

ABEL DOORS & TRIM × CHESMAR HOMES

PREPARED FOR	DIVISION	DATE	PREPARED BY
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— A partnership that pays back as it grows

The per-plan pricing in our proposal stands on its own. This program sits **on top of it** — a rebate that rewards Chesmar for consolidating volume with one supplier and grows the more communities you award us. The structure is simple by design: as you give Abel more work, the rebate rate steps up, and the higher rate applies to **every dollar** you spent that year, not just the last community added.

NO CATCH This program requires **no exclusivity**. It stacks on top of the invoice pricing you already saw — the rebate is paid back to Chesmar, it is not a discount we claw back elsewhere.

1 The Community Escalator

One retroactive, all-award rebate rate that steps up with the number of communities you place with Abel and your total annual spend. When you cross a tier, the new rate applies to **all** awarded spend for the program year — not only the marginal band.



What the rate is worth, paid back to Chesmar at three annual-spend levels:

Tier & rate	At \$700K ANNUAL SPEND	At \$1.0M ANNUAL SPEND	At \$1.5M ANNUAL SPEND
Bronze — 1 community 1.5% RETROACTIVE, ALL-AWARD	\$10,500	\$15,000	\$22,500
Silver — 2 communities 2.5% RETROACTIVE, ALL-AWARD	\$17,500	\$25,000	\$37,500
Gold — 3+ communities TARGET 3.5% RETROACTIVE, ALL-AWARD	\$24,500	\$35,000	\$52,500

RETROACTIVE

The defining feature: cross into **Gold** mid-year and the **3.5%** rate reaches back across the whole year's awarded spend. A program that started Bronze and finished Gold at \$1.0M pays the full **\$35,000**, not a blended figure.

2 Hardware Category Accelerator

Hardware is the line Chesmar flagged in 2025. To meet it head-on, the program adds a category bonus on top of the escalator — an extra rebate on every hardware dollar once your hardware spend with Abel clears the threshold.



An extra point, right where you felt it

Once annual hardware spend with Abel reaches **\$150,000**, every hardware dollar earns an additional **1% rebate** — stacked on top of whatever escalator tier you are in. At Gold, that puts the effective hardware rebate at **4.5%**. It is the category we re-priced hardest in the proposal, and the one we are most willing to keep sharpening.

STACKS The accelerator is additive to the escalator rate, applied to the hardware category only. It is calculated and paid in the same annual reconciliation described below.

3 What We Put in Writing

A rebate is only worth as much as the service behind it. These six commitments are written into the supply-agreement addendum, not left to goodwill.

1 1–2 week standard lead time

Stock doors and trim ship within one to two weeks. Specials are named individually with their own dates — never folded into a blanket window.

2 QC walk on every house

Every home is walked and signed off before it leaves Abel's scope. No house ships on a checkbox alone.

3 Drop-date accuracy

Drop-date accuracy is the metric we manage the schedule against, tracked per community and reviewed with your team.

4 A dedicated, named PM

One assigned project manager per community — a person you know by name, not a rotating order desk.

5 Annual price review with an increase cap

Pricing is reviewed once a year. Any increase is capped and documented; confirmed manufacturer increases pass through at cost, with notice before any order is affected.

6 No exclusivity required

The program stacks on top of invoice pricing and asks for no exclusive commitment. Award what you choose; the rebate follows the volume you place.

4 How the Rebate Is Earned & Paid

The mechanics, kept transparent.

- 1 Program year.** Awarded spend is tracked across a rolling twelve-month program year, by community, in the Aegis Builder Portal your team already has access to.
- 2 Tier is set by communities and volume.** The escalator rate is determined by the number of Chesmar communities awarded to Abel and total annual spend, whichever places you in the higher tier.
- 3 Retroactive on crossing.** When you cross into a new tier during the year, the higher rate applies back across all awarded spend for that program year.
- 4 Category accelerator.** The +1% hardware bonus is added once annual hardware spend clears \$150,000, applied to the hardware category only.
- 5 Annual reconciliation.** The rebate is calculated at the close of the program year and paid back to Chesmar as a credit or check, with a line-by-line statement.
- 6 Stacks, no exclusivity.** The rebate sits on top of the per-plan invoice pricing in the proposal and requires no exclusive arrangement.

ILLUSTRATIVE Tiers, thresholds, and rates shown here are **illustrative and subject to a signed supply-agreement addendum**. We will tune the bands to Chesmar's real community cadence and lock the numbers in writing before anything is binding.

— The number that matters

Three communities at a million dollars of annual spend, with hardware over the threshold, returns Chesmar roughly **\$35,000 a year in base rebate plus an additional point on hardware** — on top of pricing already set below 2025. That is what consolidating the trim package with one team is worth.

