



CONTRACTOR ◇ CONNECTION

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

Happy belated New Year to everyone. With January behind us, let's hope that this winter will not last too long, and that we will get an early spring.

The question that has been asked by many people over the past few months is, "What is 2023 going to be like?" In my opinion, we will not have a repeat of the last few years for a variety of reasons. The biggest driver is going to be the economy and if we fall into a recession, how deep it will be.

The effects of runaway inflation on interest rates and disposable income are having a significant impact on our industry. Other parts of the country that had large spikes in housing are now experiencing a downturn which is impacting them much more than what we are seeing in the Northeast. According to the National Home Builders Association there are parts of New England that are still underbuilt due to the lack of buildable land.

This downturn has had a flattening effect on the lumber market as demand has been lower than the

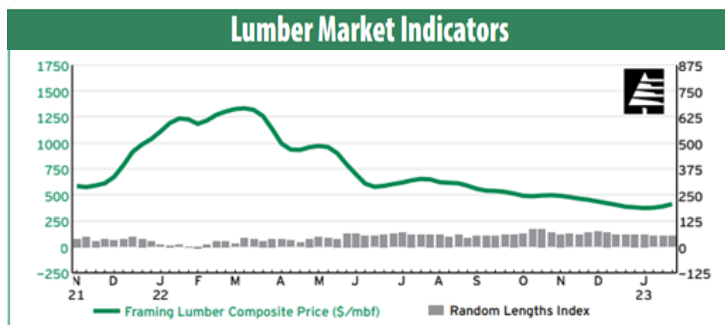
available supply of lumber and panels. We still can expect ups and downs in pricing as we go through normal seasonal swings. To adjust to demand levels, mills will reduce capacity by reducing shifts or closing plants altogether.

In fact, one major mill out West, Canfor, just announced it will be closing two mills in British Columbia which will take an estimated 750 million board feet out of the market. This has caused the market to bottom out and start to move in an upward direction.

Prices should firm up in the month of February, but most industry experts still feel that due to high interest rates demand will stay low, so they do not expect the wild swings we have experienced over the last few years. I hope they are right.

2023 will present some different challenges than we have had in the last few years, but nothing that we can't overcome. We are committed to maintaining our staffing and inventory levels to ensure we can provide you with the best possible service. Your business is greatly appreciated, and we look forward to being your supplier into the future.

mtorrisi@jacksonlumber.com



Product Showcase

Coming March 2023

Bevel Siding with PaintPro® Technology

by AZEK Exteriors

A Classic Look with Advanced Performance.



Never again must you choose between the low maintenance of vinyl or the premium, natural look of cedar.

AZEK® Bevel Siding is the most authentic-looking replacement for cedar siding with the added low-maintenance performance of rot-proof PVC. Unlike vinyl siding, AZEK Bevel Siding does not require additional J-channel trim or moulding that take extra time to install and take away from the overall beauty and natural look of the finished project. With AZEK, when you install seams tight, they stay tight.

Leveraging patented PaintPro® Technology, AZEK Siding is the lowest maintenance paintable siding product with the best paint adhesion available in the market today. Paint it once and you are done. It is far superior compared to the continuous maintenance and 3–7-year paint or stain cycle required with cedar siding.

Delivering first-class beauty with superior durability has never been so effortless.

Less Risk

- Industry leading Lifetime Limited Warranty.
- Enhanced paintability, superior paint adhesion and long-lasting performance.
- Moisture-resistant; will not rot, delaminate, decay, split or splinter.
- Insect-resistant; unappetizing to destructive pest.

Less Hassle

- No special saws or ventilation equipment required for cutting, no silica dust.
- No need to seal cut edges and scrapes for water protection.
- Up to 60% lighter than fiber cement.
- Flexibility and easier handling help prevent shipping/on-site breakage.

Less Limitation

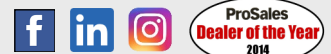
- Looks great with wide range of siding and trim materials.
- Approved for use in ground contact and roof line installs.
- Ideal for high moisture, coastal and extreme weather areas.

Continued on Page 2.

