



CONTRACTOR ◇ CONNECTION

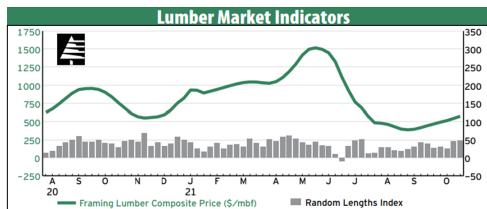
Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

As we head down the final stretch of 2021, the most common reaction everyone has is what a crazy ride we have been on, and I hope next year is a lot calmer.

I wish I could promise you that, but next year's forecast is about as clear as mud. The tsunami-sized rise and fall of the lumber market is behind us and hopefully we will fall into a normal cycle of seasonal fluctuations.



Most economists believe demand for new housing will continue well into 2022. National housing starts are projected to exceed 1.5 million and remodeling activity is expected to be robust. According to Harvard's Leading Indicator of Remodeling Activity (LIRA) for the third quarter, "Strong growth in home improvement and maintenance expenditures is expected to continue over the coming year." This is due to the rapid rise in homeowner equity and the likelihood that the added value will prompt homeowners to take on more and larger remodeling projects heading into next year. A strong housing market is another reason for the bullish outlook.

However, economists do question whether the supply side of the equation can keep up. As we saw this year, there were many

challenges. The combination of increased demand and tight supply created supply chain issues during the early part of the pandemic. These problems became more challenging over the past year as they have been compounded by issues in trucking and rail.

Almost all product categories were affected at some point, and many remain on allocation. We have seen improvement in the lumber and forest product categories, but issues continue in the building material and millwork categories. There are no quick solutions to the supply chain issues. Better planning and communication will be critical to deal with these challenges.

Brad Martineau, our purchasing manager, will continue to provide you with updates on lead times and price increases from our vendors. See his latest report on page 2. The more information we

get from you about your upcoming projects and anticipated timelines, the better we can work with our vendors to get you the products you need when you need them.

If you have any questions, please get in touch with your Jackson representative early in the process and we will do our best to help.

Thank you again for letting us be your supplier, we do not take you for granted and appreciate your business. From all of us here at Jackson Lumber & Millwork, we wish you a happy and safe holiday season.

mtorrisi@jacksonlumber.com

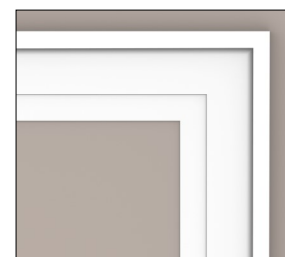
Product Showcase

Introducing New Additions to Our Jackson Moulding Collection

In keeping with our mission to help you stay on top of today's trends and create the finished look your customers want, we are pleased to announce new additions to our Jackson Moulding Collection.

Created by Jackson, our moulding collections take the guesswork out of the process, making things easier for you and your customer.

You no longer need to search for the right dimensions of mouldings that fit together and for profiles that complement each other.



Introducing:

Lexington FJP Casing J2403 13/16" x 3-7/8"



This new casing complements the bold clean lines of our Contemporary Collection and the clean simplicity of our Craftsman Collection.

- Finger Joint Primed Pine.
- Profile complements our Contemporary Collection and Craftsman Collection.
- Designed to be mitered.

Now stocking:

- 7'-2" lengths for pre-hung doors.
- 16' lengths for running trim.

LEXINGTON CASING	
378LEXINGTONCASFJ - 7/8" X 3-7/8"	LEXINGTON CASING FJP 16
378LEXINGTONCSFJ7 - 7/8" X 3-7/8" X 7'4"	FJP LEXINGTON CASING



Now stocking:

Bedford FJP Baseboard J4603 1 1/16" x 6-1/2"

Designed to complement our stock 3-7/8" FJP Lexington Casing.

FJP BASEBOARD
BASE612HM9205FJ

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Supply Chain Update



**From Brad Martineau,
Purchasing Manager**

Supply chain challenges and shortages remain in effect for many of the product categories we sell.

Aluminum, glass mat products, vinyl and PVC products, MDF sheets, boards, and mouldings (including FJP and Solid Pine), are among some of the product categories we are having difficulty procuring. This is mainly due to raw material availability and transportation delays at many U.S. ports.

