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Jackson

LUMBER & MILLWORK

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Jacksonlumber.com

CONTRACTOR ♦ CONNECTION

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

While it seems like it has been forever, for the past three years I have written to you each quarter about the fluctuations in the lumber and panel markets. As of the end of April, I am glad to say that not much is happening. The market has moved back to historical norms with just the usual seasonal ups and downs.

So, what I would like to share with you are some of the exciting new projects we have been working on. Throughout 2022 we added a 10,000 square foot addition to the back of the manufacturing building in our Raymond facility. The reason for the expansion was to consolidate all of our manufacturing under one roof and allow us to increase our capacity and efficiency.

In addition, we purchased a new door machine to handle all of our exterior, fire, and commercial doors. After waiting two years, it finally arrived in the beginning of April. We are now in the process of getting up and running and working out the bugs. This machine will give us increased capacity in that department and will ensure consistency

as we will be utilizing CNC technology for all of the boring and prepping that these doors require.

The other major project we have been working on is the yard expansion in our Woburn facility. After two years of going in front of various committees and councils we were finally given the go-ahead to start our project. We will be adding much needed space to our Woburn yard. When completed, this will improve safety for our customers and our staff while increasing the efficiency and capacity of our yard business.



For those of you who shop at our Woburn facility, please swing by at the end of May to see the improvements that we have made.

We are very excited about the new opportunities in front of us. We look forward to being able to increase our service levels to you, our customers, and we appreciate every opportunity you give us to be your supplier.

mtorrisi@jacksonlumber.com



Product Showcase



Introducing
Veris™
Glass Door Systems
by Therma-Tru Doors

**REDEFINE
OPEN-AIR
LIVING.**

**THERMA-TRU®
DOORS**

Therma-Tru Doors, the leading entry door brand most preferred by building professionals* has expanded its portfolio to include new glass door systems designed to blend indoor and outdoor spaces.

Designed for today's open-air living trends, the Veris™ Collection features contemporary entryways that embody a reconnection between home and the outdoors. With sleek designs, expansive glass and minimalist style, this all-new product line welcomes an abundance of natural light indoors while simultaneously connecting with outdoor living spaces.

"We're thrilled to introduce our Veris Collection, which takes our product offering to new heights," said Lisa Kennedy-Fink, brand marketing for Therma-Tru. "These doors are sleek and stylish and provide the high-end elegance and functionality that homeowners are looking for."



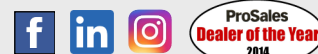
*2022 Brand Use Study, *Builder* magazine.

Continued on Page 2.

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- Providing Solutions & Delivering Results Since 1946 -

Product Showcase

Veris™ Glass Door Systems

by Therma-Tru Doors

Continued from Page 1.

Glass Door Systems Designed to Blend Indoor & Outdoor Spaces.

Create a stunning entrance to the home or open up interior spaces to maximize the amount of natural light while capitalizing on gorgeous views. The new Veris™ Collection from Therma-Tru® blends high-end style and unique functionality and includes pivot, hinged, folding, and sliding systems.

Pivot & Hinged Doors

Create a statement-making entrance with sleek and subtle designs perfect for homes with contemporary styling.



Veris pivot entry doors make a statement, featuring the largest Therma-Tru door panel available with options up to 5'0" wide by 10'0" tall. These doors feature a pivot point at the top and bottom of the door instead of along the edge for an entry that becomes an experience.



Veris hinged entry doors are ideal for homes with contemporary styling and are available in single and French door configurations for a simplistic look in the front or back of the home.

Folding & Sliding Doors

Blend indoor and outdoor living spaces with wide views, contemporary framing and innovative options designed for convenience and ease.



Veris folding glass doors are perfect for connecting indoor and outdoor spaces in homes with patios, decks, enclosed porches and more. These operable walls offer a flexible and customizable opening, including an optional swing door that allows the user to easily enter or exit a room without opening all the panels



Veris sliding glass doors deliver expansive views thanks to a flexible design with large panel sizes and multiple configurations. Options for built-in pocket doors deliver completely unobstructed views when fully opened.

