



FRONT RANGE LUMBER COMPANY

The news you need to make your project a success!

INDUSTRY NEWS

Lumber Prices

Lumber prices, in general, are currently at relatively low levels. As of mid-February, they are heading upwards somewhat. This is forcing the mills to shut down or reduce production as most simply cannot afford to run otherwise. The overall economic picture, at least in the building industry, remains muddy and contradictory:

- Housing starts up but still far away from the highs of 10 years ago.
- Production levels are high, but again not at historic levels.
- Multi-family new construction is strong, but single family homes remain slow; most experts agree that in a strong economy, single family is best. A single family home uses much more lumber proportionately than apartments, condos, etc. AND the square footage size is generally much larger.
- Permitting and other steps to get jobs going are increasingly difficult.
- Land costs are high.
- Many products are very connected to raw material and/or energy costs AND suppliers are generally very quick to push pricing upward as those items increase. At this time oil is down, steel is down, etc. but we're seeing price increase announcements being blamed on those costs. We believe this reason is being used as a "cover story" for the need to cover other costs like wages, health insurance and other non-raw material items. In other words, prices go up fast as needed, but as pricing for inputs to produce manufactured items down go, the finished product cost doesn't go down as much or as quickly as they go up!

- Exports of wood products to China and other countries have fallen down dramatically.
- The Denver and Colorado area remains one of the best performing areas in the country.
- There is a distinct labor shortage, especially when...
- It's an election year!

We believe 2016 will continue to see stability in pricing in most wood items – this includes manufactured items such as LVLs, timbers, exterior trim, siding and so on. There are pockets where increases should be expected:

- Cedar and redwood – especially in better grades.
- Long lengths in most items.
- Unique items with limited availability.
- Better grades of all types of woods.
- Doors and windows.

We just were told to expect a price increase on metal joist hangers in the 3% range.

FRLCO NEWS

50th Anniversary

Last year, 2015, was our 50th anniversary – we want to thank everyone for their support over the past 50 years. We look forward to another 50! We continue to grow our business without selling beef jerky, appliances, dishes and cups, and roses. **FRONT RANGE LUMBER** has worked ceaselessly—and will continue to—to earn your business by being the best lumberyard around.

Website Changes

We continue to make improvements to our website. A few of the most recent changes includes the addition of all available Penofin brand deck/siding stains and extended information on the CAMO brand hidden fastening system

for decks. Check back regularly for our continuing improvements and changes.

We be social!

We are now using social media!

FOLLOW us on TWITTER:

www.twitter.com/frontrangelumbr

LIKE us on FACEBOOK:

www.facebook.com/frontrangelumberco

FOLLOW our BLOG:

frontrangelumber.blogspot.com

KENT'S CORNER

Changes in life and the construction industry are so common, it is good to improve our flexibility. On the occasion of my wife taking a West slope job, and being gone four days a week, I am thinking of how I will adapt to being a "bachelor" part time. Without a woman in my life, I would probably sit around the house in my underwear more often. Also I would throw away the toilet seat cover, which I think no man wants, and the cat just scratches the hell out of anyway! I am also more likely to watch the SyFy and El Rey channels more than the Oprah or Hallmark channels. I am the cook in the house so I will stay well fed!

Now back to business: Milgard just raised their prices about 5%. They say that wholesale glass prices recently went up by 12%. ThermaTru doors will increase by an unknown amount in February. Most price increases we get are less clear cut. Lumber and plywood increases are rarely known ahead. Please remember that our wholesalers hold their prices for only a day or two usually. That means that if you get a special order price quote from us, it may only be valid for a couple of days.

We are hearing from our wholesalers and contractors about the labor shortage. They know how that reduces their productivity and volume. Some of our wholesalers take days to get quotes back

to us, as well as days to pull orders you need.

Please give particular planning to job site deliveries. Big or awkward items often require more manpower. Many that order from us assume that we can handle any size, any condition deliveries; we try but we need your help. We will need your help to unload those monstrous-sized doors and windows that continue to become more popular. Even a simple thing as access for our truck is something that isn't always guaranteed. There needs to be room for long LVLs and I-joists. Please help us help you!