Inside this issue:

Product Showcase	2
<i>Continued from Page 1.</i>	
Sales Team News	2
Events—JLC Live '23	3
Employee Spotlight	3

Pricing Matrix	3
<i>Framing Lumber & Materials</i>	
Vendor Spotlight	4
Meet the Winners	4
<i>Drawing for Bostitch Nail Guns.</i>	



Product Showcase

Azek Bevel Siding

Continued from Page 1.

Easy to Install, Easier to Maintain

Installation Benefits

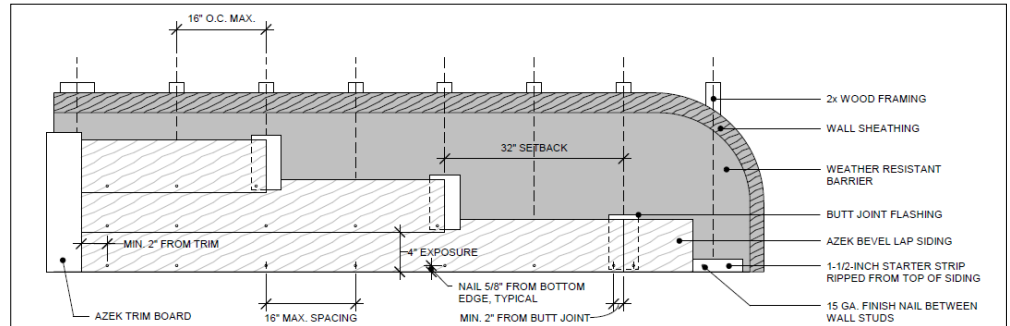
- It installs just like cedar.
- Ready to paint. No sanding or primer needed.
- No special tools required. No j-channel required.
- Engineered polymer is lightweight and durable.
- Uniform finish; no surface irregularities to work around.
- Flexible, durable material helps prevent on-site breakage.

Installation Best Practices

- Must have a weather resistive barrier (WRB) installed according to the IRC. For best results AZEK recommends a drainable WRB.
- Install kickout flashing and horizontal flashings per the IRC.
- Fasten with hot dipped galvanized .092" x 2" ring shank siding nail.
- Face nail siding 5/8" up from the bottom of the plank.
- Where two planks butt together, joint-flashing is required.

Movement

AZEK Bevel Siding with PaintPro® Technology is fabricated from a slightly different formulation of PVC than traditional AZEK products. Because of this, there are different expansion and contraction



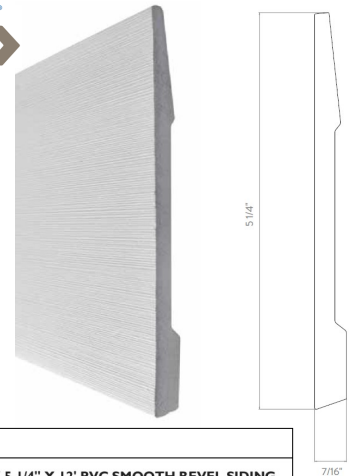
tendencies, but most of the movement has been engineered out of the product. There are many projects installed for over a year that have gone through the changes in temperature with very little movement, if any.

The most movement seen in the harshest climates AZEK has tested is about a credit card width. That would be up in Maine where the temps have gotten as low as -30° and as high as 90 degrees.

Another factor that controls movement is that even though you nail each plank once you actually get two fasteners in each course due to the overlap. The fasteners hold the board tight which controls movement. AZEK has had zero complaints on expansion and contraction in the year and half these projects have been installed.

AZEK® Bevel Advantage

Engineered to look, feel and install like wood, only better. Authentic-look, low maintenance, rot-proof, and with a Limited Lifetime Warranty.



- 5.25" x 7/16" (4" Reveal)
- 12' Bevel Plank (8 Pack)
- Smooth Texture
- 25 Pieces/Square

AZEK BEVEL SIDING
 AZEKBEVELSIDING - AZEK 7/16" X 5-1/4" X 12' PVC SMOOTH BEVEL SIDING

JLM Sales Team News

JLM & JKD 2022 Sales Awards

The top sales performers of 2022 for Jackson Lumber & Millwork and Jackson Kitchen Designs were recognized at our annual sales meeting on Monday, January 30 at the Haverhill Country Club.

