



January 4th, 2019

Seasons Greetings,

Concord Lumber Corporation's employee-owners would like to wish you a happy New Year and extend our gratitude for your continued business. This year we proudly celebrated our 72<sup>nd</sup> year in business, we recognize and appreciate that this was made possible through the support and patronage of our community and professional customers. We are grateful for every opportunity that you give us to work with you and enjoy seeing you experience professional success alongside us.

In 2018, Concord Lumber Corporation made some exciting changes and updates in an effort to better serve our customers. Some of these projects include Littleton Lumber expanding it's hardware department for the second consecutive year, by adding a significant number of new products to our shelves. We've completed the renovation of Concord Lumber, integrated the ColorWorks Paint & Decorating Centers into both of our lumberyards and brought on Mike Malloy, a Benjamin Moore paint expert, to our team at the Littleton location. Additionally, Richard Reynolds has become the newest member of our sales team at The Kitchen Works. All of our ColorWorks Paint & Decorating Centers have been upgraded to Benjamin Moore's "Store of the Future" showrooms. Lastly, Concord Lumber Corporation also made updates to our fleet of delivery vehicles this past year.

As we look towards 2019, Concord Lumber Corporation is excited to announce some of our new ventures include plans to acquire Harmon's Paint & Wallpaper in Lowell, MA. This will allow for us to expand our footprint in a new territory and provide a new location to our current customers, who may be in the area, to shop with a familiar company. Additionally, a ninth location strengthens our buying power, which translates to better pricing options for our customers. We have also recently partnered with Sophava Framing, which enables us to service jobs in the panelized construction market. Sophava is a full-service framing firm in eastern Mass. delivering superior residential and commercial frames for builders on-time & on-budget. We are excited to see where this new partnership will lead and confident that any of our customers who choose to work with panelized framing packages will be satisfied with Sophava's performance and quality.

May your New Year be filled with joy, happiness and success. We look forward to working with you in the coming year and hope to remain your local home improvement specialist for many years to come.

Sincerely,

*Rick*

Rick McCrobie  
President  
Concord Lumber Corporation

