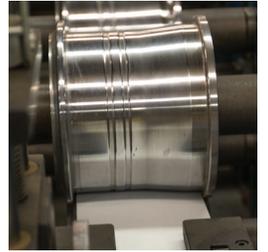


# FLAMCO



CORPORATE PROFILE



FIRE  
EXTINGUISHER  
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## OUR HISTORY

For more than 90 years, Florida Metal Products has been manufacturing quality products with value and integrity. What started in 1923 as a manufacturer of metal cup and gutter products for the turpentine industry has evolved into Flamco, a dependable leader in the metal building products industry. Insightful and visionary, four generations of the Jones Family have grown Flamco to where it is today. Nearly a century since its inception, changes in the industry and developments in technology have also contributed to Flamco's transformation into the company it is now, offering thousands of products to meet our customers' needs.

**1923**

Lee Jones I discovers that controlling the temperature of a still results in a better quality turpentine. He begins to rent temperature controlling equipment to other distillers, and goes on to manufacture the cups and gutters used to collect the sap from the trees.

**1939**

Flamco begins manufacturing building products and contract manufacturing so as not to lose their steel ration during WWII. After the war, synthetic products reduce the need for turpentine and rosin.

**1971**

Flamco acquires Ames Building Products

**1994**

Flamco acquires Billy-Penn

**2002**

Flamco acquires Fabwel in Waco, TX

**2011**

Flamco expands distribution to Kansas City, Denver and Springfield

**2012**

Flamco expands manufacturing to include lath and drywall products

**2013**

Flamco expands manufacturing to Chicago

*Left: Our manufacturing facility in Jacksonville, Florida.*

*Above: A turpentine distillery and a turpentine cup and gutter system.*

**FLAMCO**



## WHAT WE DO

Flamco is a building products manufacturer with deep-rooted values in quality and integrity. For almost 100 years we've been a reliable resource for businesses in search of the right product for the job. By virtue of our vast product lines, Flamco addresses regional market needs with specific product and top-notch service. All of this is rounded out with nationwide distribution of quality metal building products, all made by Flamco, all made in the USA.

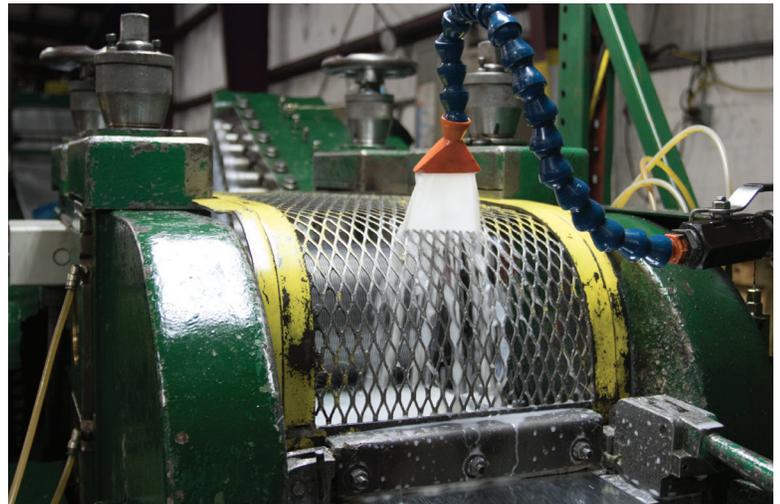
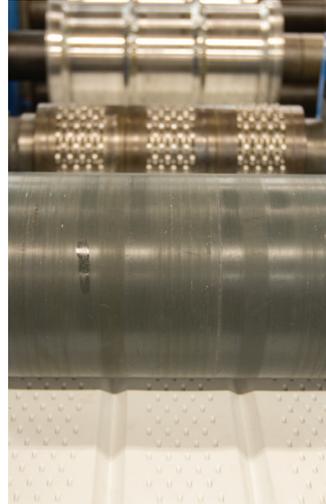
Looking to the future, Flamco will continue to meet the demands of our customers by further investing in technology and logistics, and by keeping a close eye on industry trends. Expanding our manufacturing facilities as well as our product lines will help us increase our operational performance, improve the quality of what we manufacture as well as how we can best distribute our essential products.

