

# The ABP Update

## Ending 2017...Looking Forward to 2018

### Why we must not let newspapers die....



<b>ABP Birthdays</b>	
Steve Eberting	12/08
James Harvey	12/12
Rich Buschjost	12/24

We can't believe that it is already December! Seems like we say that every year but it does seem to sneak up on us. We hope all of you enjoyed a safe and gratifying Thanksgiving.

The news lately has been rather disturbing but most of us are not surprised at the recent revelations. The REAL surprise is the fact that action is being taken to rid companies of this unacceptable behavior. Unfortunately our government is not following suit. Our so called servants of the people seem to think that they are immune to consequences for their actions. Maybe this is all part of draining a swamp that appears to be very deep? Hopefully a new era of moral behavior is developing.

In recent newsletters we have been apologizing for the unacceptable lead times for Jeld-Wen's vinyl windows. We can now say that the storm is passing and lead times are back to a more reasonable four weeks. This is not great but much better than 10 to 12 weeks. We've been told that lessons have been learned to keep this from happening again. We will continue to keep you updated.

Jeld-wen has informed us that the new Architectural Series fiberglass doors are now in stock in Grinnell, Iowa. This is a product line in development so they are not yet providing pricing or lead time. New displays will soon be offered to show off these beautiful doors. We expect the Architectural Series to be a great addition to the already broad fiber-

glass door offering from Jeld-Wen.

On the interior side, we would like to get some feedback on your needs regarding pine stile and rail door designs. Our southern market has a huge demand for knotty pine two panel arch doors but our northern market does not. Are there other designs in planked, raised panel or flat panel that you see demand for? Please give some feedback to your sales representative or call Jim Harvey at the ABP office. We want to be sure that we have the products you need!

The curtains have not gone up yet but hopefully by the end of the first quarter 2018 we will have the new Kitchen Kompact white shaker cabinet in stock. The new design will be displayed at the National Home Builder's show in Orlando next month. If you are going to the show, please stop by the Kitchen Kompact booth to check it out!

LJ Smith Stair Systems is introducing some new contemporary iron baluster options in the first quarter. Please check out the back of this newsletter to view them. They are special order now but if the feedback is what we hope, we may be stocking in the near future. For now, please allow special order lead times.

Thanks as always for your continued support! We have enjoyed a good year in 2017 and we want to end it strong. Your support is the only way that can happen. Have a wonderful holiday!

Merry Christmas & Happy New Year!

L.J. Smith introduces our Contempo Iron Baluster Collection. This new collection can be used in multiple home designs such as Contemporary, Retro, Modern, Craftsman, etc.—these styles are multifunctional with their straight lines and open spaces. Pair this collection with our deep offering of newel posts to create multiple looks. Available in Low Sheen Black and Matte Nickel.



**LIH-HOL166144**  
 $\frac{1}{2}$ " x  $2\frac{1}{2}$ " x 44"



**LIH-HOL166244**  
 $\frac{1}{2}$ " x  $3\frac{1}{4}$ " x 44"

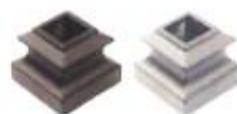


**LIH-HOL166344**  
 $\frac{1}{2}$ " x  $3\frac{1}{4}$ " x 44"



**LIH-HOLPLA44**  
 $\frac{1}{2}$ " x 44"

\* Available in the finishes shown below. Specify finish code when ordering.



**LI-ALM06**  
 With Set Screw  
 Aluminum



**LI-ALPSH02**  
 With Set Screw  
 Aluminum

