



CONTRACTOR ◇ CONNECTION

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

Happy belated New Year to all. Most people agree that 2020 proved to be an exceptionally challenging year as we had to deal with situations we never expected to experience in our lifetime. 2021 promises the hope of better things to come, and I am sure we are all looking forward to a return to a sense of normalcy.

This is a very special year for Jackson. This year, we celebrate 75 years in business. My grandfather, along with his brothers, started the Jackson Lumber Company back in February of 1946. He and my father made this company what it is today. As the third generation of Torrisi family leadership, Jay, Joe, Lisa, and I are honored and grateful for the opportunity to continue their legacy. We look forward to celebrating our 75th anniversary with events for both customers and staff when the pandemic situation improves during 2021.

Unfortunately, market prices in 2021 are starting out similar to the late 2020 trend. Uncertainty continues about the economy, politics, the pandemic, and even the lumber market. The spike in

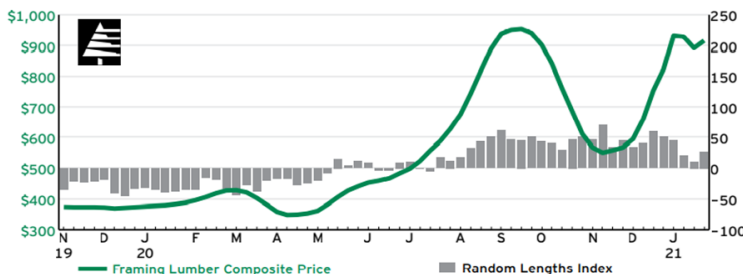
lumber and panel prices we saw last fall is repeating itself this winter. Extreme volatility is the only why I can describe it.

Market prices moved higher on continued demand and the mills' ability to establish a larger order file. I expect prices to remain firm or move slightly higher over the next few months. The next sign of any significant weakness will likely be short-lived, similar to what we saw recently. The driving force behind this increase in prices is that supply cannot keep up with demand. Housing starts showed strong growth last year and are projected to continue that growth in 2021. National housing starts are forecasted to exceed 1.4 million, a level we have not seen since the late 2000s. At this time, North American mills do not have the ability to expand capacity. Increasing imports from Europe could help ease the supply problem but transportation issues are making that difficult.

We will continue to do our best to control the things that we can control so we can offer you the best quality products, services, and solutions at competitive prices all the time. We appreciate every opportunity you give us to be your supplier.

mtorrisi@jacksonlumber.com

See our Company History on Page 4.



Product Showcase

**In Stock
Innovative
Installation
Accessories**



From Huber Engineered Woods

Say Goodbye to Floor Squeaks with AdvanTech Subfloor Adhesive™



With a quick and easy application, AdvanTech™ subfloor adhesive delivers a heavy-duty polyurethane bond that exceeds industry performance standards, helping eliminate floor squeaks.

A unique foam-to-gel formula, AdvanTech subfloor adhesive can be applied on wet or frozen wood, and when you combine it with the moisture resistance, strength, and fastener-holding power of AdvanTech® subfloor panels, you get a subfloor assembly backed by the industry's only Squeak-Free Guarantee™.

Discover Why Builders Have Made the Switch from Traditional Caulk Adhesive to AdvanTech™ Subfloor Adhesive.



More Coverage in Each Can. 8x greater yield than traditional adhesive caulks means advanced strength with less product – a cost effective, speedy application for your subfloor installations.

Fills Gaps for a Tighter Bond. The foam-to-gel polyurethane formula expands into minor gaps between the subflooring panel and joist, maximizing adhesion for a tighter overall subflooring assembly.

Ideal for Cold and Wet Conditions.

Formulated to adhere to wet and frozen structural subfloor panels and joists, this moisture curing polyurethane adhesive is the ideal solution for not-so-ideal weather conditions.

Polyurethane Bonding Strength.

Polyurethane formula helps create a solid, firmly bonded

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Product Showcase



Continued from page 1.

surface – exceeding ASTM and APA subfloor adhesive standards. Floors stay put and quiet, helping reduce the chance of callbacks. When tested to ASTM requirements, AdvanTech™ subfloor adhesive consistently performs 2 to 5 times above standards.

Squeak-free Guarantee.

With AdvanTech Subfloor Assembly, the panel-to-joist connection is so strong you won't hear a squeak — guaranteed.



Quick & Easy Application.

40% faster application with long-reach applicator.

ADVANTECH SUBFLOOR ADHESIVE

ADVANADH - ADVANTECH SUBFLR ADHESIVE 2001 I



Seal Tough Jobs in a Flash with ZipSystem™ Stretch Tape.

