



DOOR COMPONENTS, INC.

A Service Company That Manufactures Doors and Frames

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As a fellow company President, I share our responsibility to profitably grow our businesses and create a team of high performance, aligned employees. At Door Components, Inc. we have been fortunate to team with the business advisory firm of American Business Concepts.

The progress Door Components has made over the past year is due in part to the spirit of cooperation that exists between our employees and the ABC advisors. Unlike typical consulting firms that hand you a report, the ABC team works as an "extra pair of hands" along side our employees and plays a large role in developing plans, organizing approaches and helping speed implementation. Here are some of the key issues they have helped up solve and implement:

- Customers
 - Conducted key customer survey to understand how they measure success; their needs, wants and expectations from top tier suppliers
 - Survey helped strengthen our value proposition and competitive advantage
 - Annual Operating Plan is now integrated with our Sales/Account Plan
 - Strategies and 90 day objectives have been developed for our key customers
 - A method to implement price increases was developed and effectively used

- Operational Processes and Systems
 - Developed and helped us implement a strategy to grow to \$25 MM
 - Identified key bottlenecks in the production process and developed system to track and take corrective action against redundant manufacturing cost
 - Brought our on-time orders to 97 percent in 2005 from 40 percent in 2004
 - Reduced our order processing time for 2 key people by 6 hours a day, thereby freeing their time to work critical business issues

- Staff Development
 - Implemented a simple performance review system to identify internal leaders
 - Developed a hiring process to weed out candidates who don't fit the culture
 - Used a Leadership assessment tool to build alignment and teamwork

A key ingredient of what makes ABC so unique is that each advisor has the background and understanding of what it takes to succeed in every corner of a business: finance and information systems; marketing and sales, organizational development and leadership, plus production, operations and quality systems. In the race to push your business forward and create customer value on a daily basis, the ABC team will become a key part of your success. I know you will enjoy working with them.

Sincerely

Bob Briggs, Jr.
President