



CONTRACTOR ◇ CONNECTION

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

Before sitting down to write this letter, I went back and looked at our newsletter that came out a year ago.

We were in the midst of a two-month run up on lumber pricing. Historical norms from the previous five years had the lumber composite index trading in the mid-to-high 300's. By the fourth of July that index was trading in the mid 500's, and most of us were more concerned about availability than price.

In the last 12 months we have seen those numbers triple. In the last eight weeks we have seen numbers fall back into levels similar to last summer's which were historical highs back then, and availability of lumber and plywood has improved dramatically. To say the least, we have been on a very volatile ride.

So, what happens next?

The hope across the industry is that we will get back into a normal seasonal pattern.

However, a lot of experts are saying that after going through what we went through the last 18 months, there will still be some volatility left in the market. This summer has seen a reduction in demand because prices were so high.

Homeowner and big-box sales dried up and a lot of builders across the country dramatically slowed their pace of building.

It is expected that demand should pick back up this fall, which should cause the lumber market to firm up.

I don't see us getting back to the exceptionally high levels we experienced this past spring and early summer, but I do believe we will see some ups and downs through the end of the year.

Demand for housing is still very strong and remodeling activity should continue to be robust.

We are doing our very best to stay on top of current pricing as well as availability issues. I have asked our Purchasing Manager, Brad Martineau, to continue to give you updates on lead time issues and price increases from our suppliers. You can see his latest report on page 4 of this newsletter.

As the summer season is starting to come to an end, I hope all of you have been able to take some time off to enjoy your family and friends.

We appreciate every opportunity to earn your business, and we will continue to do the best we can to be your supplier.

Thank you.

mtorrisi@jacksonlumber.com

Product Showcase

Now Stocking
The Roseburg Framing System®

From:
Roseburg Engineered Wood®



The Roseburg Framing System® consists of **RFPI®-Joists used in floor and roof construction, and RigidLam® LVL which is used for headers, beams, studs, stair stringers and columns.**

Components are engineered to the industry's highest standards, to help contractors save time and money, build high-quality structures, and meet customer expectations better than with ordinary dimensional lumber. Roseburg engineered wood products can be used in both commercial and residential applications.

- Simple to install.
- Allows for design flexibility requiring fewer supports than dimensional lumber.
- Lightweight, strong, stiff, and consistent.
- Dimensionally stable.
- APA quality assured.
- Backed by a product & performance warranty.



RFPI® Joist ENGINEERED WOOD

Roseburg RFPI®-Joists are used in floor and roof construction and are the ideal choice for designers and builders who want to provide customers with high-quality floor systems.

RFPI®-Joists are simple to install, lightweight and have web knockout holes to facilitate the installation of electrical and plumbing. Backed by a product and performance warranty, RFPI®-Joists offer design flexibility and consistent performance.

- Lightweight.
- Simple to install.
- Dimensionally stable.
- Available web knockouts.
- No "up-charge" for longer lengths.
- APA quality assured.
- Backed by a product and performance warranty.

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JLM Recognized by Harvey

Harvey Windows & Doors recognizes Jackson Lumber & Millwork with Gold Dealer Award.



On Tuesday, August 10, Joe Dennehy of Harvey Windows & Doors recognized Jackson Lumber & Millwork with the Harvey Gold Dealer Award. Presented to

only a few select dealers in the New England region, this prestigious award recognizes only those who have qualified as a top performing distributor of Harvey Windows & Doors.

When selecting recipients, Harvey looks for these attributes:

- A longtime, strong reputation as a high-quality distributor of Windows and Doors with Best-in-Class service in their market.
- A veteran sales team trained at the Harvey Window Manufacturing Plant that best supports the millwork needs of the builder and remodeling contractor in the field.
- Professional systems in place for quoting, order processing, purchasing, receiving, and distributing Harvey Windows and Doors into their market.

Jackson Lumber & Millwork was the first lumber yard in the Southern New Hampshire and Merrimack Valley area that Harvey Windows



Joe Torrissi, Joe Dennehy, and Mark Torrissi at the Harvey Window & Door Gold Dealer Award presentation.

and Doors approached when they opened local distribution four years ago. Made in the USA, Harvey products are built to last, cost-effective, energy efficient, and they are supported by world-class Harvey customer service.

Since 1961, Harvey Windows has helped contractors and builders deliver excellence to their homeowners. This year Harvey celebrates 60 years of providing premium products and developing legendary partnerships.



