

The ABP Update

Watch Out For Price Updates!

Joke of the Month

An elderly couple had dinner at another couple's house, and after eating, the wives left the table and went into the kitchen. The two gentlemen were talking, and one said, 'Last night we went out to a new restaurant and it was really great I would recommend it very highly.' The other man said, 'What is the name of the restaurant?' The first man thought and thought and finally said, 'What's the name of that flower you give to someone you love? You know, the one that's red and has thorns' 'Do you mean a rose?' 'Yes, that's the one,' replied the man. He then turned towards the kitchen and yelled, 'Rose, what's the name of that restaurant we went to last night?'

ABP Birthdays

Charlie Fick	9/01
Dave Johnson	9/08
Darren Scheppers	9/08
Andrew Verhoff	9/11
Gina Troesser	9/16
Justin Falter	9/22

August ended cool and wet. Very unusual to say the least but we certainly aren't complaining. We needed a break from the heat.

Business is still steady but perhaps a little slower with summer winding down and school starting. It seems that this happens in most years around this time. We still feel that the year will end strong.

The tariffs are affecting costs of products. Several of our suppliers have announced that they will be increasing prices in some fashion. It may be a combination of line item surcharges and/or a simple price increase. Both have been mentioned as possibilities. Jeld-Wen had already announced a price increase several months ago but delayed it until September 1 so a 6% increase from Jeld-Wen is in effect immediately. ODL has announced a surcharge on certain line items beginning September 16 and a 4.5% price increase taking effect in November. LJ Smith Stair Systems will have a 25% price increase in September on iron balusters that are coming from China. Woodgrain also has an increase but it varies from product to product as far as the amount. As you can see we are in the middle of a dilemma that we

cannot do anything about and have no idea what the eventual result will be. The idea of addressing fair trade is way past due and we applaud the effort to fix it but it will not be easy. Let us just hope it does not kill the economy. Please be very careful covering your tracks when quoting. Prices could change with little or even no notice in some cases.

Other industry news includes the announced sale of Silverline vinyl windows by Andersen Windows. A holding company that owns both Atrium and PlyGem have announced the purchase of Silverline from Andersen. It will be interesting to see the industry ramifications of that transaction in the future.

On a high note, ABP has taken on a promotional fiberglass entry door product that is more than competitive. There are three designs, three colors and one size and they are prefinished and ready to install making this a turnkey product line. The quality and look will pleasantly surprise you and the price will shock you! Don't miss out on this value as the availability could be limited by the tariff situation. See more details on the back of this newsletter. Thank you for your time and your business! Have a great September!



FM200PP

Slab Size:
35-1/2" x 78-1/2"

Unit Size:
37-1/4" x 81"

\$535.00



FO301A

Slab Size:
35-1/2" x 78-1/2"

Unit Size:
37-1/4" x 81"

\$680.00



FM300A

Slab Size:
35-1/2" x 78-1/2"

Unit Size:
37-1/4" x 81"

\$535.00



Pre-Hung, prefinished door unit, 4-9/16" Composite Jamb With Brickmould, Double Bore, Heavy Duty Ball Bearing Hinges, Composite Adjustable Bronze Sill, *Colors may vary from printed material—see actual color chips

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