



Jackson
LUMBER & MILLWORK

CONTRACTOR CONNECTION

LMC Network TOGETHER WE BUILD

Jacksonlumber.com

February 2025
Volume 13, Issue 1

Taking My Hacks



A message from Jackson Lumber & Millwork President, Mark Torrisi

Happy New Year to everyone!

With January's frigid temperatures now behind us, let's hope the winter weather will not last much longer, and we will get an early spring.

The question that has been asked by many people over the past few months is, "What is 2025 going to be like?"

While there are no guarantees, most industry experts and economists agree that the housing market in Massachusetts and southern New Hampshire will see a period of stability with moderate growth in 2025.

Mortgage rates are expected to stabilize a little above 6% in 2025, which should provide a more predictable environment for buyers. The market is projected to be more balanced, with opportunities for both buyers and sellers. Housing inventory is expected to increase, offering more options for buyers.

The 2025 remodeling market should see modest growth, aligning with national trends. According to the Leading Indicator of Remodeling Activity (LIRA) released by the Joint Center for

Continued on Page 2

Product Showcase

Jackson Lumber & Millwork Launches New Partnership with Marvin Windows and Doors.

We are excited to announce that as of February 1, 2025, we are a Marvin Window dealer.

A trusted leader in high-quality, energy-efficient window and door solutions, Marvin is a family-owned and operated company with a rich 110-year history of innovation and superior craftsmanship.

With headquarters in Warroad, MN, Marvin has more than 7,000 employees across 16 U.S. cities including their New England distribution facility in Windsor, CT.

The addition of Marvin to the Jackson family of premium brands will allow us to better serve you, our customers, with an expanded range of quality products to meet your needs.



MARVIN 

Jackson will be offering the Marvin Essential, and the Marvin Elevate window lines.



About Marvin Essential:

Designed for simplicity and durability, the Essential Collection offers affordable, high-performance windows without compromising on quality. Strong, durable, attractive Ultrex fiberglass exteriors and interiors are maintenance-free.

With clean lines and a focus on energy efficiency, this collection is perfect for new construction and replacement projects.

- ◆ Interiors: FIBERGLASS. 4 color options.
- ◆ Exteriors: FIBERGLASS. 6 color options.
- ◆ Sizing: Standard + custom sizing for replacement, remodeling, or new construction.
- ◆ Windows: Awning, Casement, Double Hung, Glider, Picture, Round Top, Single Hung, Specialty Shapes.

Continued on Page 2



- Providing Solutions & Delivering Results Since 1946 -



Taking My Hacks

Continued from Page 1.

Housing Studies at Harvard University, annual expenditures for home improvements and maintenance are projected to increase by approximately 1.2% throughout the year.

Overall, the 2025 housing market in Massachusetts and southern New Hampshire is expected to experience steady growth, with stabilized mortgage rates and increased inventory contributing to a more balanced market environment.

However, we do have some uncertainty hanging over our heads. Although the 25% tariff on Canadian imports has been paused for one month, it is impossible to predict what will happen after that. If reinstated, the 25% tariff on Canadian softwood lumber is expected to significantly impact the U.S. retail lumber industry.

Softwood lumber is primarily used in residential and commercial construction, and Canada is a major supplier to the United States, with imports totaling 28.1 million cubic meters in 2023.

If reinstated, this tariff would likely lead to increased costs for U.S. companies importing Canadian lumber, which could result in higher prices for consumers. This could also slow down construction projects due to elevated material costs.

Whatever the outcome turns out to be, Jackson Lumber & Millwork will always have your back. We have been there to support you, our customers, for 79 years and we will always strive to be the best possible supplier we can. Your business is always greatly appreciated, and we look forward to being your supplier into the future.



mtorrisi@jacksonlumber.com

Product Showcase

Continued from Page 1.

About Marvin Elevate:

With superior craftsmanship, design, and performance, the Elevate Collection blends the beauty of wood interiors with the strength and durability of Ultrex fiberglass exteriors.

This collection is ideal for homeowners looking to make a bold statement with their windows, while benefiting from energy-efficient technology.

- ◆ Interiors: WOOD. Bare pine, painted Designer Black, painted White, or clear coat.

- ◆ Exteriors: FIBERGLASS. 6 color options
- ◆ Sizing: Standard + custom sizing for replacement, remodeling, or new construction.
- ◆ Coastal & Waterfront: Hurricane Impact Zone 3, + PG 50 Products.
- ◆ Windows: Awning, Bay, Bow, Casement, Double Hung, Glider, Picture, Round Top, Specialty Shapes.