Now celebrating our 75th year as a family-owned and operated company, Jackson Lumber & Millwork has supplied quality products like Harvey Windows & Doors to our customers since 1946.

With a combined 135 years of experience, the Jackson/Harvey partnership offers our builders and remodelers a great choice for purchasing their Harvey Windows and Doors.

In addition to receiving the Gold Dealer Award plaque, Jackson Lumber & Millwork is now listed as a Premier Dealer on the Harvey Windows website.

Product Showcase

The Roseburg

Framing System®

Continued from page 1.



RigidLam® LVL ENGINEERED WOOD

Roseburg RigidLam® LVL beams, headers, columns, and studs provide a better alternative to traditional solid sawn lumber. The product is stronger, stiffer, and a more predictable building material.

Compared with similarly sized sections, RigidLam® can support heavier loads and allow for greater spans than conventional lumber.

Roseburg's unique moisture repellent sealer is formulated specifically for its LVL to provide protection against moisture during the storage and construction process. It's applied to all six sides of the LVL.

Roseburg also has the longest continuous LVL production press in the U.S. At 230 feet, it's designed to run 3/4" to 7" LVL for diverse and comprehensive product offerings at lengths up to 66 feet.



- Strong, stiff, and consistent.
- Dimensionally stable.
- Greater load carrying capacity than conventional lumber.
- Wide widths up to 7 inches.
- Allows for long spans with fewer supports than conventional lumber.
- APA quality assured.
- Backed by a product and performance warranty.

See related Vendor Spotlight story on Page 4.

And the Winners Are...

Congratulations to the lucky winners of our May newsletter drawing and our Instagram drawing. Each winner received a Bostitch I5° Coil Framing Nailer.

Daniel Debrito, Woburn winner



John Comeau, Raymond winner



Darren Martino, Lawrence winner



John Chester, Instagram winner

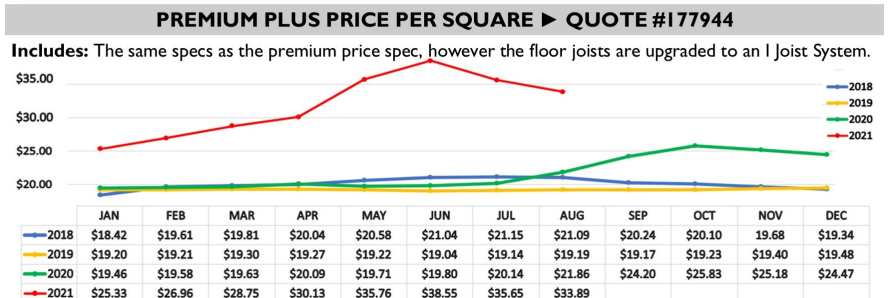
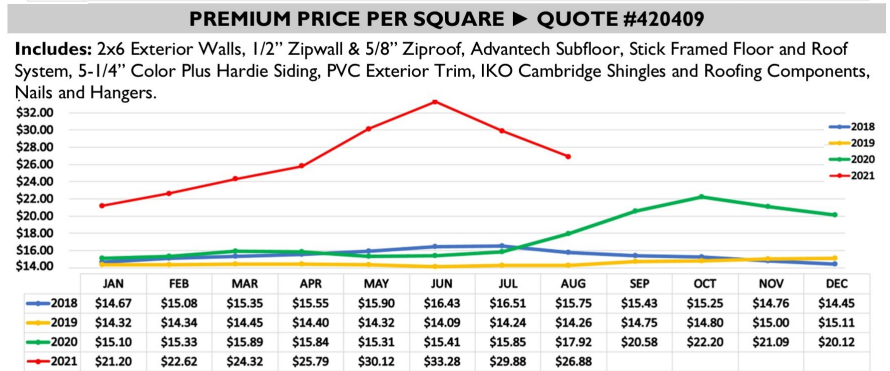
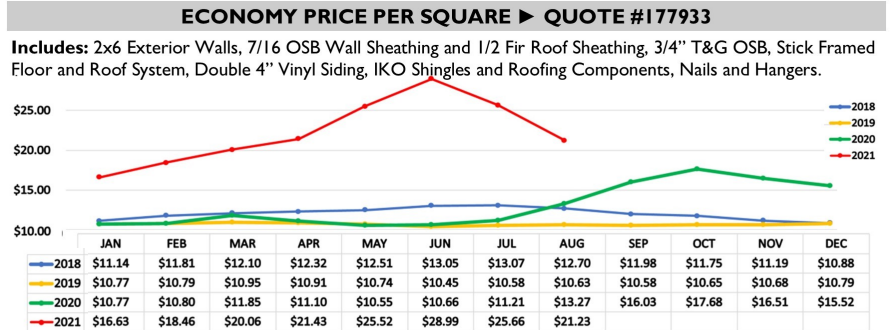
Pricing Matrix

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.



