



CONTRACTOR ◇ CONNECTION

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

The dog days of summer have arrived and while I love the heat, a little rain would be appreciated. This summer season has been a scorcher across the country, and it has affected the pace of construction activity. This has had two significant implications.

First, with the slowdown of activity, lumber prices have lowered and, at least for now, have shown more stability than we have seen in a while. Secondly, it has greatly improved truck transportation across most of the country which has eased the pressure on the supply side.

So, while we have sunny skies now, most of the media are talking about the grey skies on the horizon. The federal interest rate rising another ¾ of a point has added to the uncertainty about future business. Consumer sentiment is still strong through this quarter and the first part of Q4, but uncertainty looms for 2023.

Builders across the country are waiting to see how the market progresses with rising mortgage

rates. A survey I read recently showed that 87% of the builders responded that starts would slow down because of this. It does not take an expert to figure that out. The more expensive it is to own a home, there are fewer potential buyers who can afford it. My concern is that the media will talk us into a deeper recession than what could play out.

As we get into the end of the third quarter, I am going to ask my sales staff to reach out to you to get a sense of what your plans are for 2023. Any insight or forecasting you can share with us would be appreciated.

As I mentioned earlier, the supply side has improved, and availability and lead times have improved on many products. Unfortunately, not all of them. Adhesives remain a large problem across the country as the chemical manufacturers still try to catch up. We are doing our best to find alternative solutions and greatly appreciate your patience and understanding.

I want to thank all of you for the business you give us the opportunity to supply. We will continue to provide you with the best quality and service that we can.

mtorrisi@jacksonlumber.com

Product Showcase

Now Stocking
Stormtite Roof Underlayment
By IKO Industries, LTD



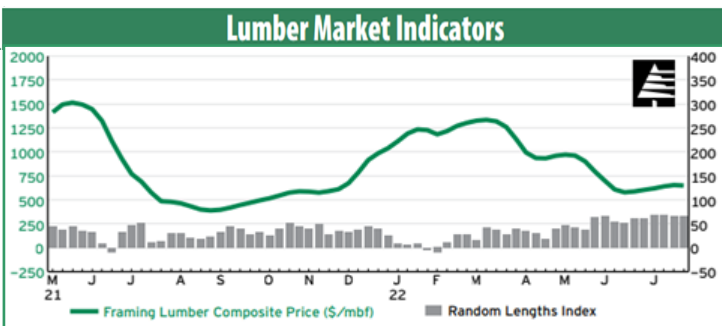
Synthetic Underlayment That Will Totally Rock the Way You Roll.

IKO Stormtite® synthetic underlayment is engineered to be used under asphalt shingles.

One of IKO's PROFORMAX Integrated Roofing Accessories, it is a cost-effective alternative to traditional #15 asphalt-saturated felt, and it is covered by a limited 15-year material warranty.

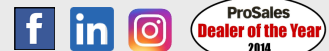
Stormtite®
SYNTHETIC UNDERLAYMENT

Continued on Page 2.



Inside this issue:

Product Showcase <i>Continued from Page 1.</i>	2	Pricing Matrix <i>Framing Lumber & Materials</i>	3
Events	2	Vendor Spotlight	4
Tech News	3		
Employee Spotlight	3		



Product Showcase

Stormtite Roof Underlayment

By IKO Industries, LTD

Continued from page 1.

Here's Why It Rocks:

Stronger than felt.

Stormtite® is more resistant to tearing and shredding when installers walk on it. Plus, it's coated on the top and bottom with tough polyolefin for superior weather resistance.

More flexible, even in cold weather.

Stormtite® is easy to install around vents, dormers, skylights, and other typical roof structures. It lays flat without curling and is super durable.

Synthetic, non-breathable material.

Stormtite® effectively sheds water that gets behind shingles and it's engineered to be a vapor-retarder. Thanks to built-in UV stabilizers, it can be left exposed for up to 30 days and will continue to perform.



Lighter than felt.

A single roll of Stormtite® contains 1,000 square feet but weighs only 20 to 26 pounds. It's easier for your installers to handle.

Easy Application.

Each roll is printed with dashed lines every 2 inches from the center and bold dots at the recommended fastener areas for easier and improved application.

Ready to Roll with Stormtite?

Contact your Jackson rep for more information.

SPECIFICATIONS

Length: 250 ft.
Width: 48 in.
Roll Contents: 1,000 sq. ft.



STORMTITE ROOF UNDERLAYMENT

STORMTITE - IKO STORMTITE ROOF UL/10SQ

See related story on Page 4.

Summer Events

Contractor Cookouts

Our cookout season started on June 22nd in Woburn and continued on July 20 in Lawrence. They were beautiful, hot summer days and there were plenty of contractors who stopped by to take a break under the tent, have a cool drink, and enjoy the great cookout fare.

Stop by and join us for our next cookouts!

AMESBURY:
August 3, 11:30 a.m.—1:00 p.m.

