



## CONTRACTOR ◇ CONNECTION

### Taking My Hacks



**A message from Jackson Lumber & Millwork President, Mark Torrisi**

I wanted to take a moment to express my gratitude for your continued partnership and support over the years. As your trusted lumber and millwork supplier, we understand the crucial role we play in your construction projects, and we are committed to providing you with the highest quality products and exceptional customer service.

The first half of the year has brought the lumber and panel market back to historical norms with typical seasonal fluctuations in the market. Supply and demand were in sync for most of the first six months of the year and we saw stability in pricing. I foresee the lumber market continuing on this path.

The OSB market is a different story. Due to mill shutdowns and production curtailments, supply has not been able to keep up with

demand and we have seen a steady increase in pricing. We are still well below the levels we experienced over the last two years, and I don't foresee us getting to that level, but I do expect prices to continue to rise.

Over the years, we have worked hard to establish strong relationships with the most reputable suppliers in the industry. This allows us to source top-grade materials that meet your specifications and exceed industry standards. Our experienced team is well-versed in the latest trends and innovations, and we are always ready to assist you in finding the right solutions for your projects.

Maintaining strong customer relationships and clear lines of communication are paramount to us. Feel free to reach out to us at any time, whether you have questions about a specific product or need advice on material selection or delivery schedules. Our dedicated team is always available to provide you with the necessary information and genuine guidance to help you make informed choices.

I want to extend my appreciation once again for your unwavering loyalty and confidence in Jackson. It is because of the relationships we have built with trusted contractors like you that we can continue to grow and improve our service to meet your evolving needs.

mtorrisi@jacksonlumber.com

**"Our experienced team is well-versed in the latest trends and innovations, and we are always ready to assist you in finding the right solutions for your projects."**

### Product Showcase



Trust your home to Schlage.

Introducing **Encode Plus™ Smart WiFi Deadbolt** by Schlage



The Schlage Encode Plus™ Smart WiFi Deadbolt is changing the way you protect what matters most.

Still with the most trusted features you expect from Schlage, their latest smart lock works with Apple® home keys.

Easily lock and unlock your door using your Apple Watch®, iPhone® and HomeKit®, plus seamlessly manage codes and more with the complete Schlage® Home experience, right at your fingertips.



**Schlage Encode Plus™ Smart WiFi Deadbolt with Century Trim.**

Both styles available in:  
 • Satin Nickel Finish  
 • Matte Black Finish

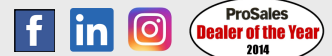
**Schlage Encode Plus™ Smart WiFi Deadbolt with Camelot Trim.**

See related story on Page 4.

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## Supply Chain Update



**From Brad Martineau,  
Purchasing Manager**

It has been nine months since I provided you with an update on the supply chain in the building materials industry, and there have been many changes that I would like to bring you up to date on.

I am happy to report that most products that were difficult to get nine months ago are much easier to procure now. These materials include PVC Trimboards, FJP Mouldings, MDF Sheets, Glass Mat products, and Fiberglass doors, just to name a few. Raw materials for these products have become more readily available, allowing manufacturers to produce finished goods in a timelier manner. It is safe to say that the allocation of these products is behind us, which is a very positive change compared to what we all experienced over the last few years.

On the other hand, there are still some products that are extremely difficult to obtain. These include solid clear pine S4S boards and mouldings. Logs with this grade of lumber are becoming more difficult to source. Purchasing continues to find alternative products and/or suppliers to help fill the void to ensure that we have stock of these products. There is no real update as to when these products will become more readily available, but we will continue to monitor the situation and provide more information as it becomes accessible.

If you recall, at the time of my last update, window and door lead times of the three major brands we distribute were out to as much as 8 to 10 weeks. Andersen lead times on most of their product lines have improved dramatically and are now mainly in the 4-to-6-week range. Furthermore, vinyl window lead times from both Harvey Windows and Paradigm Window Solutions have normalized over the last several months. They are now in the 3-to-4-week range, which is back to pre-pandemic levels.

In conclusion, the supply chain has vastly improved over the last several months. Our Jackson Purchasing Team remains diligent. We work closely with our suppliers to forecast product demand, which will ensure that we have the materials you need when you need them. Please reach out to your local Jackson Lumber & Millwork sales representative if you have any questions regarding specific product pricing and availability.

