



## CONTRACTOR ◇ CONNECTION

### Taking My Hacks



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

A friend once described his golf game to me as “consistently inconsistent,” and I could not have come up with a better expression to describe what the lumber market has gone through the last two years. The extreme volatility and timing of the rise and fall in the market have created an environment that has been difficult to manage for all parts of our industry.

After bottoming in mid to late August 2021 lumber prices began to increase and continued to rise through October. Prices did begin to slip in early November, but that dip was short-lived. Transportation disruptions caused by flooding in B.C. Canada, combined with the increase in duties put upon lumber crossing the border, caused prices to move higher.

Price increases accelerated in early December as dealers, afraid of another run up in prices similar to the spring, sought to replenish inventories as U.S. demand remained strong. Prices continued to increase throughout much of the first quarter but did start to slip in March.

With inventories being low across all parts of the distribution chain and demand growing as we head into the spring building season, we expect a rebound in prices into the late second and early third quarters of the year.

While prices are expected to rebound, the second half of the year average is expected to be below the first half. Forecasts for the end of the year and into next year call for prices to remain high compared to historical averages but they should be down significantly from the 2020-2021 levels.

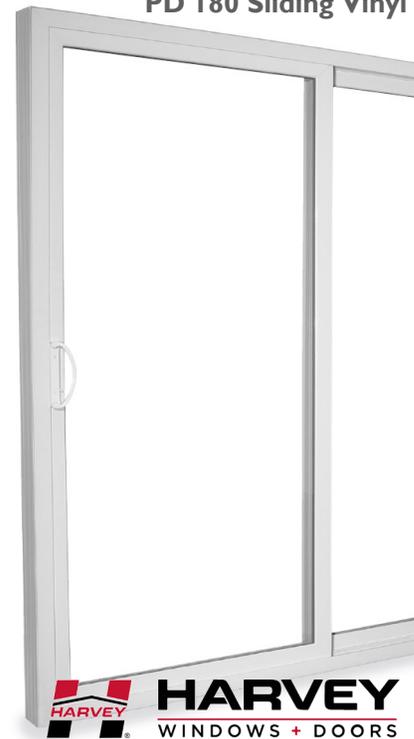
Volatility is to be expected as transportation, labor, and political issues remain and will have an impact on the lumber market. Unfortunately, that means more of the same, but the highs will not be as high as we experienced last year.

We will continue to strive to retain a balanced inventory and flatten out the spikes the best we can. Please keep in touch with your Jackson representative for updates.

We truly appreciate being your supplier and look forward to another busy year.

mtorrissi@jacksonlumber.com

### Product Showcase



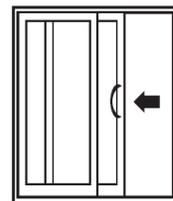
Currently Stocking  
**PD 180 Sliding Vinyl Reversible Patio Door**  
By Harvey Windows + Doors

**Energy Efficient**  
**Withstands High Winds**  
**Reversible Handing**

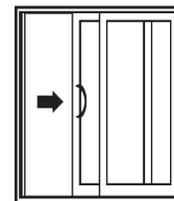


Standard white pull handle with mortise lock provides security

The PD180 sliding vinyl patio door is energy efficient, stands up to demanding weather, and is shipped fully assembled. The warranty is 25 years on vinyl, 10 years on glass, and 2 years on hardware.



OX-Slide Left

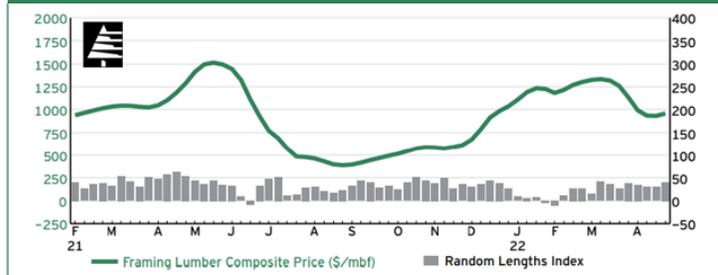


XO-Slide Right

The most impressive feature of the PD180 is versatility. It is completely reversible for quick “active to passive” panel changes in the field, going from “XO” to an “OX” venting operation.

