

May 2021

# OnSite

METROPOLITAN BUILDERS & CONTRACTORS ASSOCIATION OF NJ MAGAZINE



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## Metropolitan Builders & Contractors Association of NJ

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Phone: 973-887-2888

Fax: 973-887-2926

Website: [www.MetroBCA.org](http://www.MetroBCA.org)

### OnSite / May 2021

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**Mission Statement:** Metro is a professional organization that shall serve to protect and advance the rights and interests of builders, remodelers and associates in all matters affecting the building and remodeling industries. Metro shall support the business interests of all its member firms, support safe and affordable shelter, and foster the American dream of home ownership.

**Vision Statement:** Metro is the leading trade association for the construction industry. Metro inspires active membership through professional development and advocacy. We embrace free markets to promote cost effective housing in NJ.

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# President's Message

## May 2021

Join me in welcoming our new Office Manager Kimberly Nordstrom to Metro. We are excited to add her to the team and look forward to her success here at Metro.

We realize the importance of in-person events for our members. As the state starts to open up and people start to navigate back to some sort of normalcy, Metro is prepared and looking forward to in person meetings, starting with our monthly SMC Breakfast and our first in-person General Membership Meeting.

I can't believe it has been 2 years since we had our Awards of Excellence live in person! I like to wish everyone that entered the Awards of Excellence good luck and I like to thank our AOE Chair Tammy Murray of Anderson Window and Doors and her entire committee for a great job they have done putting together the program. Together we invite everyone to come and celebrate the work of our members and show your support.

See you all soon!



**Ronnie Glomb**  
2021 Metro President



## SALES AND MARKETING COUNCIL MONTHLY MEETINGS

Mark it on your calendar now –  
**first Wednesday of every month**  
the Sales and Marketing Council meets for a  
monthly breakfast! The next one is on  
**June 2nd at 8:30 AM.** David Bernardino  
hopes to see you there.



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# Welcome New Members!

*Building our future...one member at a time.*

## ASSOCIATE

**Craig Gianetti**  
Day Pitney LLP  
1 Jefferson Road  
Parsippany, NJ 07054  
973-966-8053  
cgianetti@daypitney.com  
Sponsor: Ronnie Glomb  
Bio: Partner

## SPECIAL AFFILIATE

**KerriAnn Lombardi**  
NJ's Clean Energy Program  
75 Lincoln Highway  
Iselin, NJ 08830  
732-535-0653  
Kerriann.Lombardi@Clearesult.com  
Sponsor: Ronnie Glomb  
Bio: Outreach Coordinator

## 2021 SPIKE CLUB

<b>Frank Coppola</b>	<b>1</b>
<b>Ronnie Glomb</b>	<b>19</b>
<b>Eric Keller</b>	<b>1</b>



Membership in this prestigious Club is for any Metro member who has brought in 2 or more new members during 2021. Thank you for your efforts in recruiting new Metro Members!

## KIM'S CORNER

Hello All! I wanted to take a quick moment to introduce myself, I'm Kimberly – the new Office Manager – and the little cutie next to me in the photo



is my pup, Mezzanine “Mezzie” – Metro’s new self-declared mascot.

First off, I want to say how excited we are to be joining the Metro family. I know I have big shoes to fill here at the office and I hope to make Monica proud. For those of you who don't know, Monica has taken on a very exciting job

opportunity and everyone over here wants to wish her the best of luck on this new endeavor of hers. She will be missed.

With that being said– there will be more switch ups and changes implemented over the next couple of months in hopes to serve our Metro members better. The first one being that Metro now has an email address for our members to reach out to if they have any questions, comments, concerns, etc. That email address is: [MemberServices@metroboa.org](mailto:MemberServices@metroboa.org)

I look forward to working with all of you and meeting everyone as our virtual events once again become live and in-person!

Speaking of – don't forget to register for the next General Membership Meeting that is taking place at the newly renovated Quantum Wellness on May 20th. Or to purchase your ticket to the Awards of Excellence happening on June 10th – there is still time to purchase an Ad for the program or become a sponsor for the event itself!

