

# The ABP Update

## Beware of Tariffs and Price Increases

We do not like to keep bringing up prices but the market has been overwhelmed with multiple price increases and tariffs that are making it almost impossible to figure any kind of accurate long range quotes. Given that, please be very careful when quoting anything. We have tried to give extended protection for increases but we cannot guarantee much of anything right now. Freight charges, interest rates, tariffs and fuel costs are all very volatile and changes will happen in many cases without much notice. Please share these issues with your customers in hopes that they plan accordingly and do not get hit with unplanned price increases.

October ended strong for us and having 23 work days did not hurt. Orders entered were even better so we are very encouraged heading into winter but of course we cannot predict the weather.

Product news includes the addition of several new finishes from Merillat as well as the addition of some new doors styles. The new offerings are now available so contact any of our three cabinet specialists for more details. Gina, Wes and Jace are always eager to help you with your cabinet needs.

VT Industries has communicated with us that our quartz and granite prices for vanity tops are safe for now because of their large investment in inventory. However quartz and granite prices for kitchen projects are going through the roof at this time so

laminare tops might see an increase in interest driven by the high cost of quartz and granite.

As a reminder we want to reiterate the fact that ABP/Jeld-Wen has one of the very few offerings of flat panel steel entry doors in three designs: one panel, two panel and three panel Craftsman. ABP has all three in stock in Jefferson City. See your E-catalog for pricing or check with your sales rep.

Staying with Jeld-Wen, we also want to remind you of the latest offering in prefinished molded hard-board doors called the Woodview Collection. Jeld-Wen has developed the next level of interior doors combining the durability of molded doors and artistry of hand-brushed finishing techniques to create the Woodview Collection. The illusion of real wood emanates through the rich, two-tone color process that makes each door unique and visually stunning. The Woodview Collection is available on a special order basis with an approximate lead time of four weeks. Four colors and six door designs complete the line up.

Finally as winter approaches we want to remind you that ABP distributes Gerkin storm doors. It's possibly the highest quality storm door in the industry. Many options make the Gerkin storm doors the go-to storm door. Please see the back of this newsletter for more details of the line with features and benefits unmatched by any competitor.

As always, thank you and have a great Thanksgiving!

### ABP Birthdays

Caleb Russell	11/07
Cyndi Jinks	11/28

### Joke of the Month





GERKIN STORM DOORS



# UNIQUELY YOURS

ALUMINUM STORM DOORS



#### Lifetime Hinges:

Our self-lubricating hinges are made from extruded aluminum and have an exclusive lock-in feature.



#### Foam Insulated Frame:

Heavy duty, smooth aluminum with baked-on enamel finish is foam insulated for better energy efficiency.



#### Concealed Installation Screws:

All Gerkin doors come with z-bar screw covers. This ensures a clean and finished appearance from the outside.



#### Corner Gusset:

Engineered extruded aluminum corner gussets are used for maximum strength against twist and sag.



#### Aluminum Clad.

#### Polyethylene Core Kick Panels:

Our kick panels are built "kid tough" to withstand years of daily use.



#### Adjustable Sill Expander:

Two flexible sweeps and our sloped design expander provide a tight seal at the threshold.



#### Deep Wool Pile Weatherstripping:

This excellent weatherstripping seals out the elements at the head and jambs.