RAYMOND:
August 17, 11:30 a.m.—1:00 p.m.



Lawrence cookout on July 20th.



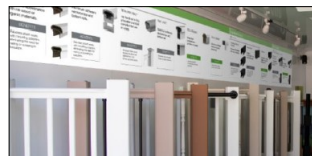
RDI Rail Demo Days

The Barrette Outdoor Living mobile showroom is coming to town!

Join us for a day of demos, food, and fun.

LAWRENCE:
August 9, 8:00 a.m.—11:00 a.m.

WOBURN:
August 10, 8:00 a.m.—11:00 a.m.



- The Product Training Trailer
- Product Knowledge Sessions
- Installation Demos
- B2B Builder Rewards Program



DeWalt Tool Demo & SALE!



Don't miss this event!

All DeWalt power and battery tools will be on sale at great pricing!



LAWRENCE:
August 24, 8:00 a.m.—11:00 a.m.

WOBURN:
August 25, 8:00 a.m.—11:00 a.m.



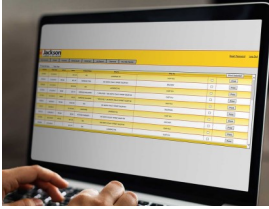
Tech News

Online Account Access

Put Our Technology to Work For You!
The Jackson technology department works continuously to develop the most dependable technological systems that will allow us to deliver what you need when you need it.

Get Connected.

Now you can access your JLM account through the internet any-time, 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, statement, job purchase history, and special clearance items.



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.

Sign Up Today.

Customer feedback about this program has been extremely positive and we strongly encourage those of you who haven't yet established your online account access to sign up right away. To get started, contact our Accounting Dept.

Our Communities

JLM staffers and families had a great time participating in the Raymond, NH, 4th of July Parade. It was a beautiful day!



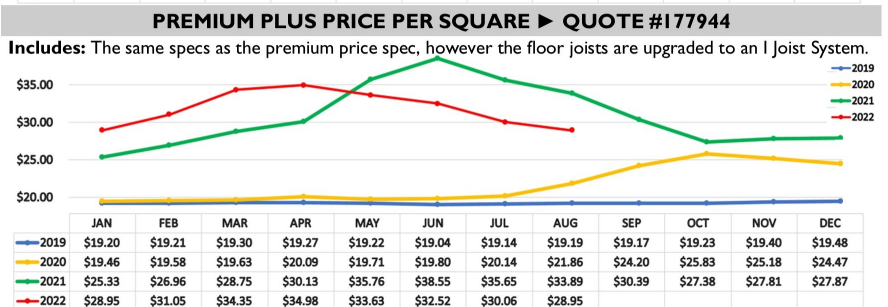
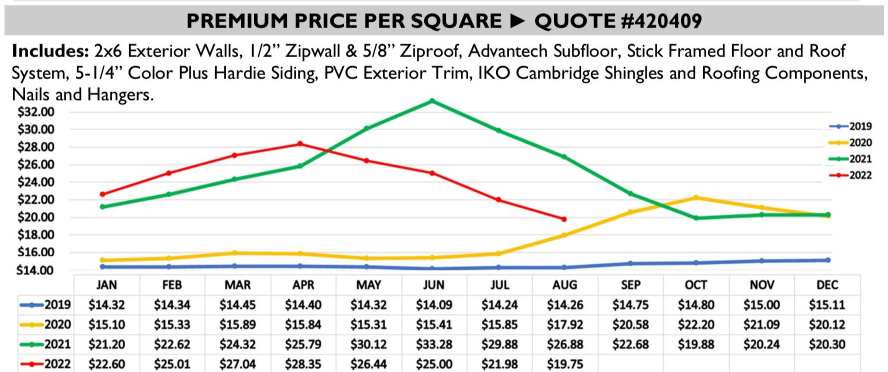
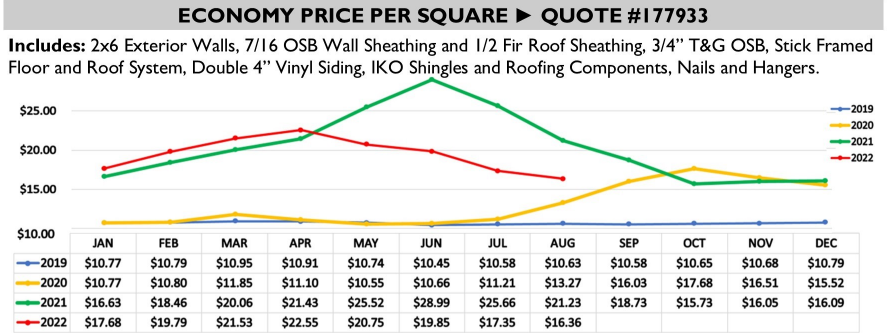
Pricing Matrix

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

Lisa Bonnett
Commercial Project Manager
Raymond

A graduate of UMass Lowell with her BS in Civil & Environmental Engineering, Lisa Bonnett has been a member of our Commercial Department team for nearly three years. She started out with Jackson as a Commercial Project Expediter working on commercial door and hardware materials management and logistics for

various projects. Lisa worked to make sure project deliverables were ready on time and within budget.