**Kimberly Nordstrom**  
Office Manager  
[knordstrom@metroboa.org](mailto:knordstrom@metroboa.org)

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Full Page (8 x 10 in.)	\$350.00	\$925.00
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Quarter Page (3.5 x 5 in.)	\$175.00	\$400.00
Business Card (3.5 x 2.5 in.)	\$100.00	\$250.00

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Inside Front	\$600 per month
Inside Back	\$600 per month
Outside Back	\$600 per month

### Copy Deadline

1st of month preceeding publication month  
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Corporate Office

Dear GPS Customers,

While 2020 provided challenges of many unforeseen types, 2021 has provided increasing challenges of long lead times and material shortages coupled with price increases not seen for years. Conditions resulting from COVID production issues, transportation challenges (both foreign and domestic), unforeseen levels of market demand, component shortages, and notably the gulf coast February weather, have created an environment unlike any that we have been through in the last 25 years.

We are doing everything we can to minimize this disruption to your business and make it so that your timelines are unimpacted. That being said, we do expect there to material availability challenges in the follow categories, including (but not limited to):

- PVC Pipe and fittings
- Black Steel Pipe
- Decorative Plumbing material
  - o Kohler, Moen, Delta across faucets, acrylic bathing and toilets

GPS is actively working within all of our product category to make sure that we have enough product and are increasing the amount of material that we have coming into our pipeline. In some cases, this even entails bringing on additional vendors when possible. With our company's scale, we do receive a priority with our main vendors, but with current conditions, even that will not mitigate the shortages and lead times that are occurring. If we can help you with a specific project or need, please do not hesitate to reach out. You can use this letter for documentation with any of your customers (GC's/Developers or Homeowners) if there are questions about timing, availability or pricing. We can also provide vendor communications from several key vendors upon request if that would help as well.

Again, our Purchasing and Shipping Departments are working tirelessly to have enough material in the pipeline and supply it to your jobsites. GPS is committed to our loyal customer bases, especially those customers that have bought these specific products from our company in the past. We will continue to communicate as market conditions evolve, but we expect some of these shortages to continue through the end of this quarter with a recovery in the mid-Summer.

We have never worked harder to source the key products needed for your projects. Let us know how we can help.

Thanks for your loyal business,

Justin Freedman  
President

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## April 25, 2021 GMM Panel Discussion Recap



**Submitted by Tammy Murray,  
Andersen Windows and Doors**

It was my pleasure to take part in such an important conversation alongside my colleagues during our April General Membership Meeting. Thank you to Metro for the opportunity to share my thoughts. Mike, John, Brian, and I shared some dialogue around the important issues our industry has been facing with supply chains in the building products industry.

2020 was certainly an unexpected roller coaster ride for our industry. As a global pandemic crippled many industries, the building products industry faced a year we will all remember for years to come. As people were forced to stay at

home, there was a renewed interest in making homes more comfortable. We also saw a trend of homeowners wanting to move from an urban life, to a more suburban life for privacy and peace of mind, among other reasons.

As a result, we saw a substantial increase in the demand for building materials. The challenges of natural disasters, the petrochemical industry, soaring prices of materials, labor shortages and COVID-19 have all contributed to the supply and demand problems.

As we have done in the past, we will get through the challenges of the industry by planning and patience. We should always keep in mind that every day we are contributing to enriching people's lives with the American dream of home ownership.

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
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Valued Members,

Bottom line right now, all products are up a huge amount from the nails to the roof. Getting building materials will be an issue over the next couple months. Vendor relationships will be key it keeping proper inventory levels but even that won't help and will some holes in inventory. We see inventory issues already from some suppliers. We are having difficulty sourcing all framing products, the goal is to keep products in stock regardless off the price. Could be a struggle moving forward. We have a large inventory on ground and but see some holes appearing over the next 2-3 months. OSB subfloor is difficult to source. Advantech is now just ramping back up. A railcar that is available now needs to be bought now, it will be gone in 5 minutes if you don't act now. There is no such thing a "shopping for the best price" right now. Lead times on railcars are months right now. If you price a local truck the supplier may have 50- 75% of what you order. The lumber industry has been hit with the perfect storm of Covid (closing plants) wild fires and a massive demand. Also, the unemployment relief was a friend to no one, people are getting paid more to stay home and they are taking advantage of it. Factories and mills cannot get employees back to work. This is causing huge wage increases that also affect the price of goods. The freeze in Texas wiped out 2 of the largest resin plants in the world, Chevron and Exxon. The same resin they use for Advantech and other Huber products as well as other glue and vinyl needs across the country. All manufacturing industries are still reeling from Covid with plant close downs and social distancing limiting staff, enough product cannot be made to compete with the record demands.

