



Your Geosource Distributor

AND



# The Geosource Update

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## ASP Fenton Announces New Exciting Changes for 2011



ASP Enterprises is pleased to announce the expansion of the St. Louis (Fenton) operation. We are moving all operations and offices from our Northwest Blvd. address to our new building at 1099 Cassens Industrial Ct. It is the location of the former Mattingly Lumber facility in Fenton. The phone numbers remain the same and the new address becomes effective April 18th, 2011. We are excited to have a more spacious warehouse. It allows us to stock larger quantities of materials to

better serve our customers and additionally it will be critical in the success of our new business segment: The "Hardscapes Business". After a great deal of research and planning, we approached manufacturers: Belgard Hardscapes, Rockwood and Anchor and became stocking distributors for each.

Over the course of the next few years, our long term plan is to be the full service supplier for the landscaper including Hardscapes, accessories, lighting, and much more. We definitely have the space to become the single source for all your Geo-based solutions, your Stormwater-based solutions and now your Landscape and Hardscape based solutions. Our tagline has always been "Your Geosource Distributor" and now in St. Louis and Des Moines we are:

### "Your Hardscapes Distributor"

Other exciting changes in St. Louis include the hiring of some key people to our team to better serve you-especially in the Hardscape business. Back in November, Guy Litteken re-joined our team and we are excited he is back putting a smile on everyone's face with his enthusiasm and drive. Now in March, we hired 4 new people. First, we hired a replacement for Angie and she is Tamie Judkins. Then we hired Mark Pashia to fill the position of 2nd Inside Salesman. Mark will focus on Hardscapes and will be able to answer questions and assist with all of your requests. Then we hired Cory Cole as an additional driver and we are glad he is here to help out Billy and Tommy. Finally, we hired Royce Michaels as an Outside Salesman. Royce comes to us with years of experience and will focus on Hardscape sales. He will help us capture that business with his knowledge and we welcome the landscape and hardscape contractors to our company.

A lot of change for a company that has had the same people in it for a long time but they are changes that will help us service our customers better and become an even better partner to all of our customers. Please welcome all of our new faces!!

## ASP Enterprises & Quick Supply Co. Locations:

### Corporate Office:

1099 Cassens Ind. Ct.  
Fenton, MO 63026  
Phone: 636-343-4357  
Toll-free: 800-869-9600  
Fax: 636-343-4723

### Kansas City Office:

109 NW Victoria Drive  
Lee's Summit, MO 64086  
Phone: 816-554-1191  
Toll-free: 800-519-2304  
Fax: 816-554-2262

### Omaha Office:

15263 Cooper Street  
Omaha, NE 68138  
Phone: 402-861-8579  
Toll-Free: 877-678-8027  
Fax: 402-861-8592

### Quick Supply- Des

#### Moines:

6620 NW Toni  
Des Moines, IA 50313  
Phone: 515-289-1271  
Toll-Free: 800-362-2245  
Fax: 515-289-1272

### Wichita Warehouse:

5755 S. Hoover Rd #5  
Wichita, KS 67215  
(316) 393-1554

## The Editor's Viewpoint-Change

By Don Thieman, CPESC, LEED GA

We are experiencing some significant improvements in our St. Louis (Fenton) branch but also change is prevalent in our industry across the region. Long-standing businesses are closing their doors while new businesses are forming from nothing. Out of town companies are bidding and winning local projects and we are scratching our heads wondering- how? "These Times They are a Changin'" was an album, yes, that was a large disc we used to play music on, that was written by Bob Dylan nearly 47 years ago. Change happened back then as it is happening now-albeit maybe not quite as quickly as it is today.

As W. Edwards Deming wrote: "It is not necessary to change. Survival is not mandatory". We feel we are doing what we need to survive and thrive because for us, "Survival is mandatory". What are you doing to change into an organization that will Survive and Thrive? It beats the alternative!!

