

# Helpful Dealer Information

## January 2026

### **Price Books**

The January 30, 2026 Price books include the **TARIFFS and the 2% increase**. You do not need to make any adjustments!

### **Discounts**

You now have 3 different discounts. The **Discount Threshold Sheet** is attached to this email for your convenience.

\*ALL Discount includes, door hardware and accessories + bath hardware/your discount depends on your purchases

\*Cabinet Hardware is both Emtek and Shaub/your discount depends on your purchases

\*Yale EXPRESSIONS Multiplier.325 for all dealers

### **Expedited Shipping**

Even though you are paying for Next Day Air to your customer, Emtek must still have the customization build time of **2-6 Days, then it is shipped Next Day Air instead of 3 day air freight free which is typically the standard in most cases.**

**Now Next Day Air Could mean a week or more.....**

I have attached the **EXPEDITED FREIGHT RATE SHEET** for your convenience.

### **Restocking Fees and the 180 Day Return Policy**

Restocking Fees for Cabinet Hardware is **15%**

Restocking Fees for Door Hardware, accessories and bath hardware is **25%**

***Emtek Sales Reps DO NOT have the authority to Waive or approve these fees***

I must get approval from my Regional Manager, without an outstanding story the answer is no.