

ABEL DOORS & TRIM × CHESMAR HOMES

PREPARED FOR	DIVISION	DATE	PREPARED BY
David Samson · VP Purchasing	Chesmar Homes, Dallas	June 2026	Nathaniel Barrett

1 Who Runs Your Job

Six in-house teams carry a Chesmar community from the first quote to the last warranty call — under one roof, on one schedule, accountable to one another.

THE HEADLINE

Install is **in-house now**, not outsourced — the same hands that build the package set it in the house. That single change is exactly why the **2026 structure differs from 2025**, and it is the reason the labor line on the enclosed bid holds.



Shop

FABRICATION & PREP

Builds every prehung unit, cuts and primes the trim packages, and stages each plan as a kit. Doors are hung on jamb, hinged, and bored to the job's hardware before anything ships, so the crew sets a finished unit rather than assembling one in the house.



Install Crew

IN-HOUSE FIELD TEAM

Abel's own crew — not a sub. They hang doors, run base and casing, set window stool, build closets, and trim the attic stair on your houses. Because they are on our payroll and not run through a labor broker, the install schedule is one we control directly — which is where most of the labor gap from 2025 closed.



Logistics

STAGING & DELIVERY

Owns the drop. Sequences materials to the build calendar, loads by house, and lands the package on site when the trade is ready for it — not weeks early to get damaged or buried. Drop-date accuracy is the metric this team is measured on.



Project Management

SINGLE POINT OF CONTACT

One **dedicated PM** owns your community end to end — not a rotating order desk. They hold the schedule, clear field questions, and are the name you call. The single PO routes through this seat, so nothing falls between categories.



Estimating & Bid

TAKEOFF & PRICING

Reads the plan set, runs the takeoff line by line, and builds firm per-plan pricing off real component costs — not a square-foot guess. This is the team that priced Charleston, Houston, and Portland, and the one that re-prices a new plan or option turn when you send it.

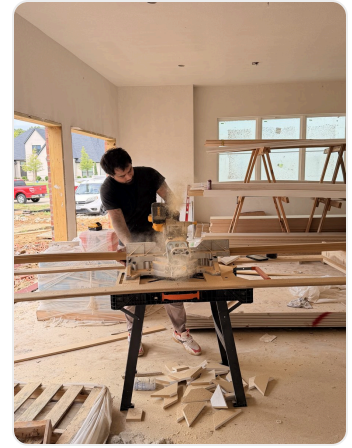


Customer Experience

WARRANTY & ACCOUNT

Handles statements, invoicing questions, and the warranty channel — one number for any callback, logged and tracked to close. After the QC walk, this is the team that keeps a finished community finished.

THAT CREW, ON THE JOB



Abel-employed install crew on real Chesmar-tier homes — trim, casing, and closet shelving going in. Not a sub, not stock photos.

2 How We Run a Community

Three phases, with the owning team named at each one. Nothing is handed to a desk that does not know your job.

PHASE 1

Quote → PO

- **Estimating** runs the takeoff and returns firm per-plan pricing
- Options and finish choices priced by name, not as allowances
- You issue **one PO** covering doors, trim, hardware, and install
- **PM** assigned to the community before the first house

PHASE 2

Build → Deliver

- **Shop** builds and kits each plan; specials flagged individually
- Stock doors and trim run **1-2 weeks** standard
- **Logistics** sequences the drop to the build calendar
- Package lands by house when the trade is ready for it

PHASE 3

Install → QC → Warranty

- **Install crew** sets and finishes the full scope in-house
- **QC walk on every house** before it leaves our scope
- **Customer Experience** owns one warranty channel for callbacks
- Every callback logged and tracked to close

WHY IT MATTERS One supplier to coordinate instead of four. The same team that quotes the job builds it, delivers it, installs it, and stands behind it — so there is no gap between who priced the work and who is accountable for it.

3 Where We Already Run This

Production builders Abel supplies and installs for today. Offered as credentials — a reference call with any of them is available on request.

Bloomfield Homes

DFW PRODUCTION BUILDER

Specs **Sure-Loc** across its **tiers** — the same recommended hardware package the enclosed turnkey pricing is built on. A direct read on how the spec performs in volume DFW production.

Toll Brothers

NATIONAL LUXURY BUILDER

A working relationship Abel carries as a **credential** for the standard our shop and install side are held to. Reference available on request.

Olerio Homes / Shaddock

DFW PRODUCTION • RECENTLY ONBOARDED

DFW production accounts **recently onboarded** onto the same turnkey model proposed here — current, in-market proof the structure stands up on new communities.

REFERENCES A **reference call is available on request** with any account above — builder to builder, on lead times, install quality, and how callbacks are handled.

4 Aegis Builder Portal

Co-branded portal access is included with the account — your team sees the same job we do, in one place, in real time.



One login, the whole job

CO-BRANDED • INCLUDED WITH THE ACCOUNT

✓ **Live order status**

Every order, current stage, at a glance

✓ **Delivery ETA**

Drop dates by house against the build calendar

✓ **Warranty channel**

Log a callback; track it to close

✓ **Quote requests**

Send a new plan or option turn in-portal

✓ **Invoice & AP hub**

Statements and invoices in one place

✓ **Plan pricebook**

Your firm per-plan pricing, always current

ACCESS Portal access is **co-branded and included** — no separate fee, set up for your purchasing and field teams when the first PO is issued.