Quickly flash tricky areas without piecing tape segments together. ZIP System stretch tape easily stretches in all directions to fit sills, curves and corners with a single piece.

Made of a high-performance composite acrylic, ZIP System stretch tape conforms to challenging applications and locks out moisture even over mismatched surfaces.

Stretches to Fit.

Easily stretches to conform to corners and curves.



Labor Saving.

Eliminates the need to piece tape segments together in challenging applications.

ZIP SYSTEM STRETCH TAPE

ZIPFLEXTAPE - 6" X 75' ZIP ACRYLIC FLEX TAPE
--

Excellent Moisture Barrier.

Provides a strong, tight bond for an effective ZIP IT TIGHT™ seal, even around fasteners.

Repositionable.

Can be pulled up and repositioned for hassle-free installation.

Versatile.

Ideal for your toughest applications including curved windows and wall penetrations. Bonds to a variety of surfaces.

Cold Temperature Application.

Can be applied in temperature applications as low as 0°F.

JLM Vendor Spotlight

Huber Engineered Woods Charlotte, NC



Huber Engineered Woods, a division of the JM Huber Corporation, are the manufacturers of AdvanTech brand subfloor assemblies as well as ZIP System building enclosure systems.

Founded in 1883, the JM Huber Corporation has grown to be one of the largest family-owned companies in the United States.

Huber Engineered Woods began making engineered wood panels in 1983 in Easton, Maine, and much of the AdvanTech and ZIP System panels sold in the Northeast today are still manufactured at this facility located five miles from the Canadian border in Aroostook County.

Driven by innovation, Huber Engineered Woods launched AdvanTech subflooring and sheathing panels in 1997 with ZIP System roof and wall sheathing following in 2007.

AdvanTech utilizes advanced resin technology to deliver better moisture resistance, strength and stiffness, and better fastener holding power than traditional OSB or plywood panels.

ZIP System panels are revolutionary structural roof and wall sheathing systems that streamline weatherization with an integrated air and water resistive barrier.

ZIP System R sheathing panels have taken the wall panel options a step further by adding an insulating layer of rigid poly iso foam to achieve higher R values and meet more stringent energy efficiency requirements.

As needs of builders, designers, architects and homeowners have evolved, so have the product offerings from Huber Engineered Woods.

AdvanTech subfloor adhesive is a polyurethane adhesive that utilizes a foam to gel

technology and offers better bonding strength and quicker delivery than traditional caulk style adhesives.

As the ZIP System panels have evolved, so have the accessories to aid in their installation. ZIP System tapes (now available in standard 3 3/4", 6", 9" and 12" widths) are made with advanced acrylic adhesion specially formulated for application over a wide temperature range, now even more helpful for New England builders with an install temperature rating from 0° – 120°.

ZIP System Stretch Tape is another innovation from Huber Engineered Woods that helps installers quickly flash tricky areas without piecing tape segments together. ZIP System Stretch Tape can also be installed in temperatures down to 0° and will bond to a variety of surfaces to tackle the toughest flashing jobs.

For more information on installation, Huber product offerings, and available rebates, contact your Jackson sales representative or visit www.huberwood.com.



**HUBER
ENGINEERED
WOODS**

Technology News

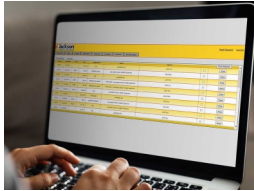
Put our Technology to Work for You.

Our technology department works continuously to develop the most dependable technological systems that will allow us to deliver what you need when you need it.

ONLINE ACCOUNT ACCESS

Get Connected

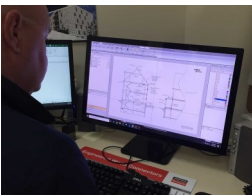
Now you can access your JLM account through the internet anytime, 24/7. At the request of our customers we have created an account access solution on the internet that gives you immediate access to your open orders, invoices, statements, and job purchase history.



The account access system will also give you the ability to create real time quotes. You can even download the quote to an Excel spreadsheet to create your own local bid sheets.

Create Quotes on Your Time

The account access system will also give you the ability to create real time quotes. You can even download the quote to an Excel spreadsheet to create your own local bid sheets.



ESTIMATING SERVICE

We use the DQ2000 estimating system for fast accurate take-offs

for your job. We can provide beam sizing, floor system layouts, rafter and I-joist lengths. We can also provide truss drawings in conjunction with our truss partner.

For more information about putting our technology to work for you, contact your Jackson sales representative.

Pricing Matrix

Stay on top of market pricing trends for Framing Lumber and Materials with our JLM Monthly Cost Index Chart below.

