

Five Ways to Upgrade & Create More Revenue

1. Style Upgrades
2. Organization Upgrades
3. Design Solutions
4. Room Solutions
5. Construction Solutions

KCMA Support Documents Available

Do you have builders that want to know more about KCMA certification? What type of testing is performed in order for MBCI brands to receive this accreditation? Recent support documents and training presentations detailing KCMA standards have been posted onto One Touch, located in the Rep Corner section. Please review and share with your customers as needed.

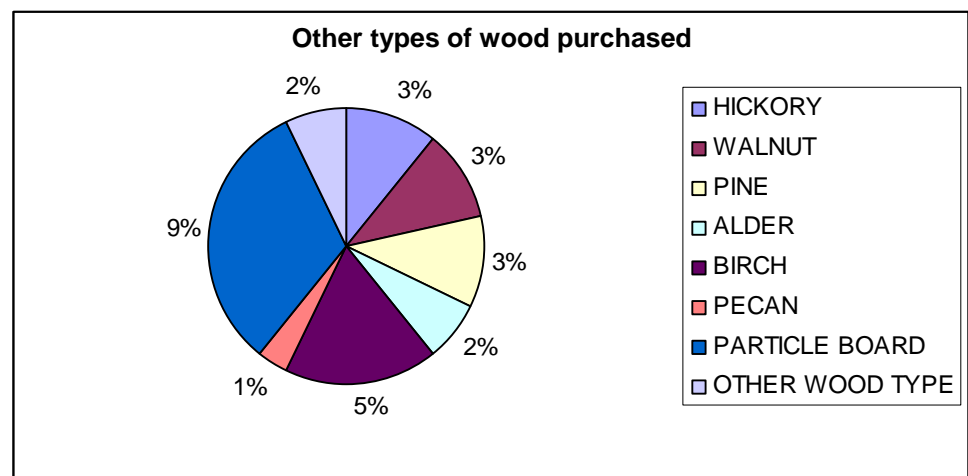
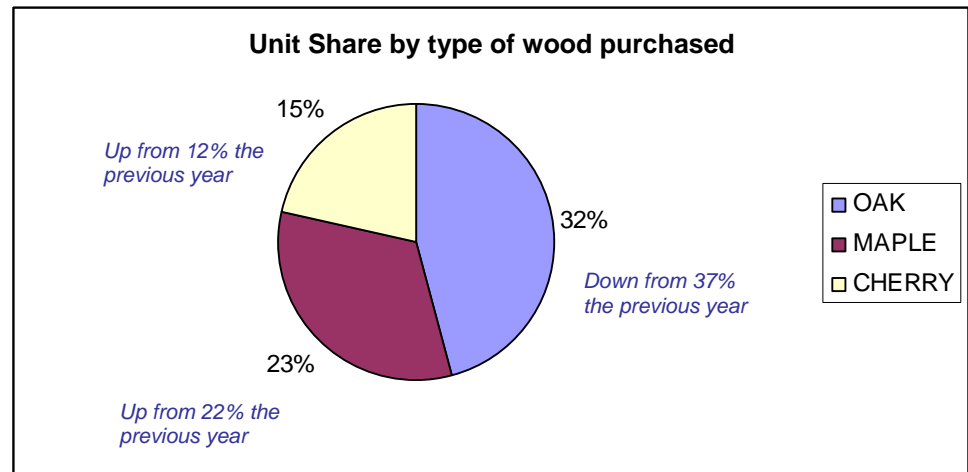


this issue

- Color/Wood Type Trends
- Upgrade Options
- KCMA Support Documents

Current Color and Wood Type Trends

Maple and **Cherry** woods continue to grow in popularity. **Oak** has declined but is still the most common cabinet wood type.¹



¹MBCI Scout Survey, Equifax, All Cabinet Buyers-Unit Share Trends, Four Quarter Ending 4Q04-3Q07, (Sample Size 13,417)