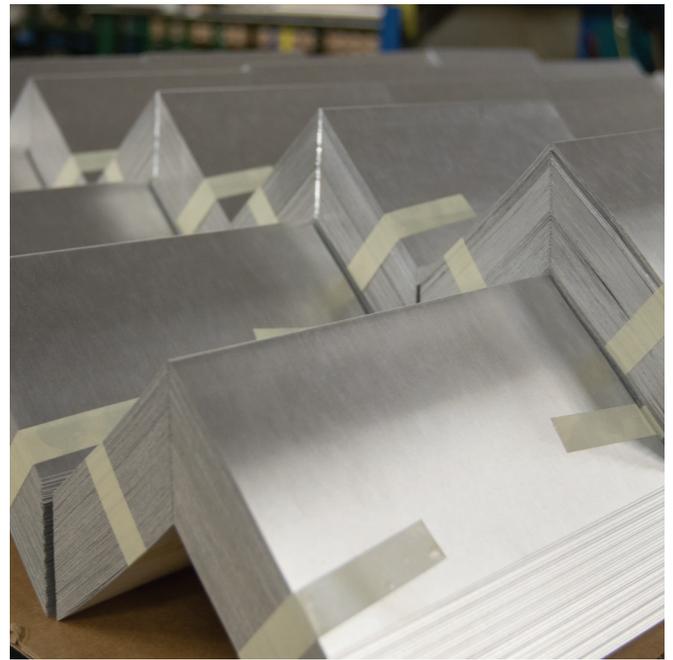
# MANUFACTURING

Flamco operates three strategically-located facilities throughout the United States. State-of-the-art plants in Florida, Texas and Illinois manufacture regionally-specific residential building products, enabling us to meet the individual and unique product requirements of the different markets we serve.

Flamco stands behind the quality of each and every product we manufacture, and maintaining this high standard throughout all of our plants is of great importance to us. The reliability of our equipment, coupled with a superior quality product, are a large part of our commitment to our customers. Additionally, our operations and facilities provide the essential flexibility to optimize production to meet shifting market demands in the different regions we serve. Versatile by nature, we also have the ability to produce custom materials based on regional needs. In other words, our operations are built around our customers' requirements.

Our Jacksonville, Florida, Waco, Texas and Chicago, Illinois plants not only manufacture for each market but carry inventory for direct shipments to our distributor network, as well as support for our three strategically located distribution centers (in Springfield MO, Kansas City KS and Denver CO). These facilities help promote sustainable growth and the geographic expansion of our national footprint.





## DISTRIBUTION

Flamco's full line of accessories and components for the roofing and siding markets establishes us as a premier single source for residential building products nationwide. Widely available through roofing and building material distributors across the country, we deliver quality products with exceptional customer service when and where they are needed.

Operating three strategically-positioned distribution centers in Denver CO, Kansas City KS and Springfield MO, we're able to promptly service all of our customers on a regularly scheduled basis. With a thorough understanding of our trade distributor partners' businesses and service requirements, we can provide reduced lead times, increased turns, and as a result, a decrease in working capital requirements.

But it's not just about getting our distributors what they need at that moment...it's about the ability to address the ongoing needs of the different markets we serve. Our distribution is scalable so that when we need to add product to different markets, we're able to do so seamlessly, with no disruption to our existing network. For this reason, we will continue to be proactive in our regional and national distribution expansion.





## SERVICE PLATFORM

Streamlined and knowledgeable, our processes are simple yet efficient at Flamco. With an experienced team well-versed in the residential building and siding products industry, we're set up to respond and react quickly to inquiries, requests, and orders.

Flamco's commitment to service also includes an accomplished team of product specialists. Based on their deep product and market knowledge, our product specialists can be called upon to make recommendations for your business, in effect, helping to build your inventory plan.

We like to work in ways that make things better for our customers, and that means consistent and prompt delivery by our own fleet of trucks. If it's cost-effective to contract a delivery, we'll do that too. Custom packaging and custom orders are also utilized as necessary to ensure dependable efficiency across the board.

What does Flamco stand for? World class manufacturing and product quality. An extensive product catalogue and efficient service platform. A broad network of distribution. All backed by knowledgeable product specialists and a seasoned support team. This is Flamco's commitment to providing excellent products and first-class customer service.



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