MARVIN 



JLM Employee Spotlight

Luis Torres

Yard Manager, Lawrence

When Luis joined our Jackson team in 2022, he brought with him a strong background in warehouse related manufacturing and an associate's degree in business administration.

Luis has a range of manufacturing experience including shipping and receiving, cycle counts, material handling/organizing, truck loading and unloading, 6S, and warehouse management.

Our Lawrence yard manager for two and a half years, Luis likes using his skills to keep the yard running smoothly and to make sure Jackson customers get the best possible service. He appreciates the new experience of working with lumber and building material products, and the challenge of working outdoors, dealing with all types of weather.

In the future, Luis sees himself continuing as Lawrence yard



Luis Torres
Yard Manager, Lawrence

manager and hopes to have opportunities to progress with his career as a key part of the Jackson team.

On a personal note, Luis enjoys playing sports and spending family time with his father, Angel, mother, Emma, his younger sisters, Aimara, and Leslie, and he especially loves spending time with his two children, Xayhina, and Ajani.

Events



You Are Invited!
Your Admission, Transportation, & Lunch Are On Us!

Be our guest at JLC LIVE 2025, the largest event in New England for builders, remodelers, contractors, and their crews.

JLC LIVE '25
RESIDENTIAL CONSTRUCTION SHOW

Friday, March 28th
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 counter by Friday, March 14th!

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.

Jackson
KITCHEN DESIGNS

Donuts with a Designer

Stop by our Woburn showroom for donuts and coffee with one of our talented kitchen designers and learn how we make the kitchen design process easy for you and your customers.

Woburn Store
8 a.m. – 11 a.m.

First Friday of the month:

- February 7
- March 7
- April 4
- May 2
- June 6



More Events on Page 4

JLM Customer Spotlight

Fombelle Design & Development Medford, MA

When interior designer Gina Fombelle decided to launch her own residential development business 10 years ago, little did she know it would grow so quickly. The company started with a small condo renovation project in Somerville. Gina and her husband Paul purchased the property to remodel and flip, doing most of the work themselves. And the rest, as the saying goes, is history.



Gina Fombelle

Along the way, Gina got her general contractor license. In addition to running the company, she is the GC, does the floor plans, design, and pulls permits, all in-house.

Their focus is single and multi-family residential development, and they typically have two

to four projects going at any one time.

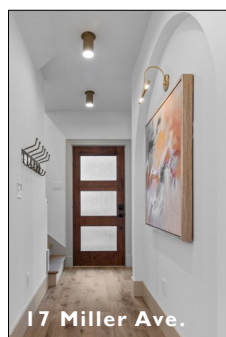
One of their challenges is identifying and purchasing the properties to develop, but Gina and her team have had great success finding properties that fit their needs. Each property is meticulously renovated to create a unique, upscale home that reflects Gina's design sensibilities.

Fombelle Design's five-person team includes a project manager, general contractor, design manager, architectural designer, and office manager. They collaborate with a team of skilled subcontractors to get the job done.

In order to manage multiple projects more easily, Fombelle Design focuses on the greater Boston area communities like Cambridge, Somerville, Medford, Arlington, Watertown, Winchester, and surrounding towns.

Their most recently completed project is 17 Miller Avenue in Cambridge. Without any large additions, this 5 bedroom, 4.5 bath single-family home was designed to maximize the existing building and footprint. A large dormer and skylight were added to enhance the third floor, and the basement foundation was underpinned to create living space below grade.

"I appreciate the convenience of one-stop shopping with a single point of contact at Jackson. It helps to create a simpler and more streamlined process for our team."



17 Miller Ave.



17 Miller Ave. Project



17 Miller Ave. Project

A Jackson customer for seven years, Gina looks to Jackson to supply nearly all of her building materials from framing and windows to trim and cabinetry. "I appreciate the convenience of one-stop shopping with a single point of contact at Jackson. It helps to create a simpler and more streamlined process for our team." Gina also likes to use the Jackson online portal as a quick and easy way to reference materials and spend on a per project basis.

She believes that designing and building successful, quality projects is a team effort and considers her Jackson rep and Jackson Kitchen Designs rep as part of the team. "Our Jackson rep is a valuable resource and saves us so much time. He meets us on site to review orders or problem solve and our Kitchens rep always comes up with solutions to make our unique designs a reality and fit into our tight budgets."

FOMBELLE
DESIGN & DEVELOPMENT

JLM Sales Team News

2024 Sales Team Awards Announced

Congratulations to the top sales performers of 2024 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 Lumber & Millwork

DL30 Cup Winner: John McQuinn

Evergreen Award: Ern Villers Jr.