## JLM Millwork News

**Jackson millwork capabilities are spotlighted in Lumbermens Merchandising Corporation (LMC) Door Shop Quarterly.**

The recent LMC spotlight focused on the things that differentiate Jackson from other millwork manufacturers such as our facility, products, technology, and lean manufacturing. Here is some of the information that was included in the *Door Shop Quarterly* article:

Situated on 22 acres, Jackson's Raymond, NH, facility includes a 35,000 sq. ft. lumber rack supported structure, a modest store, a 32,000 sq. ft. window and door assembly plant, a 54,000 sq. ft. interior door assembly area and specialty millwork manufacturing area, and a 10,000 sq. ft. commercial millwork area. This year, a new 10,000 sq. ft. expansion was built to consolidate all manufacturing under one roof allowing increased capacity and efficiency.

Over the years our millwork product lines expanded to include hollow metal doors, frames and hardware, and custom historical doors. Some products provided by Jackson that help differentiate us from other suppliers are: set up pocket door frames, insulated attic scuttles, assembled vinyl window interior trim packs, custom stair parts, curved casing, and historical door units.

Jackson's focus on technology and lean manufacturing has been key to our success. Our ERP system is proprietary software written by our Information Systems Director, Don Piccirillo. His experience in operations, sales, and purchasing has given him great insight into what is needed from our Jackson computer system. All major aspects of our business are connected through one computer program – accounts receivables, payables, purchasing, point of sale, dispatch, general ledger, and millwork production.



The production software that runs the millwork shop is extremely powerful. The configurator that was incorporated into the software in 2020 allows users to select options and features for all Jackson manufactured products. Also, management can schedule the shop by man hours available, see on-hand inventory, react to potential material shortages, and schedule multi-family jobs alongside single-family jobs.

The second part of the success equation is Jackson's commitment to lean manufacturing. Eliminating waste in the production flow and producing the finished goods just in time for when customers need them, along with eliminating extra inventory, planning work in progress, and the timing of finished goods allows the shop to run at maximum capacity without the added stress of chaos. It also allows us to attain our company goal of providing customers with quality products, services, and solutions "on time and in full" every day.

Also in 2023, a new Kval Apex door machine was

acquired because of demands in the marketplace. This machine can hang exterior doors, interior Masonite 20-minute fire doors, prep unit pair doors for top mounted catches and hinges, prep bi-pass doors, and prep commercial doors along with the different hardware templates.

Jackson Lumber & Millwork has been a proud member of LMC for many years. Our relationship with LMC has helped us secure and maintain partnerships with Masonite for interior door products, Therma-Tru for exterior doors, and Metrie for moulding and jamb products.



# JLM Photo Album

## Woburn Yard Expansion

We recently added much needed space to our Woburn yard. This project which was in the permitting stage for two years has improved safety for our customers and our staff and has increased the capacity and efficiency of our yard business.

Please stop by and check out the improvements we have made.



## JLM Employee Spotlight

**Jeanne Miller**  
Accounts Receivables  
Lawrence



Jeanne Miller

A 20-year veteran of the travel business, Jeanne Miller joined the Jackson accounting team two years ago. She put her people, planning, and organizational skills to good use for Jackson, working initially as a receptionist/accounting clerk, and now in her current position in accounts receivables. Jeanne has also proved to be a great addition to the Jackson employee engagement committee.

What Jeanne likes best about her accounts receivables position is the opportunity to connect with our customers and to build great relationships with them. Jeanne especially likes the fact that every day brings something new, whether it is learning something or resolving something.

She enjoys the change of pace from her previous career in the travel industry that working in the lumber and building materials industry provides. Jeanne appreciates working for a family owned and operated business and looks forward to growing with Jackson in the years to come. Her leisure interests include going to the beach, swimming, and traveling. Jeanne and her husband live in Methuen with their three children and three dogs.

## Events

**Don't miss our last cookout of the summer!**  
**Thursday, August 17**  
**Raymond**



No reservations needed. Stop by for a hot dog or burger and a cold beverage if you are in the area at lunch time. We hope you can join us!