Again, already seeing some serious holes and lead times. Blueridge Lumber is a stocking dealer and should have good supply through next couple months. Non stocking dealers are caught in a shortage right now. Vendors are circling the wagons with their partners. We partner with Blue Linx, we get first crack at any material, if you are a Boise dealer, TJII dealer and you call Blue Linx for product, they are not selling to you period. The small yards are out of stock and some are not even quoting large jobs.

Right now, some windows lead times are 14 weeks, they are not able to source vinyl. Lead times vary depending on series and manufacture, we have seen lead times from 5-15 weeks. Shortage of raw material out of Texas has caused a ripple throughout vinyl market. Anderson is still on point with minimal delays

Lead times thru most manufactures are still out longer than usual. All manufactures have had multiple price increases with more to come. Example Simpson doors were 2 weeks they are now 8 weeks. Again, fight over employees has created a inflation in the cost of materials. Right now, warehouses in the Lehigh Valley pa are paying 23-28/hr to start with an end of the year bonus and a signing bonus. So both lead times and prices are up. Trim- again partnerships are at work. Metrie had material set aside for BRL, we are assured product. Again, any smaller dealers are out of luck with supply.

We are fully stock with Trex decking and railing for now. But some holes will occur with manufacturing. Pressure treated again we are stocked but lead times are already pushing out. Could be some slow supply coming end of 2nd quarter. Trex has their new plant up and running ahead of schedule and will help a great deal in the upcoming months.

Couple of not so good things are looking over head as a threat to affordable housing. 1st) The need of a Soft wood lumber agreement with Canada to stabilize the prices. 2) 15.00/hr. minimum wage, this is only going to drive up the prices of houses and make them unaffordable. 3) The possibility of Covid liability - Either a company being sued by an employee down the road by some unscrupulous lawyer claiming physical issues from covid contracted at the job, or the possibly of employees claiming workman's comp, that they got it on the job.

Thank you,  
Michael Black

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# Comments for Metro On-Site May 2021 Edition



by John Healey,  
Pella Windows and Doors

2021 is proving to be a very strong year for the Home Building Industry and for Pella Windows and Doors. In fact, business has been so strong that it has presented some unprecedented challenges. Customer demand has been so robust that it has led to industry-wide supply chain disruptions.

At Pella, we have tried to take a proactive approach to negate the impact to our customers whenever possible and minimize the impact as circumstances dictate. Consistent communication with our customers and across all divisions internally has been a necessity to help manage customer expectations and needs, maximizing

manufacturing production capacity and maintaining product lead times.

In addition to the on-going challenges presented by Covid and the surge in customer demand, the “February Freeze” in Texas has brought about yet another hurdle. The mass shut down of chemical production sites has culminated in a “Global Plastics Shortage” that is impacting many industries including the Home Building Industry.

Some of Pella’s product offering has been impacted by this shortage but fortunately our vast offering allows us multiple avenues at various price points for our customers to choose from. Pella has been able to minimize the impact thus far while being able to offer our customers alternatives when lead times are an issue.

The past year has been a tremendous challenge for our industry, and we are producing incredible results. The same can be said for Pella Windows and Doors and we fully expect this trend to continue for the foreseeable future- except maybe a few less challenges!

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# Metropolitan Builders & Contractors Association of New Jersey: GENERAL MEMBERSHIP MEETING

May 20<sup>th</sup> – 6:00 PM



Join Us At:

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In Person with  
**Adam Connors**



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In Person Members (Registered online by 5/17) - \$40  
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Quantum Wellness was renovated by member firm Coppola Brothers LLC, with participation from associate members; VanNatta Mechanical, Huston Lumber, and support from Fox Architectural Design.

Contact Kimberly at the Metro Office for more information – [memberservices@metrobc.org](mailto:memberservices@metrobc.org)  
Metropolitan Builders & Contractors Association of New Jersey; 39 E. Hanover Ave, Suite C2; Morris Plains, NJ 07950  
Phone: 973-887-288 Fax: 973-887-2926 **\*Cancellations must be received by May 17, 2021 for a refund\***



Metropolitan Builders & Contractors  
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## ***Don't Forget the Event of the Season has arrived . . . and You're Invited!***

What: **Awards of Excellence**

Where: **The Hanover Manor**

16 Eagle Rock Avenue, East Hanover, NJ 07936

Start Time: **6:00 PM**

Price: **\$95/ticket**

Time to catch up with everyone in person – and what better way to do so than by attending the 37th Annual Awards of Excellence. Come and celebrate a year of hard work with friends and colleagues all around. It will be a night to remember with a wine pull, raffle drawing, award presentations and more!