BUILT RIGHT...

Miratec

The best man-made exterior trim in the marketplace is changing their primer color from light grey to a white color. After many years of experience, we firmly believe this is the best man-made exterior trim on the market:

- Miratec is reversible.
- It's highly resistant to moisture.
- The product is backed by a 50-year limited warranty.
- It's less expensive than other trims.
- The one piece construction performs better than all other brands than are two pieces "glued-up."

FRONT RANGE LUMBER stocks all widths from 1x4 through 1x12 – and the same in the 5/4 thickness for a more pronounced reveal on siding installations.

Deck Screws

While the venerable gold screw is still around, there are so many other stronger, more secure drive and better fastening options available. We're replacing the plain old gold deck screw with an updated variety having:

- Torx 25 for a more secure drive system.
- Packaged in convenient 1#, 5# and 10# boxes.

Keep in mind there are many other varieties: stainless steel, colored, square drive, different levels of warranties (due to differing levels of coatings) and thread designs for diverse uses. See us for the best alternative for your needs.

Hardwoods

On items like cutting boards, tables, utensils and countertops, remember to only use "food-safe" products such as mineral oil. Other sealers are not recommended and may actually pose food preparation hazards.

We've added 8/4 poplar and 1x8 s4s walnut to our growing selection of selected hardwoods.

Small Projects

Front Range Lumber has made a special purchase of usual items for customers to utilize on smaller projects like bird-houses, wooden toys, smaller repairs and scout projects. These items include:

- 1x6-4' clear pine boards from Gorman (see below).
- 2x8-6' rough sawn cedar for garden beds.

TAKING STOCK...

Blue Stain/Beetle Kill

FRONT RANGE LUMBER carries the widest (and longest) selection of blue stain (beetle kill) products in the market area. These include boards in 1x2 through 1x12 widths, plywood and T&G paneling/siding/flooring items. We can also very easily obtain pattern stock in blue stain like 2x6 T&G, channel rustic pattern and others. Get the quality and width of selection you want at our store. Remember, based on the distribution of blue in the trees, finding high quality boards (and with a significant amount of blueness) is very difficult. Because of the distribution of blueness, larger boards such as 2x8, 2x10 and 2x12 will generally not contain very much blue. Find much more information about blue stain on our website.

Gorman Pine

We stock only #2 and clear grade pine boards from Gorman Lumber located in British Columbia, Canada. These high quality boards have been machined far better than the average mill resulting in a smoother, nicer looking board. Although still a knotty grade, they can be used for a wide range of uses. Check these fine pine boards out for your next project.

OZCO

FRONT RANGE LUMBER stocks more than anyone else around in OZCO's great deck and pergola hardware line. One of the reasons we like products like OZCO is its simplicity – easy to understand and use/install. Refer to www.ozcobp.com for full details; we've also attached to this newsletter a mini-catalog of the items we stock. This hardware is black powder coated in decorative styling providing structural fastening for deck, pergola and other exterior projects.

Redwood

Like so many other wood and other building materials, you get what you pay for... and you don't really need specialized knowledge to discern for yourself. Look for minimum knots, no wane (boards cut from close to the round sides of the tree – resulting in boards that don't have four square corners. Examine the grain for evenness and note the variation of color. These are critical factors in the quality of boards you'll want. **FRONT RANGE LUMBER** stocks only B grade redwood – this grade is the best compromise in price and quality – containing all the best aspects as above. Most suppliers will stock a common/ construction common grade. This grade allows for many large knots, a huge variation in color, and significant wane. For a project from which you desire many years of service, get the best redwood available. We've taken many steps to ensure a stable supply of B grade redwood for our customers as availability of gets tighter in the better the grades; there have been spot shortages of redwood. **FRONT RANGE LUMBER** is your supplier of choice on hard to source items like 1x boards, heavyweight lattice, and sizes like 2x10 and 2x12 in better grades.

Fencing

We're ready for another great fencing year. Cedar is the preferred choice due to its affordability, enduring beauty and longevity, and product availability. As we addressed in the redwood article, you don't need to be a cedar expert to detect differences in the relative value of products. Most cedar products are graded only on the rough sawn face (or just one face if fully rough sawn). When buying pickets, for example, look at the

thickness of the pickets, the amount of wane and the number/size of knots. Most specifically, you will see a variety of thicknesses stocked in the area.