Congratulations to all, and many thanks to our entire team of sales professionals and designers for their hard work and dedication.

This year, we recognized our JLM top sales performer with the Don Laroche Sales Excellence Award (The DL30 Cup). This new award is named in honor of one of our first outside salespeople. Don Laroche started at Jackson in 1977 as an outside rep for pre-hung doors. An excellent salesperson, Don (salesman #30) brought in many customers who are still with Jackson today. He also mentored and trained many outside sales people for Jackson. Don's innovative sales style, knowledge, and commitment to his customers pioneered the way for our sales force today.

Jackson Lumber & Millwork

- The DL30 Cup for Sales Excellence
- John McQuinn**
- Evergreen Award for Outstanding Achievement
- Russ Zimmermann**
- Spruce Award for High Achievement
- Mike Curran**
- Brian Dupes**
- Derek Hurrell**
- Ernie Villers, Jr.**

- Jackson Kitchen Designs**
- Top Sales Performer:
- Lucy Ross**



Don Laroche with the first DL30 Cup winner John McQuinn.



Sales Manager Marc Dettore with Evergreen Award Winner Russ Zimmermann.

- Marc Dettore** with our 4 Spruce Award winners.
- Top L-R:**
- Mike Curran, Brian Dupes.**
- Bottom L-R:**
- Derek Hurrell, Ernie Villers, Jr.**



- Kitchen Manager Lisa Torrissi** with JKD Top Sales Performer Lucy Ross.



Pricing Matrix

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

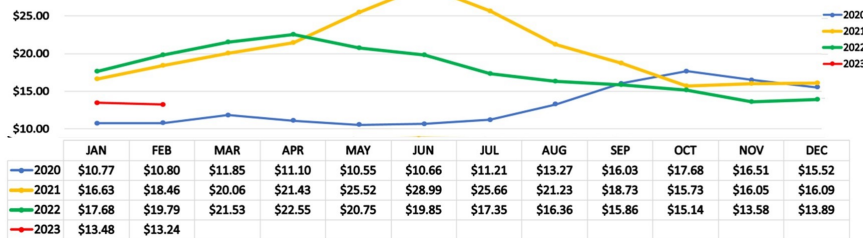


MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

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

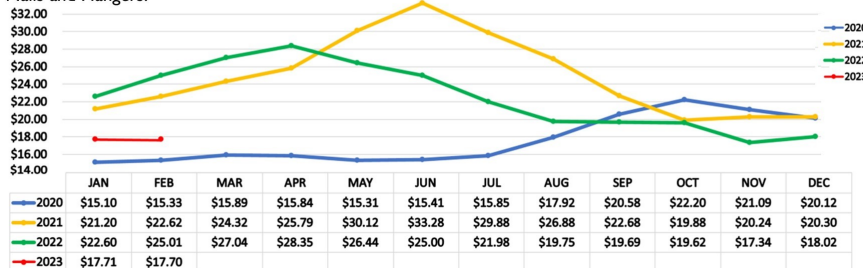
ECONOMY PRICE PER SQUARE ► QUOTE #177933

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.



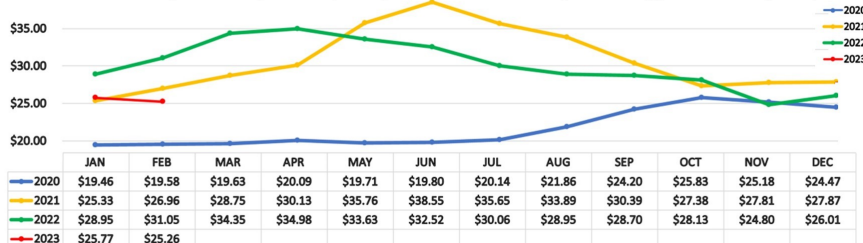
PREMIUM PRICE PER SQUARE ► QUOTE #420409

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.

Events



You Are Invited!

Be our guest at JLC LIVE 2023, the largest event in New England for builders, remodelers, contractors, and their crews.



Your Admission, Transportation & Lunch Are On Us!

Build Your Knowledge & Perfect Your Skills. See the Hottest Products. Learn the Newest Building Techniques.