For more information visit our website

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or email: [MemberService@MetroBCA.org](mailto:MemberService@MetroBCA.org)

### **Dear Metro Members,**

Is it just me, or has this year just flown by?

In just a few short weeks we will be celebrating the submissions of our finalists for the 37th Annual Awards of Excellence being held at the Hanover Manor on June 10, 2021 at 6pm. Not only am I excited for this fantastic event, but I am elated to see your faces live and in person! It has been a long year of being behind a virtual platform and I am excited about the opportunity to mix, mingle and celebrate with each of you!

Thank you so much to all of the participants for submitting your entries, and your continued support of Metro. The AOE committee has been hard at work to ensure that not only a good time is had by all, but also planning to make sure the space is comfortable and socially distanced for everyone.

This is a great opportunity to bring your team and show support for fellow Metro members. We also have new enhanced sponsorships available which include a digital element, so we will welcome sponsorship support thru the 3rd week in May.

We are looking forward to a memorable evening and wish each of the finalists the best of luck!

**Tammy Murray,  
AOE Chairwoman**

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## ***CONGRATULATIONS!*** to the New Jersey Builders Association 2021-2022 Elected Officers:

President: **Josh M. Mann**

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Secretary: **Debra J. Tantleff**

Associate Vice President: **Kim A. Manicone**

Second Associate Vice President: **Suzzane Kronenfeld**

About the New Jersey Builders Association (NJBA)  
NJBA is a housing industry trade association of builders, developers, remodelers, subcontractors, suppliers, engineers, architects, consultants and other professionals dedicated to meeting the housing needs of all New Jersey residents and facilitating their realization of the American Dream of homeownership. NJBA serves as a resource for its members through continuing education and advocacy. NJBA and its members strive for a better, greener, more affordable housing market in New Jersey. Additional information is available at [www.NJBA.org](http://www.NJBA.org).



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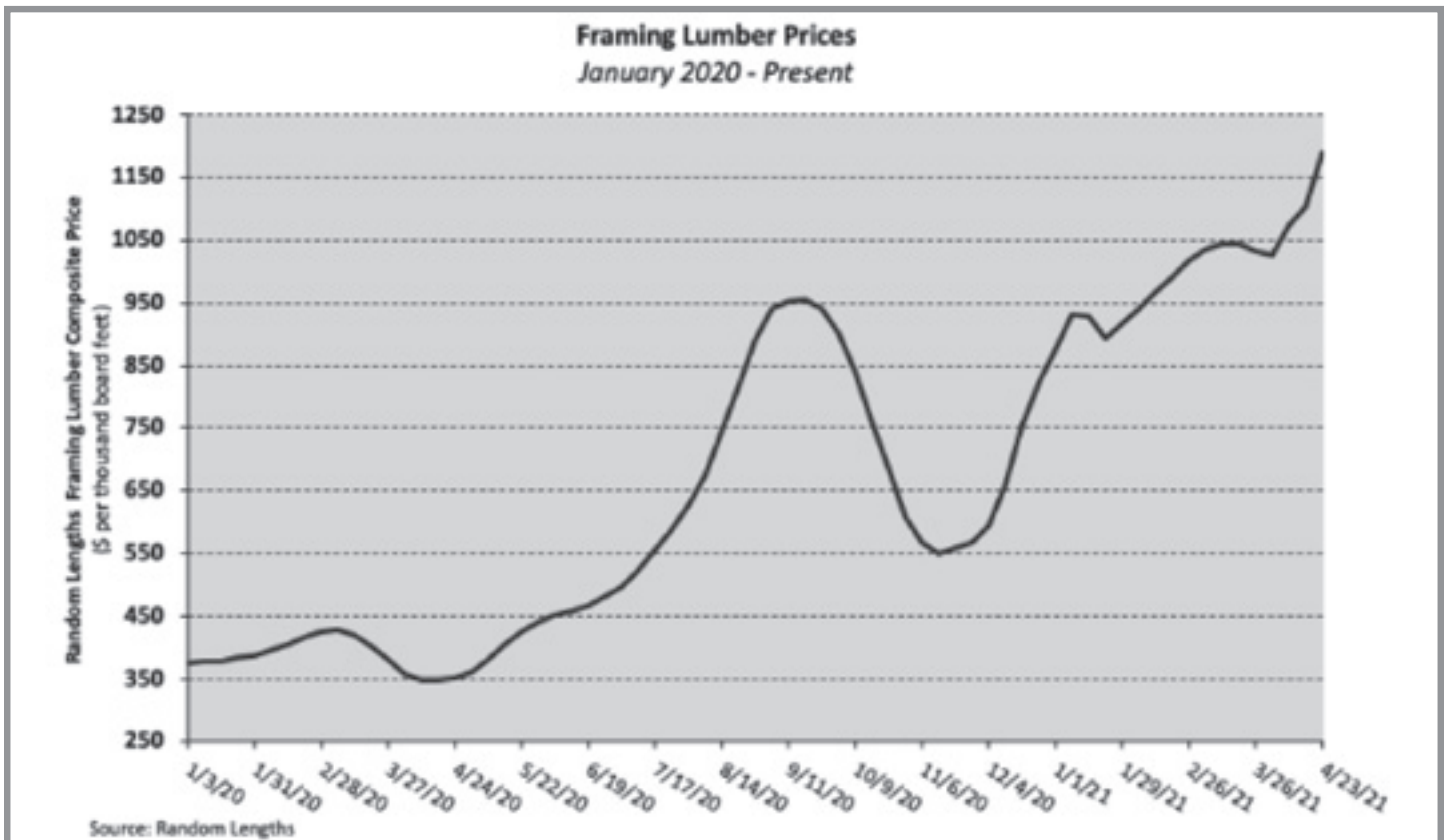
# Lumber Report

