

1st Quarter/2024

Wholesale millwork

The GRAIN

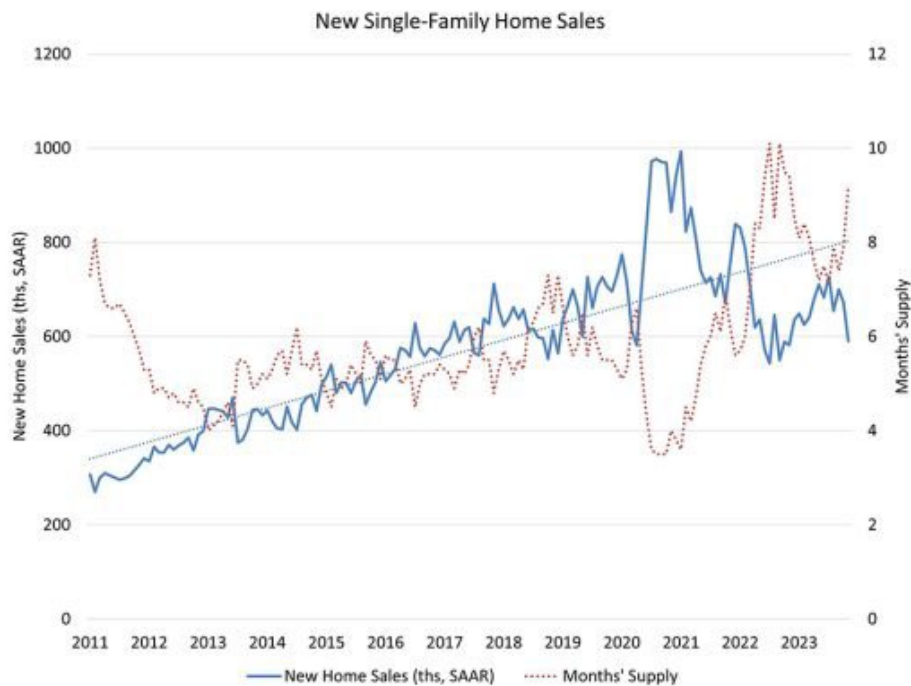
INDUSTRY NEWS, PRODUCT PROMOTIONS

QUARTERLY Newsletter

INDUSTRY NEWS

By LBM Journal

December 26, 2023



(National Association of Home Builders)

Elevated mortgage rates acted as a drag on new home sales in November, but with the economy now apparently past peak interest rates for this cycle, sales are expected to rise as we move into the new year, according to the [National Association of Home Builders](#).



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Sales of newly built, single-family homes in November fell 12.2% to a 590,000 seasonally adjusted annual rate, according to newly released data by the U.S. Department of Housing and Urban Development and the U.S. Census Bureau. The pace of new home sales in November was the lowest annual rate since November 2022 but sales are up 3.9% on a year-to-date basis due to a lack of resale inventory.

New single-family home inventory in November jumped to the highest level since November 2022, rising 16.5% from the previous month to 451,000. This represents a 9.2 months' supply at the current building pace. A measure near a 6 months' supply is considered balanced. However, the market currently requires a higher level of new construction inventory due to a persistent lack of resale inventory. Newly built homes accounted for 31% of total homes available for sale in November, compared to an approximate 12% historical average.

The median new home sale price in November was \$434,700, up 4.8% from October, and down 5.9% compared to a year ago.

Regionally, on a year-to-date basis, new home sales are up in all four regions: up 4.9% in the Northeast, 3.6% in the Midwest and 4.4% in the South and 2.6% in the West.



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PRODUCT SHOWCASE

WM now offers prefinishing options on all ACRE products. 12 solid paint colors and 9 stain colors are currently available. Please contact your local WM branch for ordering details.