*Continued on Page 2.*

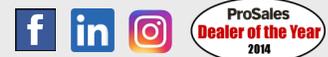
### Lumber Market Indicators



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## Product Showcase

### PD 180

### Sliding Vinyl Reversible Patio Door

By Harvey Windows + Doors

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#### OPTIONS & SETUP

Rough opening size is 72" W X 80" H (6068 Standard Size), 2-panel, with 4-7/8" jamb depth.

Completely set-up, with integral L-fin on all four sides, pull handle operated lock and extruded aluminum, fiberglass mesh screen installed.

Optional flat GBG grids (15 lite).

White unit, grids and hardware.

Reversible XO or OX configurations.

#### FEATURES

Welded sash is reinforced with steel to withstand higher wind loads along with a double perimeter seal for superior air-tightness.

Zinc Dichromate tandem ball-bearing rollers on sash are adjustable, and on

#### THERMAL SPECIFICATIONS

Glazing Description	No Grids Thermal Performance			ENERGY STAR® Zone Compliance	
	U	SHGc	VT		

Low-E / Argon	0.28	0.31	0.56	N	NC
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both top and bottom — no need to move assembly when changing handing.

Frame is also welded with premium weatherseals and stainless steel roller track.

PD 180 PATIO DOOR ** HANDING IS REVERSIBLE **
HDP1801LT - HARVEY PD180 6/0 x 6/8 1-LITE VINYL SLIDER W/SCREEN & HARDWARE
HDP1801SLT - HARVEY PD180 6/0 x 6/8 15-LITE GBG (FLAT BAR) VINYL SLIDER W/SCREEN & HARDWARE

See related story on Page 4.

## Jackson Kitchen Designs

We Make the Kitchen Design Process Easy for You and Your Customer.



Just tell us what you have in mind in terms of budget, layout and construction. We will work with your customer to select the door style, finish and hardware.

Our talented design team will prepare specific designs and work closely with you to make sure each item fits, wall-to-wall and floor-to-ceiling.

The experienced, well-trained JKD designers follow the latest trends, understand installation, and provide exceptional customer service.

Our main showroom in North Andover displays a full array of door & color samples. We display custom, semi-custom and stock cabinetry, and a range of countertop and hardware options. For your convenience, we have additional showrooms in the Amesbury and Woburn Jackson Lumber & Millwork stores.



Recently completed JKD designed kitchen featuring Mouser cabinets.



JKD designed home office in Southborough, MA.

At Jackson Kitchen Designs, we do more than kitchens. We have beautiful cabinet options for every room of the home including, bathrooms, laundry rooms, offices, dens, mudrooms, bars, closets, and pool cabanas.

We offer a wide variety of leading brands to fit every lifestyle and budget. To discuss your project and get started with a designer, contact Lisa Torrisi, Kitchen Manager, at 978-689-1090 or ltorrisi@jacksonkitchendesigns.com. We look forward to working with you and your customers.

FINE CABINETRY & DESIGNS FOR EVERY ROOM OF THE HOME.

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

## Events

### JLC LIVE Bus Trip Providence, RI



There was a great turnout for the Jackson sponsored bus trip to the JLC LIVE 2022 Residential Construction show on Friday, March 25th at the Providence Rhode Island Convention Center.

Jackson Lumber & Millwork provided free show admission and a complimentary lunch for our show attendees along with the bus transportation.



The bus to JLC LIVE waiting in Lawrence.

The annual JLC Residential Construction Show is the largest event in New England for builders, remodelers, contractors, and their crews.

With 200 building manufacturers spread over two expo halls, live demos, and live installation/building clinics, it was a busy day for everyone. There were plenty of opportunities to see the hottest products and learn the newest building techniques.

