

# B&B Wood Products, Inc

2018 4th Quarter Newsletter



**ROGUE VALL**  
*Door*

Rogue Valley will be implementing this price increase on January 1, 2019. It will be a 5% increase on all products manufactured by Rogue Valley Door.



**HBG has announced a price increase. The increase will be effective December 1st, 2018.**

This will be the first increase in almost 4 years.

The increase will be a list price change, with the plan of keeping the current multiplier in place. The overall increase

Our industry is going through a rapid change in pricing due to tariffs and the overall good economy. Below are a few of the announcements by our manufacturing partners. In addition, Schlage is raising the price on the J-series and all hardware companies that import have increased pricing at least once. Iron balusters currently have a 20% surcharge. B&B will introduce a new discount sheet effective January 1st, 2019. At that time we will incorporate any tariff surcharges into the reduced discount.



## **Fypon Price and Product Update 2018/2019**

Please take note that flat trim will now be sold 4 parts/box and beam accessories will be sold 2 parts/box.

New Pricing goes into effect November 1, 2018.

Price Increase Details:

- 5.5% on all polyurethane product
- 3.2% on all PVC product (Column Wraps and QuickRail)

**Note:** Where a product may have increased or decreased other than percentages noted above, product is marked.

will fall somewhere between 7%-12% depending on product line. Note that on drop shipments the drop charge is \$250. Also, HBG is going to **reduce** list prices as much as 10% on some popular, select SKU's. This is a strategic move that will give them a major competitive advantage in an important category and will create some distance between HBG and the other column manufacturers.



**MASONI**

Open to extraordin

Effective  
December 1,  
2018 price  
increases:

- Interior  
Heritage  
Series  
Products–  
9% increase
- Interior  
Non-veneer  
Flush Doors  
(MDF,  
Legacy, etc.)  
- 7% increase
- All other  
Interior Flush  
& Molded

## When will Fypon New Products be available to order?

All Fypon [new products](#) will be available for order as of January 2, 2019.

- Rafter Tail offering - 5 new styles.
  - Bullnose, Cove, Scroll, Slant and Straight available in Rough Sawn grain.
- Shaker Modern Farmhouse shutters - a product line extension of Fypon's Shaker Style Shutters.
- A new Structural Post Kit to be used in conjunction with Fypon Column Wraps.
- Distinction Crosshead accessories - bottom and dentil trim.

## What tools are available to quote Fypon stock product?

- - Beams will continue to be priced in units of 1.
  - Beam accessories are priced 2 parts/box (beam straps and plates, except for BMPTS36X3, BMPPTH36X36, BMPTS48X48 and BMPPTH48X48).
- [2018/2019 Fypon Price Book](#)
- [Product Discontinuation](#)

Products discontinued for 2018/19 will be available for order until December 14, 2018 or while supplies last. If inventory is depleted on a discontinued product prior to December 14, 2018, it must be quoted.

## Important Changes

### PUOM (Pack Unit of Measure) Changes

- Flat Trim will now be sold in sets of 4 pieces per box.
  - When ordering Flat Trim, it is important to order according to the box count.
  - For example, issuing a P.O. for 2 of the FLT180-12, you will receive 2 boxes, each containing 4 pieces (8 pieces in total).
- Beam Accessories will now be sold in sets of 2 per box.
  - When ordering Beam Accessories, it is important to order according to the box count.
  - For example, issuing a P.O. for 3 of the BMPTS6X10, you will receive 3 boxes each containing 2 pieces (6 pieces in total).

Products –  
7% increase

## Contact

Us:

[info@bbwood.com](mailto:info@bbwood.com)

216-292-6555

Our websites:

[bbwood.com](http://bbwood.com)

[Stairtrends.com](http://Stairtrends.com)

[m](#)

[Stair Artist](#)

- 2 parts/box does not apply to BMPTS36X36, BMPTH36X36, BMPTS48X48, BMPTH48X48.