



## CONTRACTOR ◇ CONNECTION

### Taking My Hacks



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

With the first month of the year under our belts, it sure looks like 2022 will be as volatile as last year. Before sitting down to write this, I looked back at what I wrote to you at the beginning of last year, and with all honesty I could have used last year's letter and just changed the dates.

As I mentioned in my update at the end of the year, 2021 closed with a very strong surge in lumber and panel prices. The market in January kept that trend going.

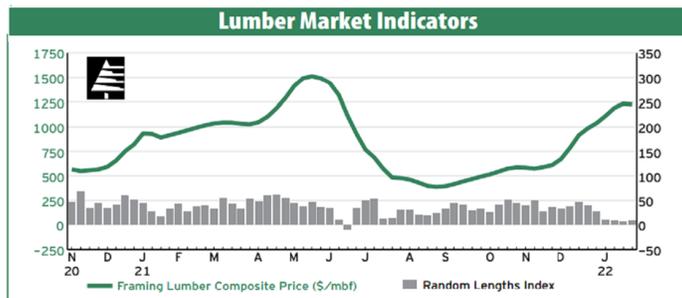
the pandemic-driven home fix-up movement that started in 2020.

The supply side of the equation has seen marginal improvement over last year, but transportation is still the biggest bottleneck for the entire country. There are simply not enough truck drivers to transport all the products that are in demand and there is no easy solution to that problem.

With that said, I am still optimistic for our industry. Housing and remodeling are still in high demand and while we have challenges ahead, I do believe 2022 should be a prosperous year for all of us.

As always, we appreciate every opportunity you give us to be your supplier and we look forward to working with you in the future.

Lastly, I am extremely proud and



We have seen a pause in the lumber market in the last week, but the OSB market has continued to rise at a significant pace. Where each one goes is a difficult question to answer. As I have mentioned in the past, all the economic factors are in place to keep prices firm.

Housing starts are still very strong. In fact, the last time we saw this level of housing starts was back in 2006. This year is predicted to be as strong if not stronger than 2021. The repair and remodeling sector is expected to maintain steady growth in 2022, extending the strength from

excited for the enhancements we made to our sales management team, and I want to congratulate our managers and our top sales performers for a job well done. (See story on page 2).

Spring is right around the corner, and we look forward to a very busy building season.

mtorrisi@jacksonlumber.com

### Product Showcase

Now Stocking  
**Azek Trim and Moulding**  
By Azek Exteriors

When asking installers familiar with AZEK trim and moulding why they choose the brand, it is common to hear the same simple phrase, "Set it and forget it!"

Made from engineered polymer, AZEK trim is completely moisture and rot resistant so once installed, it endures beautifully for years and years to come.

#### Product Offering:

- ▶ Wide Offering of Nominal Trim Board Sizes.
- ▶ Multiple sheet and beaded sheets.
- ▶ Pre-assembled cornerboards and column wrap kits.
- ▶ Moulding profiles including casings, sills, and crowns.



All of AZEK Exteriors' products are engineered for installation ease to save time and labor. AZEK's lightweight and durable polymer trim and siding materials lasts much longer than wood but can be cut, drilled, and fastened with standard woodworking tools.



As a leader and specialist in exterior trim, AZEK goes beyond just the standard trim options. Installers can choose from an inspired collection of solution-based profiles designed to address site-specific installation challenges while also adding elegant details in a variety of exterior applications.

Here are a few more reasons why converting to AZEK trim is well worth it:

**Completely Rot-Resistant.** AZEK boards are 100% protected, inside and out, from both water exposure and absorption.

**From Ground Contact to Roofline.**

With no need to worry about water absorption, AZEK Trim accents are ideal for installation at ground level or near rooflines where moisture management is crucial.

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## JLM Sales Team News

### Announcing New Outside Sales Management Structure

We are pleased to announce some recent changes in the management structure of one of our Outside Sales teams.

Our Outside Lumber and Millwork Sales team had yet another record-breaking year in 2021. They are a great, hard-working bunch of guys, and we are so proud of their efforts. They are also a big team, with a lot of moving parts to manage. With that in mind, we have decided to change our management structure to a partnership of shared leadership. Effective



**Marc Dettore,**  
Millwork Sales  
Manager



**Ernie Villers,**  
Lumber Sales  
Manager

January 1st, Marc Dettore was promoted to Millwork Sales Manager, joining Ernie Villers as Lumber Sales Manager to create this new shared leadership model.