Veris Collection doors are engineered for easy, worry-free operation and designed with the highest quality aluminum, stainless steel and polymer components which provide long-lasting operation that is virtually maintenance-free and backed with a 1x transferable lifetime limited warranty for peace of mind.

Create the ultimate open-air living experience with superior performance thanks to Therma-Tru's full-system approach. Explore the Veris Collection at veriscollection.com.

THERMA-TRU
DOORS

See related Vendor Spotlight story on Page 4.

JLM Employee Spotlight

Beau Burlingame

Woburn Store Manager

Beau Burlingame brings his passion for teamwork and customer service to the job every day. The UNH Plymouth grad has been the Woburn store manager for over a year and is impressed with the level of effort and care that he sees every day. From day one he found the Jackson leadership team to be strong, united, and always striving to do the right thing for customers and staff alike.

Beau is proud to be part of Jackson's Woburn team and of the high level of customer service they provide. He feels the best traits for success are honesty, compassion, humility, loyalty, keeping your word, trying to do the right thing, and being willing to change and learn.

What does the future hold? Beau hopes to continue his career path with Jackson, focus on raising his family, and do some coaching. He lives in North Reading with his fiancé Valerie and their four boys: 10-year-old triplet sons Adam, Aaron, and Andrew, five-year-old Luke, and their 140-pound Great Dane, Gracie. Beau and Valerie enjoy gardening, visiting family, and being involved with their church. They use teamwork to get everything done. Teamwork is their "official" Hobby!

Beau Burlingame
on the job in
Woburn.



Holiday Hours



The stores and Jackson Kitchen Designs will be closed all day Monday, May 29.

The stores and Jackson Kitchen Designs will be closed all day Monday, July 3 & Tuesday, July 4.



Events

You Are Invited!

Who said there is no such thing as a free lunch!

Come to one of our Summer Customer Appreciation Cookouts and enjoy lunch on us! 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!



Save the Dates!

Summer Cookout Schedule:

- Thursday, June 22nd
Woburn Store
- Thursday, July 13th
Lawrence Store
- Thursday, August 3rd
Amesbury Store
- Thursday, August 17th
Raymond Store

Pricing Matrix

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

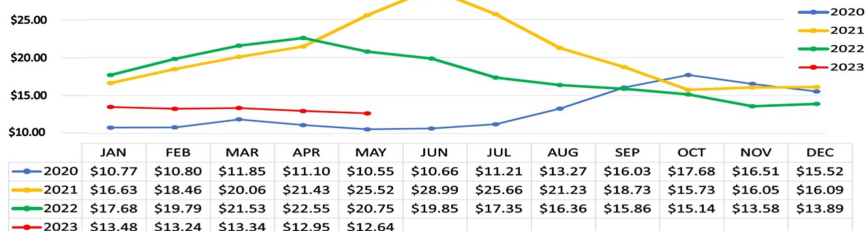


MONTHLY COST INDEX FOR FRAMING LUMBER & MATERIALS

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

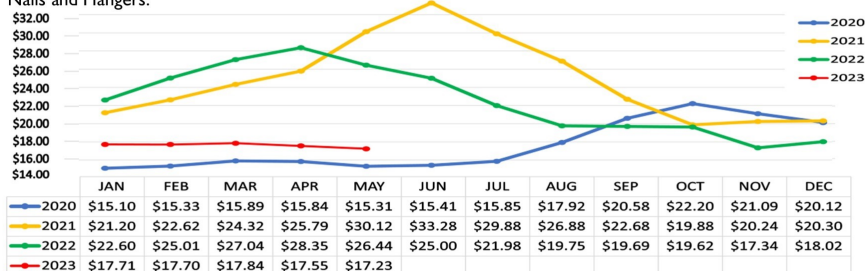
ECONOMY PRICE PER SQUARE ► QUOTE #177933

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.