Delays in the manufacturers getting raw materials ultimately impacts our lead times to acquire products. One of the most extended lead-times is in the window manufacturing

category. Now more than ever, it is important to plan ahead for products as the lead times are so fluid and change quite rapidly.

Raw material increases and rising transportation costs have driven inflation over the last several months. Here is a recap of some noteworthy price increases that have been announced since July 2021:

Building Materials

- Roofing, all manufacturers: 3-5% on 9/1.
- Vinyl Siding: 10-12% on 11/1.
- PVC Trimboards: 15% on 11/15.
- PVC Mouldings: 10% on 10/1, 13% on 11/1.
- Azek/Timbertech Decking & Railing: 4%-20% in September on decking, depending on product type; 4%-12% in September on railing; 4%-8% in September on accessories (Fasteners, Lighting, Dry Space).
- RDI Railing: 4%-15% (metal as a higher percentage).
- Cedar Bevel Siding: 5% on 8/1.

- Fiberglass Insulation Products: 6-10% by end of 2021.
- Dow/Dupont Products: 8% on 10/1.

Millwork Products

- Masonite Interior Doors: 11-20% on 1/3/22.
- TruStile Doors: 4% in October.
- Therma-Tru Doors: 7%-8% in August.
- FJP Jambes & Mouldings: 10-15% incrementally over the last 2-3 months.
- Johnson Hardware: 10% in October.
- Stair Parts: 15-25% since July (iron balusters as a higher percentage).
- Oak & Poplar Boards: 9% in October.
- Larson Storm Doors: 7% in November.

Windows & Patio Doors

- Harvey Windows: 4%-6% in September, 10% in January 2022.
- Andersen Windows: 7% in September.
- Paradigm Windows: 5% in July, 10% in October.

Commercial Products

- 3% on all Allegion Brands in October.

In conclusion, manufacturers and distributors still struggle to keep up with supply due to raw material shortages, labor challenges, and

Continued on Page 3

Lead Times

Updated 10/27/21



PRODUCT	# OF BUSINESS DAYS
8-SERIES WINDOW PRODUCT	45
5-SERIES WINDOW PRODUCT	55
CASEMENT PRODUCT	45
DOOR PRODUCT	60
PAINTED DOOR PRODUCT	65
BBG DOOR PRODUCT (BLINDS BETWEEN GLASS)	45
BAY AND BOW	60
IMPACT PRODUCT	75
HYBRID PRODUCT	45
ORDER OUT PRODUCT	50
ORDER OUT GLASS	65
CUSTOM SIZE PATIO SCREEN	50
GEOMETRIC (IH)	60
GEOMETRIC WITH ORDER OUT PARTS	65
PAINTED PRODUCT - EXTERIOR ONLY	50
WOOD GRAIN	50
PAINTED PRODUCT - EXTERIOR/INTERIOR	85
CUSTOM PAINTED PRODUCT	85
CUSTOM OPTIONS (EP MULLS, STD PKT MULLS)	55
GLASS ONLY	35
SCREEN ONLY	35
SASH ONLY	35

Commercial Lead Times—Estimated 15-17 Weeks.



ESTIMATED LEAD TIMES

LEAD TIME EFFECTIVE October 11, 2021

Actual delivery dates can be found on order acknowledgements

WINDOWS	UPDATED LEAD TIME BUSINESS DAYS	ESTIMATED LEAD TIME IN WEEKS INCLUDING TRANSIT
100 SERIES	67	16
200 SERIES	21	7
400 SERIES		
400 SERIES DOUBLE HUNG	28	9
WOODWRIGHT COMPLEMENTARY	63	16
400 SERIES CASEMENT	38	11
400 SERIES GLIDER	13	6
400 SERIES FLEXIFRAME	18	7
A-SERIES		
A-SERIES WINDOWS	35	10
A-SERIES SASH & DIRECT GLAZED	48	13
E-SERIES	58	15
ARCHITECTURAL (STRATHROY)		
CASEMENT/FRENCH CASEMENT	63	16



10/27/21 Production Leadtime Report

PRODUCTS	BUSINESS DAYS	ACTUAL WEEKS
VINYL		
CLASSIC	35	7
TRIBUTE	35	7
SLIMLINE	35	7
CASEMENT	35	7
ROLLING	30	6
PICTURE	30	6
HOPPER	30	6
VDL	30	6
PATIO DOOR	30	6
DESIGNER SHAPES	35	7
BAY/BOW	35	7
TRIM KITS	25	5

