

CONTRACTOR ◇ CONNECTION

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

Spring is here, the days are getting longer, and the weather is getting warmer. Life is starting to get back to normal. I wish I could say the same for the lumber market and building materials supply. As the expression goes “a picture is worth a thousand words.” Below is a graph of the lumber market index for the last 2 years. I do believe this line will continue to go up.

The two most commonly asked questions are Why? And When?

The why is mostly due to not enough supply for a significant increase in demand. Last year this country had just over 1.4 million housing starts. Through the first 3 months of this year, after being adjusted for seasonality, we are on pace for over 1.7 million housing starts. To put that in perspective, if an average house uses 50 sheets of sheathing and we build 300,000 more houses, then 15 million more sheets will be needed. That type of increase was not predicted, nor planned for. Manufacturers simply cannot add that type of production to their existing facilities, and it takes years to bring a new plant

online. This applies to lumber, building materials, and millwork items as well. Our purchasing manager, Brad Martineau, has done an excellent job summing up the pricing and availability issues for a lot of our product categories in his article on page 2 in this issue.

The question of how long this will last is one that has most people scratching their head. When will demand slow down enough to match what is being produced? I honestly do not see that happening anytime soon. Possibly in the 3rd or 4th quarter of this year, but that is just a guess. I think the answer could be when homeowners can't afford to buy new houses or when builders can't afford to build them.

I certainly understand this is not the news anyone wants to hear. As always, our goal is to communicate with you as things change so you can plan accordingly. We are working diligently with our supply chain partners to ensure we receive material in a timely fashion and at a competitive price. Please contact your sales representative for updates and with any questions you might have.

Thank you again for allowing us to be one of your suppliers. Your business is greatly appreciated, and we look forward to working with you in the future.

mtorrisi@jacksonlumber.com

Lumber Market Indicators



Product Showcase

HERITAGE SERIES.
AUTHENTIC CRAFTSMAN DETAIL



Now Stocking
Heritage Series Interior Doors
From Masonite®

Masonite's Heritage Series offers a trendy flat panel design to compliment any décor.

Attention to aesthetic detail and construction makes this a leading design in interior doors.

- The classic lines of wood shaker doors with the durability of molded panel engineering.
- Available in Safe 'N Sound® for superior noise reduction.
- Emerald® “green” specification offered for all styles and matching bifolds.
- Smooth texture molded interior doors, ready for paint.

We stock the full line of Logan and Winslow door styles including bifolds. Lincoln Park is available by special order. Here are SKUs of some of the most popular sizes:

HERITAGE SERIES - LOGAN 2 PANEL INTERIOR	HERITAGE SERIES - WINSLOW 3 PANEL INTERIOR
2468138HCLOGAN - 2-4X6-8X1 3/8 HC LOGAN 2PNL SM	2468138CRAFT - 2-4X6-8X1 3/8 HC 3PN WINSLOW
2668138HCLOGAN - 2-6X6-8X1 3/8 HC LOGAN 2PNL SM	2668138CRAFT - 2-6X6-8X1 3/8 HC 3PN WINSLOW
2868138HCLOGAN - 2-8X6-8X1 3/8 HC LOGAN 2PNL SM	2868138CRAFT - 2-8X6-8X1 3/8 HC 3PN WINSLOW
3068138HCLOGAN - 3-0X6-8X1 3/8 HC LOGAN 2PNL SM	3068138CRAFT - 3-0X6-8X1 3/8 HC 3PN WINSLOW
26682FD2PLOGAN - 2-6X6-8 2PNL LOGAN HC BIFOLD	26682FDCRAFT - 2-6X6-8 HC 3PN WINSLOW BIFOLD

Transferrable
7-year warranty on Interior Solid Core Doors,
5-year warranty on Interior Hollow Core.

Product	Door Slab	Masonite Applied Finishes
Interior Solid Core Doors	7 Years	1 Year
Interior Hollow Core Doors	5 Years	1 Year

MASONITE.

Open to extraordinary.



See related Vendor Spotlight story on Page 4.

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Enter to win a Bostitch Nailer



Supply Chain Update



**From Brad Martineau,
Purchasing Manager**

As you may recall from my previous update in November, the last year has seen record demand for building products

in the industry. Supply disruption due to the global pandemic as well as other factors, such as the winter storm in Texas and the significant amount of rain in the southeast, have put constraints on raw materials coming out of these regions of the country.