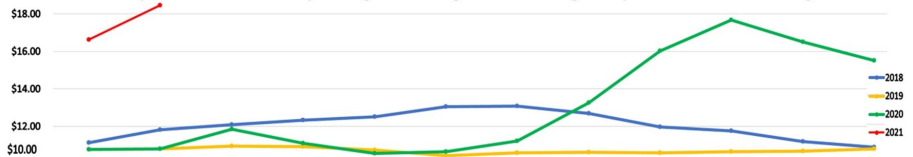


MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

36x24 House with a 20x20 Attached Garage (2,128 Sq. Ft.) All quotes include taxes.

ECONOMY PRICE PER SQUARE ► QUOTE #177933

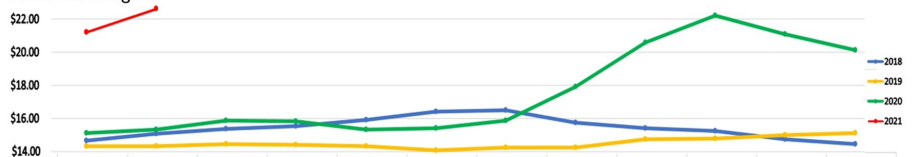
Includes: 2x6 Exterior Walls, 7/16 OSB Wall Sheathing and 1/2 Fir Roof Sheathing, 3/4" T&G OSB, Stick Framed Floor and Roof System, Double 4" Vinyl Siding, IKO Shingles and Roofing Components, Nails and Hangers.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	\$11.14	\$11.81	\$12.10	\$12.32	\$12.51	\$13.05	\$13.07	\$12.70	\$11.98	\$11.75	\$11.19	\$10.88
2019	\$10.77	\$10.79	\$10.95	\$10.91	\$10.74	\$10.45	\$10.58	\$10.63	\$10.58	\$10.65	\$10.68	\$10.79
2020	\$10.77	\$10.80	\$11.85	\$11.10	\$10.55	\$10.66	\$11.21	\$13.27	\$16.03	\$17.68	\$16.51	\$15.52
2021	\$16.63	\$18.46										

PREMIUM PRICE PER SQUARE ► QUOTE #420409

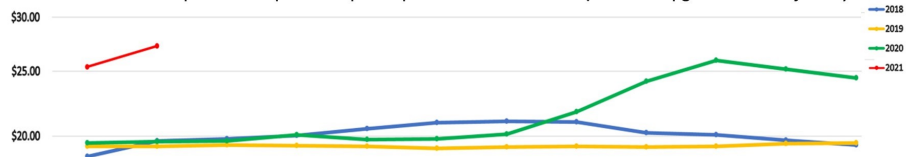
Includes: 2x6 Exterior Walls, 1/2" Zipwall & 5/8" Zipproof, Advantech Subfloor, Stick Framed Floor and Roof System, 5-1/4" Color Plus Hardie Siding, PVC Exterior Trim, IKO Cambridge Shingles and Roofing Components, Nails and Hangers.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	\$14.67	\$15.08	\$15.35	\$15.55	\$15.90	\$16.43	\$16.51	\$15.75	\$15.43	\$15.25	\$14.76	\$14.45
2019	\$14.32	\$14.34	\$14.45	\$14.40	\$14.32	\$14.09	\$14.24	\$14.26	\$14.75	\$14.80	\$15.00	\$15.11
2020	\$15.10	\$15.33	\$15.89	\$15.84	\$15.31	\$15.41	\$15.85	\$17.92	\$20.58	\$22.20	\$21.09	\$20.12
2021	\$21.20	\$22.62										

PREMIUM PLUS PRICE PER SQUARE ► QUOTE #177944

Includes: The same specs as the premium price spec, however the floor joists are upgraded to an I Joist System.



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2018	\$18.42	\$19.61	\$19.81	\$20.04	\$20.58	\$21.04	\$21.15	\$21.09	\$20.24	\$20.10	19.68	\$19.34
2019	\$19.20	\$19.21	\$19.30	\$19.27	\$19.22	\$19.04	\$19.14	\$19.19	\$19.17	\$19.23	\$19.40	\$19.48
2020	\$19.46	\$19.58	\$19.63	\$20.09	\$19.71	\$19.80	\$20.14	\$21.86	\$24.20	\$25.83	\$25.18	\$24.47
2021	\$25.33	\$26.96										

These quotes represent current market prices and can only be used as a rough budget quote with the standard of the industry building practices. They do not include Windows, Doors, Decks, Porches, or Interior Finishes.