This great partnership will leverage Ernie's 40-plus years of deep expertise on the lumber side of the business combined with Marc's expert knowledge of the Millwork side of the business which he honed over his 18 years at Jackson. Marc and Ernie have been working closely for years and are looking forward to partnering in a new way as they manage our sales team in collaboration.

Please join us in congratulating Marc on this well-deserved promotion and Ernie on this new partnership as we look forward to another busy year ahead.

### 2021 Sales Team Awards Announced

Congratulations to the top sales performers of 2021 for Jackson Lumber & Millwork and Jackson Kitchen Designs.

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

#### Jackson Kitchen Designs

##### Top Sales Performers:

Janet Maglia and Jessica Sykora.

**Janet  
Maglia**



**Jessica  
Sykora**



#### Jackson Lumber & Millwork

##### Evergreen Award for

Outstanding Sales Performance:  
John McQuinn.

Spruce Award for Outstanding Achievement:

Russ Zimmermann.

##### High Achievers:

Marc Dettore, Brian Dupes, Walter Dion, Dave Robertson, Gordon Smith, Ernie Villers, and Ian Vosgien.

**Russ  
Zimmermann**



**John  
McQuinn**

## Product Showcase

### Azek Trim and Moulding

By Azek Exteriors

*Continued from page 1.*

#### Lightweight & Durable.

Flexible and durable engineered polymer prevents job site breakage and delivers long-lasting protection for homeowners.

#### Industry Leading Warranties.

Azek Exteriors guarantees the performance of trim, moulding, and siding with a Lifetime Limited Warranty that covers rotting, splitting, splintering, swelling, and warping.

#### Ready to Install.

The ultimate exterior matchmaker, AZEK Trim comes ready to install in semi-matte white to complement and instantly elevate any surrounding, but it can also be painted, if desired.

#### Weathers Better.

AZEK trim will maintain its brilliant white color without cracking or splitting due to sun exposure.

#### Cleaner Fastening.

Finish AZEK trim without pre-drilling; fasten close to the edge without risk of splitting or mushrooming, saving time on the jobsite.

#### Workable and Customizable.

Easily mill and route our trim, or heat form it before painting for exquisite customized or curved applications.

#### Go Green.

The AZEK Full-Circle PVC Scrap Collection Program makes it easier than ever for installers, contractors, and homeowners to support the green building movement.

Through partnership with the channel, AZEK now offers trim scrap recycle bins at Jackson Lumber & Millwork for the collection of PVC trim, siding and decking scraps. Once bins are full, AZEK will ship them back to a state-of-the-art recycling facility to be reprocessed and converted into brand new product!

This new program saves you money by eliminating disposal fees and allows you to better market yourself as a green builder to help attract more clients.



**DESIGNED FOR EASY INSTALLATION. ENGINEERED TO ENDURE.**

Visit us at [jacksonlumber.com](http://jacksonlumber.com)

## Events

### You Are Invited!

Be our guest at 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

RESIDENTIAL CONSTRUCTION SHOW

**NEW ENGLAND 2022**

**Friday, March 25th  
Providence, RI  
Convention Center**

- ▶ 200 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:  
Wednesday, February 23rd.**

#### 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.

## 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.

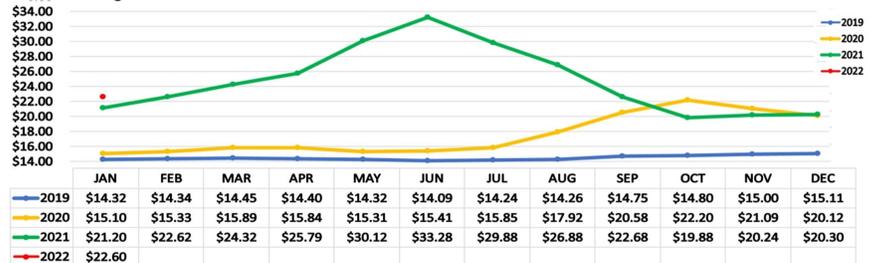
#### ECONOMY PRICE PER SQUARE ▶ QUOTE #177933

