



Due to the continuing rise in costs associated with raw materials and production combined with the very challenging business environment, Andersen will implement a price increase of 7% on all window and patio door products effective September 13, 2021. Current prices will stay in effect until close of business on September 9, 2021. Orders placed after this date will be fulfilled at the new price.



To our Valued Customers,

July 30, 2021

As we get further in 2021, we continue to encounter cost escalation from our vendors. We are doing our best to give as much notice as possible, as we know abrupt price increases are very disruptive to all channels. Therefore, we are announcing a price increase on selected products (listed below) for all orders placed effective October 4, 2021.

Flush and Molded: Our flush and molded supplier Steves and Sons are passing on various increases on their products of 10 – 12% on all flush and molded doors. The finger joint material costs in our FJ hollow core doors and solid core doors is the reason for the difference between the increases from the hollow core fiber products to the finger joint stile and solid core products.

RSP primed stile and rail doors and IP clear pine doors: Our imported products from South America have sustained big increases especially on MDF and fiber (wood) increases. Competition for the lumber on the clear and knotty pine is driving up price of lumber. MDF used for many parts of our RSP Primed Stile and rail doors – veneers and panels is very volatile and many users of MDF material have had difficulty in sourcing MDF. Happily, we are confident in our suppliers' ability to get MDF material for our needs. Additionally, freight is affecting costs of all imported products and is more than double from the beginning of the year. South America is still much lower than costs of container freight from Asia.

We know a 25% increase is a large single jump but this increase corresponds directly with the rising material costs of our imported doors and the freight to get it to our locations. It is important to note that this increase does not change the superior value of the RSP primed stile and rail door to solid core molded doors with respect to aesthetics, quality, and net cost to you. This product continues to gain share and is very popular due to the value of the product.

RSP White pine interior doors: These doors are imported from Asia and we have taken increases on them as well due to material and freight costs.

Domestic interior stile and rail door supply: We have received increases from our domestic suppliers (Simpson and Woodgrain).

Details for these price increases are as follows:

Flush & Molded doors - Hollow core fiber stiles - 10%, hollow core wood stiles - 12%, and solid core - 12%.

RSP primed (PR) and imported clear and knotty pine panel (IP) doors and units - 25%

RSP white pine import doors and units - 12%

Woodgrain doors and units - 12%

All Simpson doors and units - 10%

□ Bethlehem, PA
1000 Maloney Cir.
Bethlehem, PA 18015
Phone (800) 862-8622
Fax (800) 772-7332

□ Barclay, MD
1315 Goldsboro Rd.
Barclay, MD 21607
Phone (800) 825-8331
Fax (800) 331-9387

□ Mocksville, NC
346 Bethel Church Rd.
Mocksville, NC 27028
Phone (800) 642-0886
Fax (800) 618-0620

□ Providence, RI
19 Business Park Dr.
Smithfield, RI 02917
Phone (800) 343-5703
Fax (800) 388-5979

□ Syracuse, NY
7475 Henry Clay Blvd.
Liverpool, NY 13088
Phone (800) 422-5224
Fax (800) 531-7332



RSP 90 minute metal edge steel doors: Steel has been rising steadily and we have received increases on our steel metal edge doors and split frames. This product line continues to grow for us. It is an excellent product and we offer many designs and options. We are especially glad to have stability in this product line in lieu of recent challenges in sourcing 90-minute steel products.

All RSP 90-Minute fire doors and units - 11%

Other factors that continue to challenge price stability are the components in pre-hung units. Costs on flat jambs and stop are surprising to say the least. We look forward to some relief in the supply and cost of millwork products.

Finally, labor availability and costs are a big factor for all parts of the supply chain. As throughput from manufacturing challenges availability and communication, we are seeing improvement in building inventory especially for interior products and millwork. Labor costs are certainly making their way into product costs at all levels.

These price changes will be via discount changes. Please note that we intend to redo our retail pricing on these lines near the end of 2021 or the beginning of 2022. Expect costs to continue to be dynamic. We have and continue to advise that more increases may be coming. As a result, please be careful about quote shelf life. Trying to hold pricing is very risky at this time. We also are trying our best to give as much forewarning as possible to allow you to communicate price increases and plan accordingly.

If you have any questions, please feel free to ask your Reeb representative.

David B. Landskroener
Pricing Manager
REEB Millwork Corporation

Bethlehem, PA
1000 Maloney Cir.
Bethlehem, PA 18015
Phone (800) 862-8622
Fax (800) 772-7332

Barclay, MD
1315 Goldsboro Rd.
Barclay, MD 21607
Phone (800) 825-8331
Fax (800) 331-9387

Mocksville, NC
346 Bethel Church Rd.
Mocksville, NC 27028
Phone (800) 642-0886
Fax (800) 618-0620

Providence, RI
19 Business Park Dr.
Smithfield, RI 02917
Phone (800) 343-5703
Fax (800) 388-5979

Syracuse, NY
7475 Henry Clay Blvd.
Liverpool, NY 13088
Phone (800) 422-5224
Fax (800) 531-7332