Recently promoted to the position of Commercial Project Manager, Lisa now works more directly with customers, and is responsible for keeping projects on track. She is enjoying learning the "ins and outs" of managing projects and the opportunity to see them through from the start to the finish.

What does the future hold? Lisa would like to work in an expanded Commercial Department as project manager and manage her own team.

Her leisure interests include spending time with her husband, Brian, and daughter, Raelynn, stock trading, and yoga. She also serves her community as board member of the Raymond, NH, Budget Committee and the Raymond, NH, Capital Improvements Committee.



Lisa Bonnett on the job in Raymond.



Jackson
LUMBER & MILLWORK

Jacksonlumber.com

5 CONVENIENT LOCATIONS:

AMESBURY, MA

67 Haverhill Rd.
Phone: 978-388-0366
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
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
Mon-Fri: 6:30 a.m. - 4:00 p.m.

WOBURN, MA

10 Jefferson Ave.
Phone: 781-933-0057
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
Mon: 9:00 a.m. - 3:00 p.m.
Tues-Fri: 9:00 a.m. - 5:00 p.m.
Sat: 9:00 a.m. - 3:00 p.m.
Appointments available



JLM Vendor Spotlight

IKO Industries, LTD
Corporate Headquarters:
Canada – Brampton, Ontario
U.S. – Wilmington, Delaware
Europe – Antwerp, Belgium

A proven leader in residential roofing and so much more, IKO Industries, LTD provides roofing, waterproofing, and insulation solutions worldwide.

70 Years Strong

A pioneer and leader in the global roofing and related products industry, IKO was founded in Canada in 1951. Family-owned for four generations, the company now has more than 3,500 employees and 37 manufacturing plants across North America and Europe. IKO is one of the world's largest exporters of asphalt shingles, shipping roofing products to 96 countries around the globe.

Cutting-Edge Technology

In all North American and European manufacturing facilities, IKO implements a program of continuous improvement that includes updating equipment and refining processes for maximum efficiency, productivity, reduced waste, and enhanced performance and safety. IKO is fully committed to ongoing investment in every facility to ensure that each one continues to operate at a maximum level of productivity in order to meet and exceed customer expectations.

Vertically Integrated

IKO believes in controlling the raw materials used in the manufacturing processes, a practice known as "vertical integration." The company makes almost every component for its roofing shingles and related roofing products. This means IKO can control quality in a way few competitors can match. For example, a plant in Clarksville, Tennessee, produces the wet chop fiber strands that a plant in Danville, Illinois, uses to manufacture fiberglass mats for roofing shingles. A plant in Barrie, Ontario, extrudes and prints the plastic wrappers that protect every plant's finished shingles in transit. IKO also oxidizes its own weathering asphalt, quarries and crushes its own limestone, colors its own granules, and makes its own backsurfacing.

Timeless Values

Now a modern manufacturer with global reach, IKO continues to be dedicated to its founder's core values, entrepreneurial spirit, and commitment to quality. The company's employees share IKO's ideals of quality, attention to detail, and exemplary



customer service. This combination of timeless values, forward thinking, and innovative technology will allow IKO to lead the way for its industry now and in the future.

IKO Products

For superior weather protection in residential applications, IKO manufactures asphalt roofing shingles with some of the heaviest-weight fiberglass mats in North America and Europe. For commercial and industrial applications, IKO manufactures rolled roofing and accessories, building envelope, and waterproofing products. IKO also manufactures innovative insulation products for residential and commercial applications in Europe and North America.

2022 Innovations

IKO showcased cutting-edge residential roofing innovations at the 2022 International Roofing Expo, including:

Dynasty® Class 3—Residential

IKO's Dynasty® premium-quality laminated performance shingles now carry a Class 3 impact resistance rating. They feature ArmourZone®, a reinforced woven band that fortifies the nail zone to resist tears and blow-offs. IKO's FastLock™ sealant quickly creates a strong bond to keep shingles in place even in

extremely high winds. Built with an enlarged nailing area for faster, easier, and accurate installation, the Dynasty® shingle's large 5-7/8" exposure area will create a look that homeowners will love. The design is available in 10+ nature-inspired fresh, bold colors.

Designer Shingles Class 4—Residential

IKO blends aesthetic appeal with enhanced peace of mind with two of its Designer Shingles lines which now carry a Class 4 impact resistance rating. Armourshake™ and Crowne Slate™, now offer industry-leading performance and unmatched durability. Mimicking the look and feel of natural slate tiles or cedar shakes without the associated maintenance worries and cost, these beautiful shingles deliver the ultimate in weather protection for estate homes and other high-caliber properties.