JLCLIVE'23

RESIDENTIAL CONSTRUCTION SHOW

Friday, March 24th
Providence, RI
Convention Center

- 300 Building Products Manufacturers.
- TWO Expo Halls.
- LIVE Exhibitor Demos.
- LIVE Installation & Building Clinics.



Reserve your admission ticket and seat on the bus at any Jackson Lumber & Millwork lumber counter.

Reservation deadline: Monday, February 20

Schedule:

Buses depart from the Amesbury and Lawrence stores in the early morning. Exact time TBD. Lunch will be provided. Return bus leaves the RI Convention Center at 2:30 p.m.

JLM Employee Spotlight

Adam DeBonis Millwork Stager

A great addition to our Jackson Raymond team, Adam DeBonis came on board about two years ago. The Pinkerton Academy grad started as a driver's helper and only four months later he became a millwork stager.

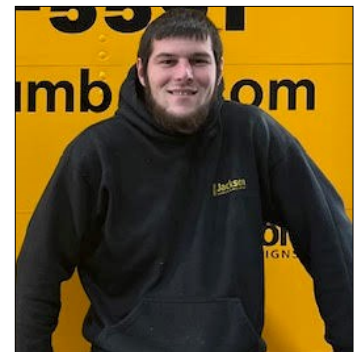
Adam is a big team player and can be counted on to do whatever

needs to be done. He operates forklifts, moves product, and does many other tasks. What Adam particularly likes about his position is the opportunity to help team members learn the right product and to show them how to fulfill orders and process the paperwork. He loves having a new challenge every day.

A big plus for Adam is being part of the Raymond team. He feels the

team is like one big family and he is proud to be the supervisor's backup for the department.

A real outdoors guy, Adam enjoys snowboarding, fishing, off-roading, and working on motorcycles and cars. His future goals include traveling around the world with his family to see and explore new surroundings.



Adam DeBonis 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

Paradigm Windows
Portland, Maine

Built to Last a Lifetime.



Founded in 1981, Paradigm Windows provides the new construction and remodeling industry with premium quality, Energy Star® rated vinyl windows and doors for both commercial and residential projects.

Located in Portland, Maine, Paradigm builds custom vinyl windows and sliding doors for distribution throughout the Northeast, Mid-Atlantic, and the Mid-West regions of the United States. Custom-made to fit your needs, Paradigm products are designed and tested for strength and performance making them an optimal choice for even the most rigorous of climates, while staying relevant to quality, style, and affordability.

The Paradigm Window mission to “Deliver as Promised” will continue in 2023. Paradigm constantly looks to better serve customers by making continuous improvements throughout the organization, from manufacturing to sales.

Although many economists predict the market will be down this year, Paradigm sees opportunity for growth. In the last year, the company added a new, state-of-the-art glass cutter in the manufacturing plant, enhanced the 8-Series product offerings with two new colors for interior and exterior, and created a marketing portal for distributors with key sales tools for business growth.

While the supply chain has improved significantly, Paradigm continues to monitor the marketplace for instability. In fact, the addition of new staff members to solely focus on market trends allows Paradigm to send us the earliest possible communications. Lead times have been reduced and Paradigm expects those to hold steady, but some products such as Krypton gas are either unavailable or have significant lead times to acquire. Paradigm’s goal is to continue to be as proactive as possible with updates so customers can plan for their businesses.

Looking ahead, Paradigm will continue to focus on product customization. Painted window and door product for both interior and exterior is a trend Paradigm will continue to enhance. The Paradigm AAMA certified paint process stands out amongst the competition and allows homeowners to be confident that their windows will look like new for the life of the product. Exterior casing options that reduce the need for vinyl j-channel around the window, while giving homeowners the finished look they want, continue to be Paradigm’s most popular option.

Today, Paradigm is the same quality manufacturer you have grown to love, with an improved logo that aligns with the company’s core values and today’s marketing trends.

And the Winners Are...

Congratulations to the lucky winners of our November newsletter drawing. Each winner received a Bostitch Nail Gun.



Scott Cimino
SRC Handyman Services

Jim Pimental
J.P. Construction



Connor Mele
Mele Carpentry, LLC

Leo Grandmaison
Grandmaison Restoration