Specifically, the winter storm in Texas this past February interrupted petroleum based raw material supply, which is critical in the production of Oriented Strand Board (OSB), Engineered Wood Products, and PVC related products. The rain in the southeast has prevented loggers from getting into the forest to produce Southern Yellow Pine and has limited the availability of this product.

Due to these supply constraints, certain manufacturers have implemented allocation to limit the amount of ordering in the supply chain, Huber Engineered Wood Products, Therma-Tru doors, Kleer PVC Trimboards, and Masonite Interior Doors to name a few. We are only able to purchase materials to cover our normal buying needs and are unable to buy "in bulk." Related to Therma-Tru, there is currently supply limitation on composite edge material for fiberglass doors.

Furthermore, there are transportation challenges the industry has not seen in a number of years. For example, there is only one truck available for every 70 full truckloads of material to be delivered. There is also a shortage of containers for material being transported globally. Containers that arrive at their designated ports are being held up for several weeks to get stripped and unloaded.

Finally, the early spring is the start of produce season and truckers can transport these loads at a much higher rate than they get for shipping building materials.

Here is a recap of some noteworthy price increases that have been announced since January 2021:

Building Materials:

Engineered Wood Products (other manufacturers went up as much as 35-40%)

- 22-25% on LVL
- 28% on I-Joists

Roofing (all manufacturers)

- 5-7% in February
- 4-6% in June

ABC Metal Roofing

- 25-30% on all Panels & Accessories over the last 3 months

Vinyl Siding

- 12-15% over multiple increases

PVC

- 6-8% in April
- 10% in June

Azek/Timbertech Decking & Railing

- 4-6% on Decking in February
- 5-7% on Decking in April
- 3% on Composite Railing in February
- 2% on Composite Railing in April
- 8% on Aluminum Railing

Millwork Products:

Masonite Interior Doors

- 10% in January
- 4% in June

Trustile Doors

- 5% in January
- 4% in July

Millwork Products continued:

Therma-Tru Doors

- 4-6% in February
- 8% in July

FJP Jambes & Mouldings

- 25-30% incrementally over the last 6-9 months

Johnson Hardware

- 10% in May

Stair Parts

- 8-10% since January

Windows & Patio Doors:

Harvey Windows

- 6% in January
- 4-6% in May

Andersen Windows

- 4-6% in February

Paradigm Windows

- 6% in January
- 5% in July

Windsor Windows

- 6-7% in February

Commercial Products:

- 3-4% on all Allegion Brands in April
- 3% on all Assa Abloy Brands in May

In conclusion, manufacturers are still struggling to keep up with supply due to the increased demand in the industry. Our Purchasing Team remains diligent in working closely with our suppliers to forecast product and to ensure materials are arriving as quickly as possible to meet your project needs. Jackson Lumber & Millwork is committed to serving you with the best products in the industry as adequately as possible.

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

JLM Photo Album

Celebrating 75 Years as a Family Owned & Operated Business.

We have been providing solutions and delivering results for our customers since 1946. Here are some images of our early years in business from our photo archives.

Early Tool Demos



JLM Photo Album

Celebrating 75 Years!

More photos from the Jackson archives.



Loading the trucks in the early days.



Selecting Plywood.

