLE, NC
 - ROANOKE, VA
 - SAVANNAH, GA
 - TAMPA, FL
 - WILMINGTON, NC

- NORTHEAST REGION**
- BLAKESLEE, PA **M**
 - BOSTON - STOUGHTON, MA **M**
 - BRONX, NY
 - LONG ISLAND, NY
 - MOONACHIE, NJ

- MOUNTAIN PACIFIC REGION**
- BOISE, ID
 - DENVER, CO **D**
 - LAS VEGAS, NV **D M**
 - PORTLAND, OR **D**
 - SALT LAKE CITY, UT **D**

- MIDWEST REGION**
- KANSAS CITY, MO **D**
 - NASHVILLE, TN **D**
 - OLATHE, KS **D**
 - ROCKFORD, IL **D**

- SOUTHWEST REGION**
- ALBUQUERQUE, NM **D**
 - AMARILLO, TX
 - LOS ANGELES, CA
 - PHOENIX, AZ **D**

- CENTRAL REGION**
- DALLAS, TX **M**
 - HOUSTON, TX
 - SAN ANTONIO, TX