Product Showcase

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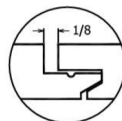
New Additions to Our Jackson Moulding Collection

Introducing:

Nickel Gap Primed MDF Nickel Gap (1/8" Gap) 1/2" x 7-5/16"

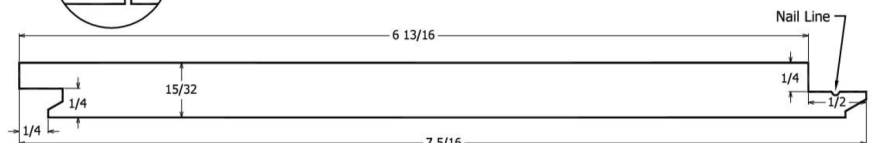
- Shiplap creates a 3D effect.
- Elegant & modern.
- Straight lines & square grooves.

Now stocking:
16' lengths



Our new Nickel Gap Shiplap complements any of our Jackson Moulding Collections. Formerly associated with seaside cottages, shiplap is now used in many varied applications.

Because of the Nickel Gap Shiplap's clean lines, it works well in a contemporary setting. It can even be used to make a historical setting feel more contemporary.



SCALE: 1:1

Supply Chain Update

Continued from page 2.

transportation delays. After speaking with several suppliers over the last few months, I foresee that these supply chain challenges will last well into the 3rd and 4th Quarter of 2022.

Our Purchasing Team continues to work closely with our suppliers to forecast product needs and to ensure materials arrive as quickly as possible to meet your project goals.

If your first product choice is not readily available, we are committed to providing viable second and third options to help you complete your projects on-time.

As always, please reach out to your Jackson Sales Representative for further information and updates about specific product pricing and availability.

Holiday Hours 2021

Thanksgiving:

The stores will be closed on Thanksgiving, Thursday, November 25, and will close at 2 p.m. on Friday, November 26. Jackson Kitchen Designs will be closed all day Thursday, November 25, Friday, November 26, and Saturday, November 27.

Christmas:

The stores and Jackson Kitchen Designs will be closed all day Friday, December 24 and Saturday, December 25.

New Years:

The stores and Jackson Kitchen Designs will be closed all day Friday, December 31 and Saturday, January 1.

Pricing Matrix

Stay on top of market pricing trends for Framing

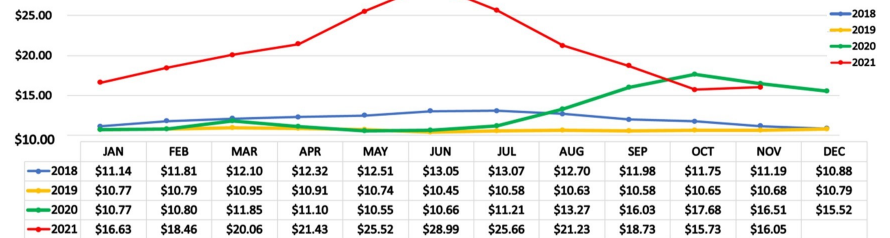


MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

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

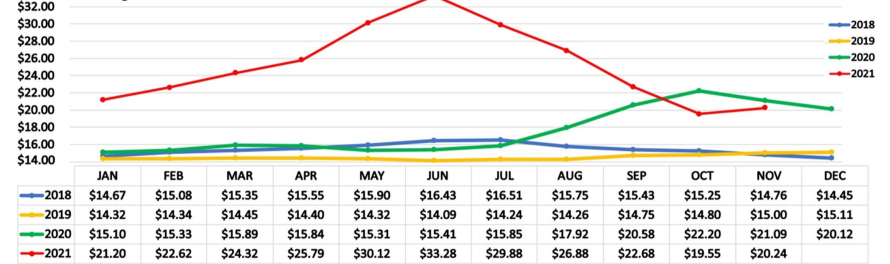
ECONOMY PRICE PER SQUARE ► QUOTE #177933

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.