Pricing Matrix

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

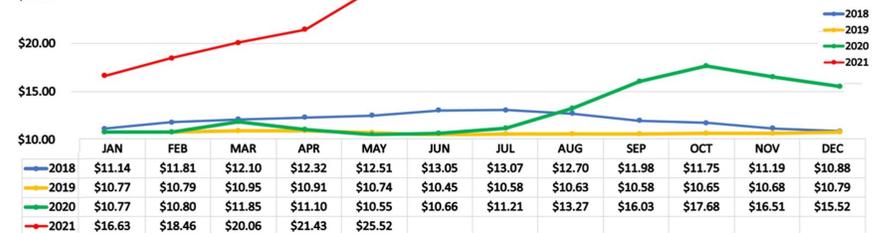


MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

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

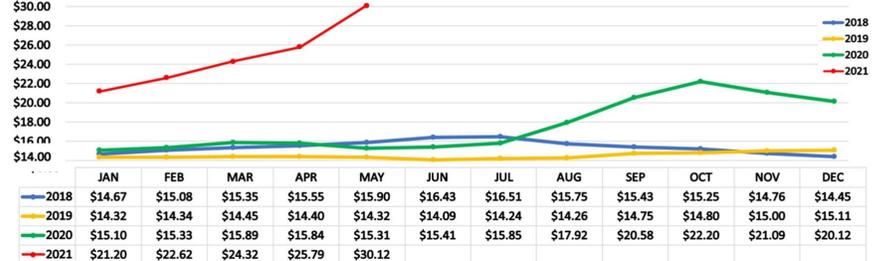
ECONOMY PRICE PER SQUARE ▶ QUOTE #177933

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.

JLM Employee Spotlight

Ken Markham
Assistant Store Manager
Lawrence

A project manager who built over 300 houses during the 1990s housing boom, Ken Markham was hired as part of the Jackson team that remodeled our Lawrence drive-thru lumberyard back in 2000. He likes to point out, "See those racks? I put them all up."

After the racking project, Ken

moved to store sales. He learned the millwork side of the business, was trained by Andersen to be a field service technician, and later worked in our Lawrence millwork showroom.

Ken left Jackson for a few years but returned in 2017 to handle Lawrence counter sales. Now Assistant Store Manager, Ken uses his strong industry knowledge to help customers select products and answer their questions.

A hardworking multi-tasker, Ken loves how diverse his job is and that every day is different.

He is very proud of his daughters. The youngest is studying education at UMass Lowell, and his eldest recently married and lives in New Jersey with her husband who is in the Army Reserves.

In his leisure time, Ken loves hiking with his dogs. He also enjoys hunting and making his legendary venison jerky. One of his short term goals is to buy his first pickup truck.



Ken Markham
in the Lawrence store.



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.

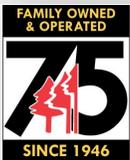
LAWRENCE, MA
215 Market St.
Phone: 978-686-4141
Fax: 978-689-1023
Mon-Fri: 6:30 a.m. - 4:30 p.m.
Sat: 7:00 a.m. - 12:00 p.m.

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

Masonite International Tampa, Florida

Founded back in 1925 by William H. Mason, a scientist, engineer, and inventor, Masonite now has operations in 8 countries, and they service customers across 64 countries.

The only door manufacturer to service all segments of the residential and architectural door markets, Masonite is focused on innovation. For over 95 years they have helped make buildings better with innovative door solutions and unmatched service. Masonite is dedicated to ensuring the success of every project their builders, remodelers, architects, and homeowners work on.

Masonite believes doors can do more. They constantly develop new ways to make their products safer, smarter, cleaner, more stylish, and more functional.

Today, many of us are spending more waking hours at home than ever before. Because of this, Masonite is putting special emphasis on Solid Core doors with their new "Sound Decision" campaign. Masonite's engineered Solid Core doors offer more control over the sounds of the home, so you can create peaceful work-spaces or any other quiet environment that fits the homeowners' unique needs.

They stand behind their products with a transferrable 7-year warranty on Interior Solid Core doors and a transferrable 5-year warranty on Interior Hollow Core doors.

With Masonite products you never have to sacrifice superior quality for environmental stewardship. The company has been a leader in Environmental Responsibility from the very beginning.



William Mason's 1924 discovery that post-industrial wood chips could be reconstituted and used to create building material became one of the blocks on which Masonite was built. By-product wood chips are a vital ingredient in many of Masonite's doors and timber that is used comes from sustainable, managed forests. In addition, their doors are made in manufacturing facilities designed to be easy on the environment.

Headquartered in Tampa, Florida, Masonite crafts distinctive door styles that complement any home or personal taste, from trend-forward looks to timeless designs. Whether you choose traditional wood, solid core, or hollow core doors, every Masonite product is the result of years of research, design, engineering, and development. Simply put, they deliver beautiful, high-performance doors that are built to last.



See related New Product Announcement on Page 1.

Quarterly Product Special

Enter To Win! One Winner at Each Store Location!

Bostitch 15° Coil Framing Nailer
Industrial grade design for power and durability. #BTF83C
Value: \$300.00



Drawing will be held
Friday 5/28/21

Name: _____
Address: _____
Phone: _____ Email: _____

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