Spruce Awards: Paul Bellacqua, Derek Hurrell, Russ Zimmermann

Jackson Kitchen Designs

Top Sales Performer: Lucy Ross

MVP Award: Darlene Benoit



John McQuinn



Ern Villers Jr.



Russ Zimmermann



Paul Bellacqua



Derek Hurrell



Lucy Ross



Darlene Benoit



Jackson

LUMBER & MILLWORK

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-Fri: 9:00 a.m. - 5:00 p.m.
Sat: 9:00 a.m. - 3:00 p.m.
Appointments available

Providing customers with quality products, services & solutions on-time & in-full every day.



- Providing Solutions & Delivering Results Since 1946 -

Monthly Cost Index

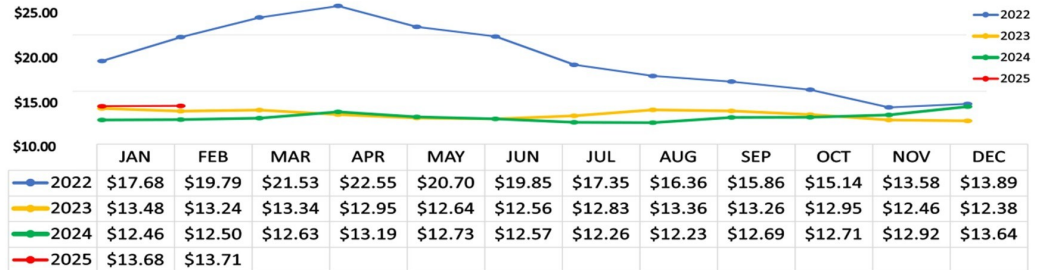
Stay on top of market pricing trends for Framing Lumber and Materials.

Pricing is for a 36x24 House with a 20x20 Attached Garage (2,125 Sq. Ft.)
All quotes include taxes.



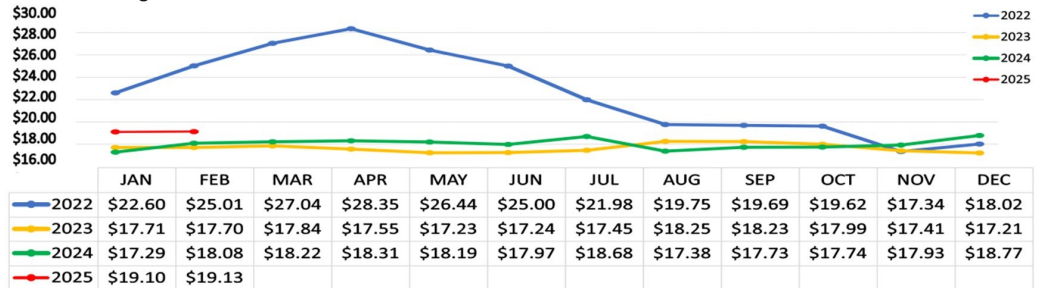
ECONOMY PRICE PER SQUARE ► QUOTE #177933

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.



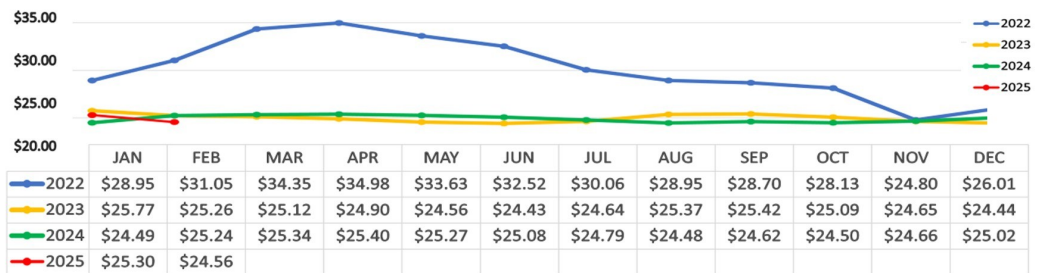
PREMIUM PRICE PER SQUARE ► QUOTE #420409

Includes: 2x6 Exterior Walls, 1/2" Zipwall & 5/8" Zipproof, 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.

Events

Continued from Page 2.

Save the Dates!

You are invited to come to our Spring Contractor Breakfasts.

No reservations needed!

Stop by for a hot breakfast sandwich and a cup of coffee if you are in the area in that morning. We hope you can join us!

Spring Contractor Breakfast Schedule:

- ◆ LAWRENCE STORE
Thursday, March 20
- ◆ RAYMOND STORE
Thursday, April 3rd
- ◆ AMESBURY STORE
Thursday, April 17th
- ◆ WOBURN STORE
Thursday, May 1st

