

ADAMS BROS. CABINETS, INC.



PURSUING EXCELLENCE IN THOUGHT & SKILL

by Christopher Cussat

WHAT BEGAN AS A SMALL OPERATION IN a hog barn in Dayton, OH, has grown into a thriving, Florida-based company that is a leader in environmental consciousness. Adams Bros. Cabinetry, Inc. (ABC) was founded by Joel and Dan Adams in 1978. Today, Ethan Adams, ABC's vice president of operations, continues the tradition his father and uncle began, while also helping to expand and upgrade the corporation's procedures to include numerous green practices.

A full-service, architectural millwork and casework company, ABC specializes in commercial construction. Adams

explains, "Our typical products include plastic laminate and wood-veneer cabinetry, along with high-end furniture items such as reception desks, display cases, and bars." ABC also recently expanded its capabilities by adding a solid-surface countertop production facility.

Adams believes that ABC's manufacturing diversity better suits its clients and offers them a complete, one-stop shop. "This wide range of capabilities allows our customers to contract a large portion of related items from one provider." ABC works with general contractors

Above: Gold Coast Eagle Distributing Facility, Sarasota, FL.

ADAMS BROS.
CABINETS, INC.

ADAMS BROS. CABINETS, INC.
AT A GLANCE

LOCATION: Punta Gorda, FL

AREA OF SPECIALTY:

Architectural millwork and casework for commercial construction

ANNUAL SALES: \$15 million

SALES GROWTH IN LAST YEAR:
\$3 million

EMPLOYEES: 99

EMPLOYEE GROWTH IN
LAST YEAR: 15%

and designers on projects such as hospitals, banks, country clubs, schools, office buildings, and courthouses.

In addition to diverse product offerings, ABC is also very environmentally conscious. "Our main involvement with green practices to date is related to our work on LEED-certified projects. We have successfully completed over five LEED projects throughout the past year, making us their primary casework provider," reports Adams.

Adams is excited about ABC implementing two sustainable advancements that are specifically related to its industry. He explains, "We are completing the process to become Forest Stewardship

Council (FSC) Chain of Custody Certified." The FSC is committed to maintaining forests according to green practices, such as continuously replanting trees once existing ones are cut down. "As a result," adds Adams, "this FSC certification will allow us to increase the green-friendliness of our LEED projects." Moreover, ABC plans to construct an alternative-energy-powered facility that encompasses eco-friendly products.

ABC is dedicated to further educating its employees about sustainability. In fact, one of its senior project managers and estimators will soon be taking the LEED AP Certification exam. Adams notes, "After receiving these certifications, they will guide ABC towards a better understanding of LEED requirements and determine how our company can increase the number of LEED construction projects throughout Florida."

As the specialized and primary casework manufacturer for LEED-certified projects, ABC has a significant advantage in its local market. Adams adds, "As LEED certification continues to gain popularity, it will become increasingly important that we are equipped to handle the changes that this will bring. It's exciting for us to be involved in these types of projects, as it allows us to do our part to be a socially responsible corporation."

Adams believes ABC's competitive edge stems from committed partnership with its customers to achieve a shared goal. "We want to solve their problems, be their ally, and be one less subcontractor that they have to worry about." He notes that ABC's quick turnaround time, and dedication to maintaining the highest-quality standards of workmanship, allow it to successfully meet its customers' scheduling demands, while simultaneously gaining their trust. "This commit-



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Ethan Adams, Vice President

ment is best illustrated by our Premium Grade Quality Certification through the Architectural Woodwork Institute—an honor given to only a select few case-work companies throughout the state.”

Adams also offers sincere accolades for ABC’s skilled employees. “It takes a strong team to produce the amount of work we produce, at the quality we expect, within the time that is demanded of us. Our people make it happen day in and day out—they have been at the heart of our success,” Adams shares.

Future goals of ABC include opening project-management and installation offices throughout the southeastern United States, and building a LEED-certified headquarters near its current location. Says Adams, “Our new headquarters will allow us to increase our production capacity and meet the growing needs of our existing and new customers.”

In the end, Adams trusts that ABC’s great accomplishments are directly related to how it treats its customers.

“Never say no to the customer. As the old saying goes, ‘The customer is always right,’ and we answer their requests regardless of how difficult or challenging they may be.” He concludes that this high standard of customer service must be practiced and repeated constantly.

“You have to earn your wings everyday and although it is cliché—honesty is the best policy. Telling the truth leads to a sense of trust, which is undoubtedly required for a successful relationship.” GBQ



Above, opposite page: Naples Yacht Club, Naples, FL.