by Michael Kurpiel, Business Development & Industry Relations Director at Carter Lumber

The most recent price data is below.

Lumber and panel prices keep marching upward, but the really eye popping figure this week is OSB's 12-month increase of over 400%. That is the weighted average OSB index, as well; OSB underlayment has more than sextupled over the past year.

FRAMING LUMBER COMPONENTS																		
Month-Day	KD Southern Pine			Green Douglas Fir			KD S-P-F					KD F&L		KD Hem-Fir		FRAMING COMPOSITE PRICE	Friday Futures Settle	KD S-P-F
	West						West		East			Studs	2x4	2x10	East			
	2x4	2x10	Studs	2x4	2x10	Studs	mill prices		Boston delivered		Great Lakes delivered							
							2x4	2x10	Studs	2x4	Studs				2x4			
April 9	1044	798	1080	1040	955	810	1120	1105	1035	1185	1135	1110	1145	1130	1074	\$1,180.70	1195	
April 16	1057	833	1080	1095	1000	860	1205	1185	1110	1275	1205	1210	1250	1228	1104	\$1,260.70	1280	
April 23	1105	913	1100	1150	1040	925	1330	1320	1215	1385	1325	1310	1310	1265	1188	\$1,324.50	1370	
April 30	1192	1025	1165	1225	1115	990	1420	1405	1310	1515	1450	1450	1415	1395	1290	\$1,454.30	1495	
Since April 17, 2020	290%	218%	215%	199%	162%	205%	332%	331%	301%	285%	262%	292%	304%	316%	270%	337%	279%	
Since Nov. 13, 2020	198%	205%	153%	88%	47%	104%	145%	223%	154%	137%	166%	127%	132%	185%	135%	147%	127%	
Weekly change	7.9%	12.3%	5.9%	6.5%	7.2%	7.0%	6.8%	6.4%	7.8%	9.4%	9.4%	10.7%	8.0%	10.3%	8.6%	9.8%	9.1%	
Four-week change	11.4%	28.4%	5.9%	21.6%	30.5%	26.9%	35.9%	34.4%	33.3%	31.2%	33.6%	34.3%	25.8%	28.6%	25.7%	43.6%	28.9%	
Price change from one year prior	233.0%	194.5%	184.1%	258.2%	182.3%	195.5%	335.6%	327.1%	297.0%	282.6%	252.8%	286.7%	316.2%	319.2%	257.3%	345.7%	265.5%	
Price changes since 1/1/2020	212.0%	281.0%	223.6%	170.4%	99.1%	214.3%	239.5%	309.7%	372.9%	225.8%	291.9%	319.4%	235.3%	271.0%	244.0%	260.3%	221.5%	
Price changes since 1/1/2021	22.4%	51.2%	32.4%	41.6%	28.2%	70.7%	54.3%	69.3%	74.7%	45.7%	60.2%	60.2%	53.0%	92.4%	47.6%	66.6%	46.6%	