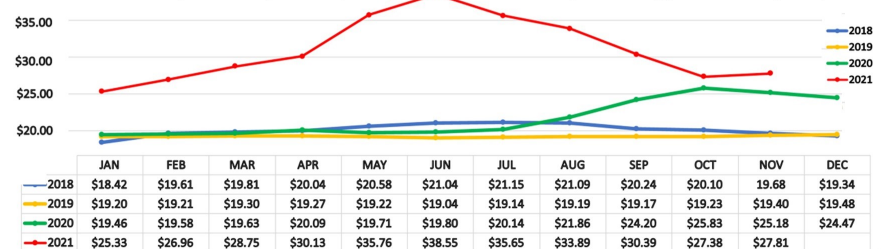
PREMIUM PRICE PER SQUARE ► QUOTE #420409

Includes: 2x6 Exterior Walls, 1/2" Zipwall & 5/8" Ziproof, 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.



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.



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

Matt White
Inside Sales
Woburn

A new addition to our Woburn inside sales team, Matt White started in the building materials business in 2005.

He joined us from Moynihan Lumber where he ran the service department before moving on to the installation desk where he handled ordering, issue resolution,

and other responsibilities. Matt learned the business "hands-on," but also completed Andersen factory training while he was with Moynihan.

He enjoys his new position as inside counter salesperson because he has direct contact with customers. Matt likes helping them by answering questions, resolving issues, and sharing his knowledge of millwork. He looks forward to building relationships

with our Woburn contractors and remodelers and serving their needs for years to come.

When not working the Woburn counter, Matt enjoys playing golf, attending his children's activities, and cooking his legendary sauce and meatballs.

He resides in Woburn with his wife and their two daughters.



Matt White
On the job in Woburn.



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

WindsorONE
Petaluma, CA

*Family Owned & Operated,
Manufactured in the U.S.A.*



Founded by Raymond Flynn in 1972, WindsorONE was originally named Calwii Moldings because the company sold redwood moldings to California and Hawaii. After purchasing a larger mill in Windsor, CA, the company was renamed WindsorONE. A second mill in Willits, CA, was purchased in 1985, but due to shipping logistics, the company needed an eastern mill location to better serve WindsorONE's east coast customers. After the Surry, Virginia, mill went online in 2007, the Windsor mill was sold and today the company manufactures at both the Willits, CA, and the Surry, VA, locations.

Vertically Integrated.

From the forest to the lumberyard, you can count on WindsorONE quality control. Realizing the importance of a consistent supply of fiber, Windsor created its own vertically integrated supply chain by purchasing forest land and a sawmill operation in Chile.

Product Innovation & Warranty.

The late 1990s saw increasing demand for a primed finger-jointed trim board but most products were prone to finger-joint failure and had substandard factory primer. Windsor saw opportunity to create the WindsorONE Trim Board line. With a 5-year warranty on paint and 10-year warranty on finger joints, this line became the solution for builders coast-to-coast. Today, Windsor is one of the only trim board manufacturers with a national footprint. Fifteen years ago, the WindsorONE Protected line was launched. With a 30-year warranty against rot, insects, and mold, and a Gold Indoor Air Quality rating, this line is healthy for interior use and durable for exterior applications. Install WindsorONE



Protected line products on your exterior projects with confidence as there has never been a single rot claim since this line launched.

Historical Collections.

For interior applications, WindsorOne designed the historically accurate Classical American Molding Collection to take the guesswork out of matching an architectural style, whether it is Classical Colonial, Greek Revival, Classical Craftsman, or Colonial Revival. With the recent popularity of shiplap in remodels and custom builds, WindsorONE shiplap is preferred by architects, builders, and contractors to achieve the "Farmhouse" look. Exterior applications include soffits and covered porches, while interior uses include ceiling and wall skinning.

Craftsmanship Pays.

The first thing you notice when you look at a home is the detail work. Whether it is historically accurate moldings, shiplap boards, or primed interior or exterior trim, Windsor has the detail work covered for every project. Builders use WindsorONE because they know that craftsmanship pays. Using products that highlight their craftsmanship skills makes the job easier and generates more referrals.



Quarterly Product Special

Enter To Win! One Winner at Each Store Location!

Bostitch 28° Industrial Framing Nailer

Lightweight, durable, with push-button nail depth control. #F28VWV

Value: \$239.99



Name: _____

Address: _____

Phone: _____ Email: _____

**Drawing will be held
Friday 11/26/21**

One entry per person. To enter, drop this form (no copies please) at your local Jackson store. One winner per store.