COLORS



STAIN



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WOOD 101

Common Name(s): Balsam Poplar

Scientific Name: Populus balsamifera

Distribution: Canada and northern United States

Tree Size: 80-100 ft (25-30 m) tall, 3-5 ft (1.0-1.5 m) trunk diameter

Average Dried Weight: 23 lbs/ft³ (370 kg/m³)

Specific Gravity (Basic, 12% MC): .31, .37

Janka Hardness: 300 lb_f (1,330 N)

Modulus of Rupture: 6,800 lb_f/in² (46.9 MPa)

Elastic Modulus: 1,100,000 lb_f/in² (7.59 GPa)

Crushing Strength: 4,020 lb_f/in² (27.7 MPa)

Shrinkage: Radial: 3.0%, Tangential: 7.1%, Volumetric: 10.5%, T/R Ratio: 2.4



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MOULDINGS AND THEIR USAGE

Astragal, Flat



Attached to one of a pair of doors to keep the other from swinging through the opening. It is also used for decorative purposes.

Astragal, T



An astragal, T-like in shape, which is rabbeted to the approximate thickness of the swinging door.



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EMPLOYEE SPOTLIGHT

Teresa Cameron – Inside Sales Seaford, DE



Start Date: August 03, 2009

Favorite Color: Any shade of Grey

Special Talent(s): I love making people laugh. If I can get a smile out of someone it makes my day!

Hobbies: Camping, fishing, repurposing and crafting, cooking, baking etc.

Dream Job: President of Operations at Wholesale Millwork

Favorite Movie: I love movies, not sure that I have a favorite. But my favorite T.V shows are Shazam and Masked Singer



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HAPPY BIRTHDAY

January

4th Tyrone Lawson/Balt, 4th Chris Gardner/PA, 7th Tyler Roeder/PA, 7th Cade Eckhart/PA, 9th Ethan Zientek/PA, 14th Darren Shade/MD, 22nd Joe Palencar/Corp, 22nd Earl Gay/PA, 22nd Hal Wilner/Corp, 28th Sabrina Johnson/MD, 31st Mayker Maldonado/PA

February

1st James Jackson/MD, 1st Mel Gonzalez/MD, 4th Jesse Rogers/MD, 16th Steve Brallier/Corp, 17th Bill Lloyd/DE, 22nd Shauntese Whittaker/VA, 27th Patrick Evans/VA, 28th Jason Lake/PA

March

1st Angelo Jackson/Balt, 8th Mike Zientek/PA, 9th Matt Krzywicki/VA, 14th Dennis Thompson/MD, 15th Rick Bengermينو/Balt, 21st James Gabriel/DE, 26th John Henneman/Corp

IMPORTANT DATES

Monday January 1st – New Year’s Day (Sales/Warehouse Offices Closed)

Monday January 15th – Martin Luther King Jr. Day

Wednesday February 14th – Valentine’s Day

Monday February 19th - President’s Day

Sunday March 17th – St. Patrick’s Day

Tuesday March 19th – Spring Begins

Sunday March 31st – Easter Sunday



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PRODUCT NEWS

Please check with your Wholesale Millwork Salesperson for availability and pricing of the fine quality items we stock.

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TRIM BOARD

WestburyTM

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ENRIQUE R. ZENI Y CIA.
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WAREHOUSE UPDATES

Go West, young man...

We are pleased to announce that plans are in place to open our 5th distribution location in 2024. Our newest warehouse will be in the Pittsburgh metropolitan area and will be servicing the Western PA and Eastern Ohio Valley regions. Stay tuned for updates on this exciting new expansion of WM service!



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DID YOU KNOW?

Did you know the Eagles' stadium once had a courtroom? Veterans Stadium, where the Philadelphia Eagles once played, had a stadium courtroom and jail to handle the team's notoriously rowdy fans. However, one of the judges for said courtroom reported that 95% of the "inmates" were actually not from the city itself!

CONTACT INFO Questions or Sales Inquiries? Contact

SEAFORD, DELAWARE

107 Park Ave.
Seaford, DE 19973
(888) 964 8746
Fax: (302) 628 1980

READING, PENNSYLVANIA

31 Vanguard Dr.
Reading, PA 19606
(877) 963 6772
Fax: (610) 404 2466

RICHMOND, VIRGINIA

3703 Carolina Ave.
Richmond, VA 23222
(877) 963 6782
Fax: (804) 228 1185

HAGERSTOWN, MARYLAND

16618 Hunters Green Pkwy.
Hagerstown, MD 21740
(866) 966 5347
Fax: (301) 582 9419

BALTIMORE, MARYLAND

6300 Erdman Ave.
Baltimore, MD 21205
(866) 964 6534
Fax: (410) 325 1292



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