**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.



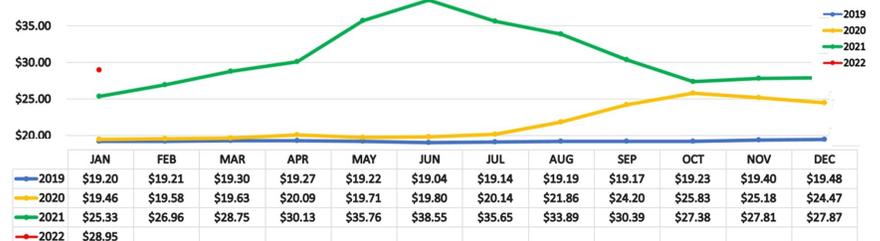
#### PREMIUM PRICE PER SQUARE ▶ QUOTE #420409

**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

**Jessica Zappala Sykora**  
Kitchen Designer  
North Andover

A key member of our design team, Jessica joined Jackson Kitchen Designs in 2002.

A graduate of UNH Durham she developed her kitchen design skills through National Kitchen and Bath Association (NKBA) training courses and training with cabinet and CAD vendors.

During her 20 years with JKD, Jessica has worked with homeowners and contractors in Greater Boston, the Merrimack Valley, southern New Hampshire, and southern Maine.

She enjoys sharing her ideas and expertise with clients to help them achieve the results they desire while staying within their budget. Jessica has experience with all types of kitchen projects from contemporary to traditional, large

to small, and new construction to renovations. She uses her excellent communication and customer service skills and her keen eye for design to create spaces her clients will love for years to come.

Jess resides in Newton, New Hampshire with her husband John and children Lucy and Johnny. Her interests include the kids' soccer, basketball, flag football, and baseball games, family ski weekends, and spending time with friends.



Jessica Sykora in the JKD North Andover showroom.



# Jackson LUMBER & MILLWORK

[Jacksonlumber.com](http://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: 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

Huttig® Building Products, Inc.  
Headquarters: St. Louis, MO

Built on Experience.  
Dedicated to Service.



One of the nation's leading distributors of millwork and specialty building products for new residential construction and remodeling, Huttig® Building Products, Inc. was founded in 1865. The country's largest wholesale value-added distributor serving dealers in 41 states, Huttig's mission is to deliver high-quality products and reliable service to their dealer customers, so dealers can stay competitive in an ever-changing industry. Huttig has a deep knowledge of the building industry and a long history of listening to their dealers to understand and respond to their challenges. In fact, they developed a unique LEAN program to improve delivery times, service, and quality.

Some of the product lines Huttig supplies to Jackson Lumber & Millwork include: Azek, Bilco, EZ-Crete, HB&G, Simpson Strong-Tie, Timbertech, RDI, and Maibec. Huttig provides us with daily delivery to all yards, next-day delivery on in-stock items, and a liberal return policy. Their team of professional and knowledgeable sales associates offer personalized service to Jackson and all Huttig dealers.

A noteworthy trend Huttig reports is the use of sustainable materials in new home construction. People will spend more on building materials that



reduce the carbon footprint and save on utilities expense, and manufacturers that leverage recycling programs now see more interest from consumers.

### Supply Chain Updates from Huttig:

**Maibec Siding:** Sully from Canada will continue to be challenged. Nantucket and Kennebunk raw shingle will be in short supply for the foreseeable future due to Covid restriction and labor shortages.

**Azek Building Products:** Product availability continues to improve but raw material procurement remains a challenge. The addition of a plant in the northwest will allow eastern production to service our trade area.

**Simpson:** They continue to hit production/delivery goals, but raw material and labor costs continue to rise which will impact sell prices throughout 2022.

**RDI:** Service levels and lead times have improved in the past two months; however labor and raw material shortages continue to be an issue.

**Bilco, EZ Crete:** Raw material shortages and lead times have recently improved, but Huttig's ability to buy "more" has not been successful.

## And the Winners Are...

Congratulations to the lucky winners of our November newsletter drawing. Each winner received a Bostitch 28° Industrial Framing Nail.



Robin Chartier,  
Amesbury winner



Jeff Gillen,  
Lawrence winner



James Gregoire,  
Raymond winner



Soul Gomez,  
Woburn winner

## Quarterly Product Special



DWE575 7-1/4" Lightweight

Reg. Price:  
\$136.46

# CIRCULAR SAW

## \$10 OFF

While supplies last!



Lightweight 8.8 lb. saw with powerful 15 Amp motor.  
Bevel capacity: 57°, Depth of cut capacity: 2-9/16"

With this coupon. At point of purchase only. Offer good thru 2/28/22.