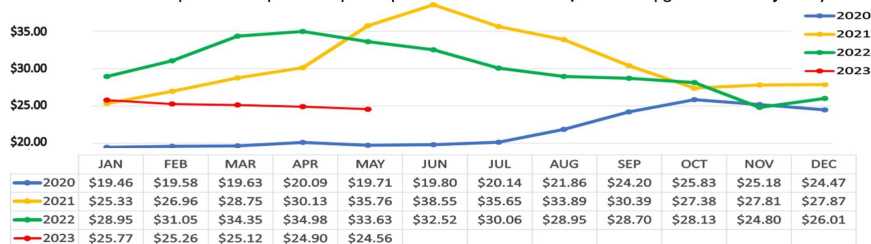
PREMIUM PRICE PER SQUARE ► QUOTE #420409

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 Photo Album

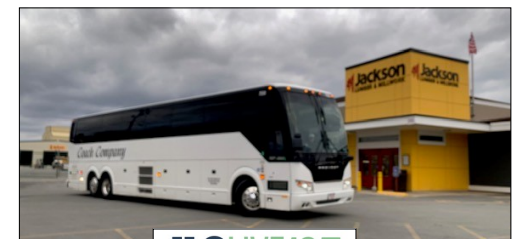
Breakfast Event with Andersen™ Windows & Doors Woburn Store April 26th



JLC LIVE Bus Trip Providence, RI March 24th

There was a great turnout for the Jackson sponsored bus trip to the JLC LIVE Residential Construction show at the Providence Convention Center.

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





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**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



ProSales
Dealer of the Year
2014

JLM Vendor Spotlight

Therma-Tru Doors

Corporate Headquarters: Maumee, Ohio

**Lifetime Durability
& Performance.**

**THERMA-TRU®
DOORS**

The Therma-Tru® story started in 1962 when the fledgling company brought the first fiberglass door to the market, creating a product never seen before—an entryway door that looked as beautiful as wood but with exceptional performance.

Now the nation's leading manufacturer of fiberglass and steel exterior door systems, Therma-Tru® is the most preferred brand of entry doors among building professionals.

Therma-Tru's attention to detail in styling, including glass innovations, has brought improved curb appeal and value to countless homes across the country. Their industry-leading complete door systems are built to help protect against energy loss and break-ins, helping people stay safe and comfortable at home.

Committed to advancing the industry with quality products that hinge on performance and open the door to style and comfort, Therma-Tru® invested in a 30,000 sq. ft. Innovation Center in 2018 to house their research and development and product management teams. They innovate products and systems that are engineered to work together and perform for a lifetime.



Therma-Tru® products deliver uncompromising quality, inside and out, and provide inspired designs in virtually unlimited choices that complement architectural and homeowner styles. Therma-Tru® offers a variety of door collections to choose from but the most popular in New England is the Smooth-Star® Collection.

The more attractive and durable alternative to steel, Smooth-Star® fiberglass doors are ready-to-paint with crisp, clean contours that meet the needs of homeowners seeking more color options for their doorways. Smooth-Star® fiberglass doors offer high-definition panel embossments, on-trend smooth, paintable surface, versatile door and glass design options, and are backed by Therma-Tru's lifetime limited warranty.

In early 2020 Therma-Tru® Doors hit a milestone when they manufactured their 70th million door. Today, Therma-Tru Doors continues the legacy of innovation, regularly bringing new products and solutions to the market including the new Veris Collection.

**70 Million
Doors & Going**

See related Product Announcement on Page 1.

Quarterly Product Special

**\$20 OFF
ANY*
BOSTITCH
TOOL**

*Find the Accessories and Tools you need
to get the job done.*

BOSTITCH®

* Tool must be valued at \$100 or greater. Purchase must be made with this coupon for discount. At point of purchase only. Cannot be combined with any other offers. Offer only valid at any Jackson Lumber & Millwork location. Offer good thru 5/31/23.



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