## Pricing Matrix

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

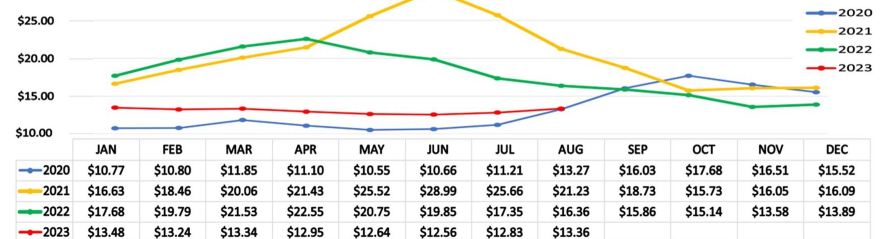


### MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

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

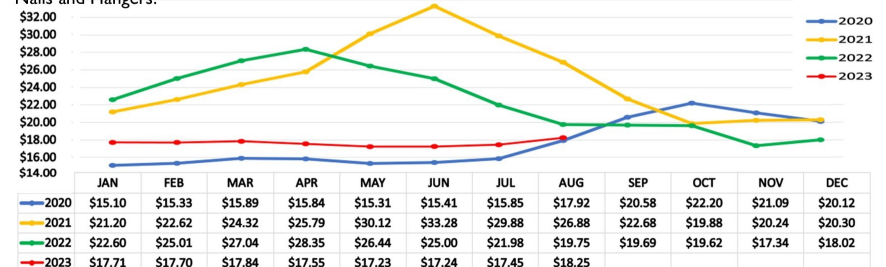
#### ECONOMY PRICE PER SQUARE ► QUOTE #177933

**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.



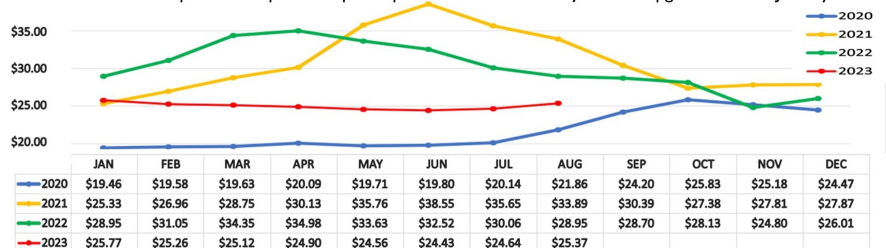
#### PREMIUM PRICE PER SQUARE ► QUOTE #420409

**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.



# Jackson LUMBER & MILLWORK

[Jacksonlumber.com](http://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

### Allegion

US Headquarters: Carmel, IN  
Local Office: Needham, MA

### Seamless Access and a Safer World

#### Pioneering Safety

For over a century, Allegion has been at the forefront of providing innovative security solutions. Established in 1908, the company has evolved from a regional manufacturer to a global leader in security products and solutions. The company's commitment to excellence and continuous innovation has made Allegion a trusted name in the industry.

Allegion's market strategy revolves around customer-centricity, cutting-edge technology, and unparalleled quality. They believe in forging strong partnerships with customers to understand their unique security challenges and provide tailored solutions. The diverse portfolio of Allegion brands, including Schlage, LCN, Von Duprin, Falcon, Steelcraft, and more, enables Allegion to cater to a wide range of markets, from residential and commercial to institutional and industrial.

Allegion takes great pride in ensuring a robust and efficient supply chain. Their global supply network enables them to meet customer demands promptly and reliably. In recent years, Allegion has made significant investments in optimizing their supply chain to enhance responsiveness, reduce lead times, and improve overall customer satisfaction. Through advanced logistics and strategic partnerships, they strive to maintain a seamless flow of products to their valued customers worldwide. Allegion is pleased to inform us that most of their product lead times are now back to normal, ensuring timely delivery and uninterrupted service for customers.



## ALLEGION™

■ FALCON ■ GLYNN-JOHNSON ■ IVES ■ LCN  
■ SCHLAGE ■ STEELCRAFT ■ VON DUPRIN

### What's New at Allegion?

To bring their customers the most innovative solutions in the industry, Allegion has developed a range of new products and websites. Jackson Lumber & Millwork is supported through Allegion's new portal which is an all-in-one platform including all products, marketing tools, bulletins, and list prices in one location.

They also offer a the new Overtur program for optimizing the door hardware specification process, collaborating with project teams, and accessing a comprehensive database of trusted door hardware products.

### ADSYSTEMS

Allegion's newest brand addition, AD Systems, offers innovative sliding door solutions for commercial spaces, combining functionality, space saving design, and aesthetics to elevate architectural environments.

In addition, Allegion recently introduced the Schlage Encode Plus™ smart lock to elevate home security with built-in Wi-fi connectivity, seamless integration with Apple devices to control the lock through an iPhone, iPad, or Apple Watch, and a sleek design.

*See related Product Announcement on Page 1.*

## Quarterly Coupon Special

# NAIL YOUR NEXT PROJECT!

# \$10 OFF

## Any Purchase of \$50 or More

### With this Coupon.

*No copies please. Offer good on purchase of  
any stock items.*

*Cannot be combined with any other offers.  
Offer good thru 9/30/23.*