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

Tom Jones
Yard Associate
Lawrence

A Jackson team member since 1981, Tom Jones celebrates his 40th Anniversary with JLM this August.

After he completed high school, Tom worked at a competing lumberyard for four years before starting at Jackson. Valued for his experience in the business, Tom

is a go-to guy on our Lawrence team. In his position of Yard Associate, Tom is responsible for accurately staging and loading materials for our many deliveries every day.

This is busy and sometimes stressful work, but Tom loves the challenges that come with the job. He loves working outdoors, and no matter the weather, you will find him out in the yard on his forklift.

We can always count on TJ to be here, rain or shine, hot or frigid, to get the job done, and he always keeps the team upbeat with his great attitude and great sense of humor.

An animal lover, Tom is very active in dog rescue and often drives many hours in his free time to rescue a pup. He lives in Haverhill with his wife, Sara, and a furry menagerie.



Tom Jones
On the job in Lawrence.



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 Vendor Spotlight

Seven D Wholesale
A division of The DeGol Organization
Altoona, PA



Wholesale Distributors of
Quality Building Products.

Seven D Wholesale is a division of The DeGol Organization, a family-owned company founded in 1960. A diverse organization with numerous holdings in its ownership portfolio, the DeGol family is extremely proud of all its subsidiaries. However, the crown jewel of the organization is Seven D Wholesale, a distributor of high-quality building products.

Seven D offers distribution customers can count on with four regional distribution centers serving the Northeast and brokerage offices providing services throughout the contiguous 48 states.

With a reputation founded on dedication and a commitment to offering high-level products and second-to-none service, Seven D Wholesale prides itself on providing services that are tailored to the specific needs of each of their customers. An "independent supporting independents," Seven D puts their family-owned business partners at the forefront.



The Perfect Partnership - Seven D Wholesale and Jackson Lumber & Millwork.

With a fleet of company-owned trucks, a commitment to vast on-hand inventory, and a staff of seven full-time Engineered Wood Designers, Seven D now partners with Jackson to bring the full-service Roseburg Engineered Wood package to our market.

Because of our partnership with Seven D, Jackson now offers the full-line of Roseburg Engineered Wood LVL and I-Joist products from Roseburg's state-of-the-art facilities in Riddle, Oregon, and Chester, South Carolina. Both plants are focused on ensuring the highest quality standards and producing the best material of its kind in the country.

An industry leader, Seven D Wholesale has been ranked among the Top 20 building materials distributors in the U.S. for 25 consecutive years and they have been recognized for their innovative purchasing programs.

See related New Product Announcement on Page 1.

Supply Chain Update



**From Brad Martineau,
Purchasing Manager**

As you may recall from my last update in May, record demand continues to be the trend in the building industry. Supplies remain tight on many goods as allocation is still in effect for most of the product categories we sell.

From a procurement perspective, we are still only able to purchase materials to cover our normal buying needs and I foresee this to continue for the remainder of 2021 and possibly into early 2022.

Currently, the biggest challenge in the supply chain is in logistics...transportation to move materials from containers overseas or flatbed trucks within the continental United States. For example, there is currently only one truck available for every 105 full truckloads of material to be delivered. This new record is a significant increase from the number I first talked about with you in May.

Furthermore, containers to haul raw materials and finished goods from overseas are in short

supply, and that has delayed many shipments into the U.S. ports. In addition, deliveries are delayed because labor at the ports is approximately only 50% of the normal capacity levels. It now takes twice as long to strip the materials from cargo ships and containers to be loaded on flatbed trucks.

From a production standpoint, manufacturers are still struggling to keep up with supply due to the increased demand in the industry as well as labor shortages. The Purchasing Team at Jackson Lumber & Millwork continues to work closely with our suppliers to procure products and to ensure that materials are available to complete all your project needs. We are committed to serving you with the best products in the industry.

I look forward to the day when I will be able to communicate more positive information on the supply chain, but it's important for you to be aware of the many challenges we are facing in today's economic landscape.

Please reach out to your Jackson Sales Rep for further information and updates regarding pricing and product availability.