We hope you will plan to join us next year for JLC LIVE on March 24, 2023!



## Pricing Matrix

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

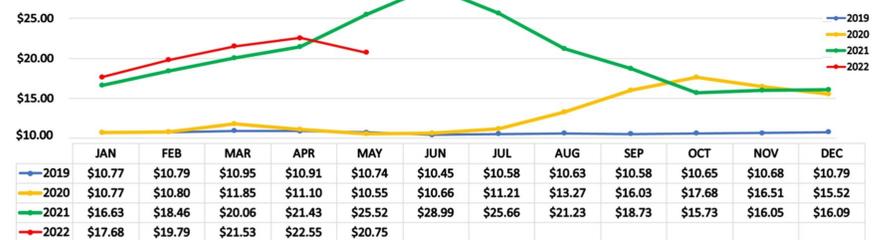


### MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

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.



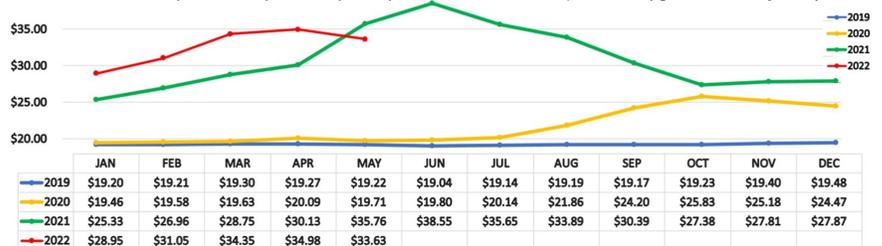
#### PREMIUM PRICE PER SQUARE ► QUOTE #420409

**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

**Melissa Hillman**  
HR Generalist  
Lawrence

Part of the Jackson team for eight months now, Melissa Hillman joined us to do payroll and quickly moved into the HR Generalist position.

She has an Associates Degree in Management from Manchester Community College and also earned her HR Certificate at

Manchester CC. Melissa's prior career stops include eight years of payroll experience at Paychex, Inc.

What Melissa likes most about her current position is that the work she does every day has a positive impact on her co-workers. Her specialties include payroll and customer service.

Melissa has always worked in a service capacity, and she brings this experience and outlook to

her position at Jackson. She enjoys assisting people and does whatever she can to make her co-workers work lives better.

What does the future hold? Melissa hopes to continue as part of the Jackson team and help the company and her co-workers on a daily basis.

On a personal note, Melissa and her husband Vaughn have been married for 17 years and have two grown children, Felicia, and Kyle. Her interests include traveling and reading.



Melissa Hillman on the job in Lawrence.



# 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

**Harvey Windows + Doors**  
Londonderry, NH

A Harvey Building Products Corporation business



### Time-Tested Products

For more than 60 years Harvey has helped contractors and builders deliver excellence to their homeowners. The time-tested Harvey products are built to withstand the elements, from tough northern winters to scorching summers while keeping homes comfortable, secure, and energy efficient. Harvey's custom-made windows, doors, and porch enclosures add strength, value, and beauty to the home, and are backed by best-in-class warranties.

### The Pro's Choice

Contractors are the heart of the construction and renovation industry, and Harvey does everything possible to support their work. With an experienced team of product professionals and tough, reliable materials that are up to your high standards, Harvey is there to help you get the job done. An established brand with decades of production experience, Harvey offers true customization of their products along with standard new construction options for single-family builders, multi-family builders, light commercial, and restoration applications.

### Distribution

Harvey partners with lumberyards and building supply stores to distribute their products to the professional installers. As a wholesale manufacturer, Harvey Windows + Doors does not sell directly to the homeowner.



See related Product Announcement on Page 1.

## JLM Photo Album



On the bus to JLC LIVE 2022 at the Providence RI Civic Center

## Holiday Hours



The stores and Jackson Kitchen Designs will be closed all day Monday, May 30.

The stores and Jackson Kitchen Designs will be closed all day Monday, July 4.