JLM Employee Spotlight

Scott McAvoy

Custom Architectural Group
Team Leader, Raymond

An important contributor to the success of Jackson Lumber & Millwork for 40 years, Scott McAvoy studied carpentry and construction at Greater Lawrence Technical School.

He then attended Fitchburg State College where he studied to become a carpentry teacher.

While he never formally pursued the teaching profession, Scott has mentored and trained many of our Jackson team members in their craft during his long career with us.

Now the team leader of our Custom Architectural Group, McAvoy enjoys custom wood-working and is very proud of the craftsmanship and ability of his group. They have skillfully created beautiful custom doors, windows,

bank teller stations, mantels, bars, and many other special order, one-of-a-kind items over the years.

The Derry, NH, resident enjoys spending time with his close-knit family and many good friends. He is a long-time member of the "Merrimack Valley Adventurers Club," a group that has hiked, mountain biked, white water rafted, and enjoyed camaraderie during their 40 years together.



Scott McAvoy
on the job in Raymond.

Providing customers with quality products, services & solutions on-time & in-full every day.



Jackson
LUMBER & MILLWORK

Jacksonlumber.com

5 CONVENIENT LOCATIONS:

AMESBURY, MA
67 Haverhill Rd.
Phone: 978-388-0366
Fax: 978-388-9824
Mon-Fri: 6:30 a.m. - 4:30 p.m.
Sat: 7:00 a.m. - 12:00 p.m.

LAWRENCE, MA
215 Market St.
Phone: 978-686-4141
Fax: 978-689-1023
Mon-Fri: 6:30 a.m. - 4:30 p.m.
Sat: 7:00 a.m. - 12:00 p.m.

RAYMOND, NH
10 Industrial Dr.
Phone: 603-895-5151
Fax: 603-895-5152
Mon-Fri: 6:30 a.m. - 4:00 p.m.

WOBURN, MA
10 Jefferson Ave.
Phone: 781-933-0057
Fax: 781-932-6649
Mon-Fri: 6:30 a.m. - 4:30 p.m.
Sat: 7:00 a.m. - 12:00 p.m.

JACKSON KITCHEN DESIGNS
NORTH ANDOVER, MA
Butcher Boy Marketplace
1093 Osgood St. (Rt. 125)
Phone: 978-685-7770
Fax: 978-685-7771
Mon: By appointment only.
Tues-Fri: 9:00 a.m. - 5:00 p.m.
Sat: 9:00 a.m. - 3:00 p.m.
Appointments available



JLM Celebrates 75th Anniversary



As we celebrate our 75th year in business we'd like to share a brief history of our company with you. Thank you to all of our customers for your business and loyal support over the years; and thank you to our staff, both past and present, for helping us reach this milestone.

1946
Jackson Lumber & Millwork was launched by the Torrisi family. Led by Joe Torrisi and brothers, and located on Jackson St. in Lawrence, we soon became the largest supplier of building materials in the community.



1950 - 1980
We quickly outgrew our original Jackson St. location and moved to Market St., expanding over an entire city block. During this time a second generation of the Torrisi family joined the company.



1985 - 2001
Several sites in the Merrimack Valley and southern NH were acquired to handle the growth of the millwork and lumber divisions. During this period, a third generation of family members joined the company.

2003 - 2006
22 acres of land were acquired in Raymond, NH. Over 100,000 sq. ft. of buildings were erected to house our door assembly plant and architectural millwork plant, a contractor showroom, warehouse, and a lumber staging area. This is also the main base of operation for our fleet of delivery trucks.



2008
The Jackson Kitchen Designs showroom opened in North Andover with a team of talented designers and state-of-the-art cabinetry displays.



2010
Substantial assets and key personnel were acquired from a southern NH commercial and residential millwork manufacturer.

2012
We established a lumber and building materials yard, 12,000 sq. ft. hardware store, and showroom in Amesbury to serve the seacoast area.



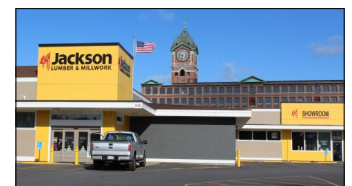
2014
Jackson Lumber & Millwork became the first New England dealer to be named National Dealer of the Year by ProSales Magazine.



2017
To better serve customers in greater Boston, the fifth Jackson Lumber & Millwork location opened at the site of E. G. Barker Lumber in Woburn.



2021
As we celebrate 75 years in business, we are very proud to continue our tradition to provide customers with quality products, services, and solutions on-time and in-full every day.



Celebrating 75 Years! Providing Solutions & Delivering Results Since 1946