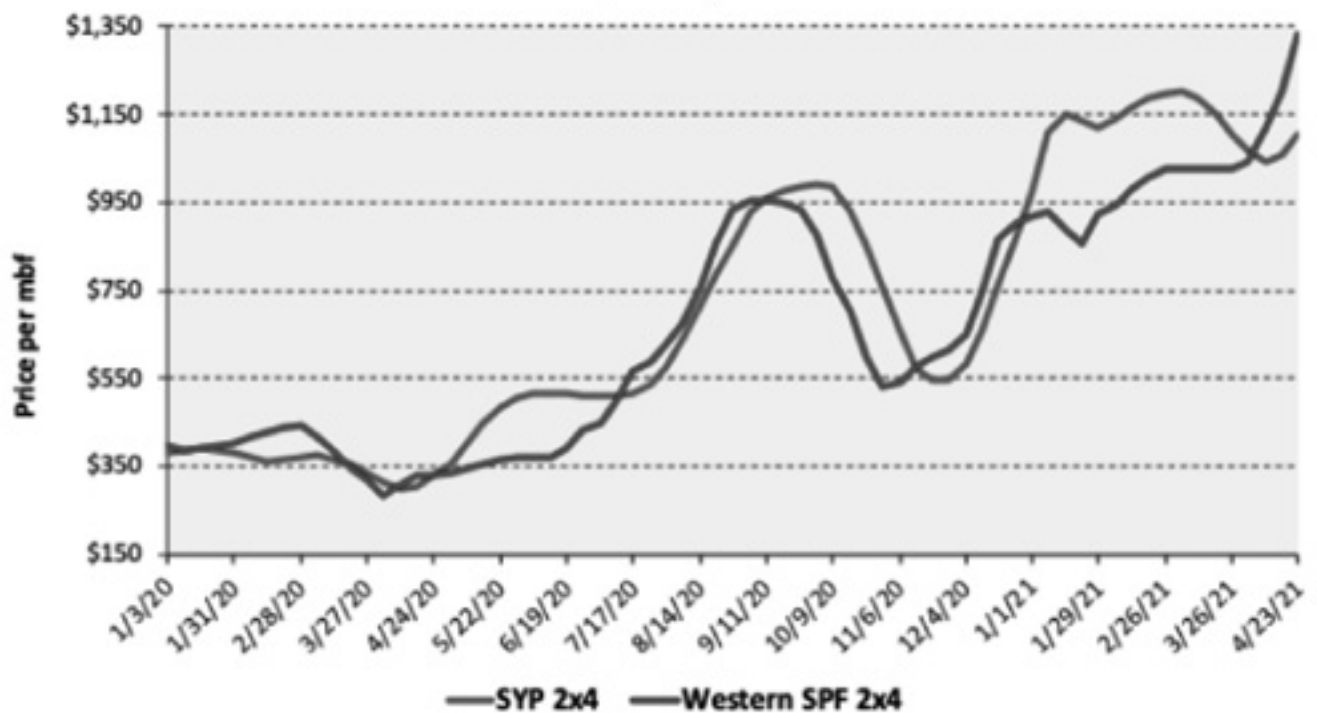
### Weekly Lumber Futures Prices and % Changes

April 2020 - April 2021



### 2x4 Prices: Southern Yellow Pine & S-P-F

January 2020 - present





Panel Prices			
	This Week	Last Week	Year Ago
<b>Structural Panel Composite Price</b>	1371	1315	349
weekly change	4.3%		
12-month change	292.8%		
<b>Oriented Strand Board Composite</b>	1267	1201	252
weekly change	5.5%		
12-month change	402.8%		
<b>Southern Pine Plywood Composite</b>	1490	1430	463
weekly change	4.2%		
12-month change	221.8%		
<b>Western Fir Plywood Composite</b>	1716	1652	635
weekly change	3.9%		
12-month change	170.2%		

# SAVE THE DATES

**Thursday, May 20, 2021**  
General Membership Meeting  
6:00 PM – Quantum Wellness

**Thursday, June 10, 2021**  
Awards of Excellence  
6:00 PM – Hanover Manor

**Thursday, September 9, 2021**  
Grillin N' Chillin  
5:00 PM – The Raritan Valley Inn

**Tuesday, October 5, 2021**  
5th Annual Metro Cup  
10:45 AM Registration  
Royce Brook Golf Club

**Thursday, October 21, 2021**  
Lobsterfest & Associate Appreciation  
6:00 PM – PUB 199

**Thursday, November 11, 2021**  
General Membership Meeting & Election of Officers  
6:00 PM – TBD

**Friday, December 10, 2021**  
Installation of Officers & Holiday Party  
6:00 PM – Hanover Manor

*All events/topics and dates  
are subject to change.*

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