FRONT RANGE LUMBER only stocks a superior, kiln dried graded one face 7/8" picket, providing you with a more stable, better appearance product. Remember: you'll need close to 3.5 pieces of 1x4 pickets per foot of fencing and 2.2 in the 1x6 size. On a per foot basis, 4" pickets are always the better value and, generally, will be of better "average quality" than the 6" size. In other items (2x4 and 4x4), quality is very apparent. We always urge you to see what you're getting before making a purchase decision.

PROFIT SHARING

The Molding You Need

To minimize waste, **FRONT RANGE LUMBER** stocks 17' pieces of primed fingerjoint door casing. This length of ready-to-paint molding allows you to trim out one entire side of any standard interior door, even allowing for two approximately 7' miter cut pieces for each leg/side of the door and a 3' piece for the head. Stocking these lengths enables you to save money and minimize waste. Don't buy more than you need AND don't settle for only the short pieces most other suppliers offer!

We've also added eleven more types of primed fingerjoint base and casing moldings to our stocked collection. Remember primed moldings save you a finishing step.

Evaluating Suppliers

We are constantly reviewing who we purchase our materials from and know you must do the same. We look for consistency in quality, stock availability on desired materials, timeliness of all service aspects, and ease of doing business. Pricing, while very important, is overruled when other factors are not executed well. In other words, late deliveries, damaged or inaccurate orders, or service issues quickly chew up

any savings and create additional costs/delays to rectify. We understand this and work hard to provide quality products AND provide all the service components our customers require. Thank you for your business now and in the future. Please ask if we can do more for you.

CONSUMER NEWS

Garden Beds

Remember that treated lumber should never be used in projects that come in contact with food—like raised garden beds—cedar is the best choice.

Earth Day

The City of Lakewood is hosting an Earth Day event at Belmar Park on April 16th from 11am-4pm. Plan to attend to see a variety of booths for all sorts of green ideas. **Front Range Lumber** will be there handing out tree seedlings for your yard. Also, we'll be showing the best ways to build raised garden beds and pergolas.

FUNNIES

Interesting

No word in the English language rhymes with month, orange, silver, or purple.

"Dreamt" is the only English word that ends in the letters "mt".

The words "racecar", "kayak", and "level" are the same whether they are read left to right or vice versa (Palindromes).

There are only four words in English which end in "ous": tremendous, horrendous, stupendous and hazardous.

There are two words in English that have all five vowels in order: "abstemious" and "facetious."

A "jiffy" is an actual unit of time for 1/100th of a second.

Amazing

Think of all the PHYSICAL things a smart phone has replaced, it now runs

the gamut of A to Z! Maybe you can think of more??

- Address book
- Book
- Calendar
- Directions
- Exercise tracker
- Flashlight
- Games
- Heart Monitor
- Identification
- Journal
- Keys/keycard
- Laptop
- Maps
- Newspaper
- Organizer
- Photos
- Q – QR –Bar code scanner
- Radio
- Store/Shopping
- Telephone
- Universal remote
- Video editor
- Watch
- Xerox machine
- Yellow pages
- ZIP Code directory

C	A	L	E	N	D	A	R
<i>You can count days or make everyday count.</i>							
March							
13 th	Daylight Saving Time begins (Spring forward)						
17 th	St. Patrick's Day <i>Wear your GREEN!</i>						
20 th	First Day of Spring						
27 th	Easter Sunday						
April							
1 st	April Fool's Day						
15 th	Income Taxes Due!						
22 nd	Earth Day; come by the Belmar Center for more information <i>How BIG is your carbon footprint?</i>						
May							
5 th	Cinco de Mayo						
6 th	Nurses Day						
6 th	National Teacher Day – <i>Thank one!</i>						
8 th	Mother's Day						
21 st	Armed Forces Day						
30 th	Memorial Day (Front Range Lumber will be closed)						

FRONT RANGE LUMBER COMPANY, INC.

Your best source for all your building needs!

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