



FRONT RANGE LUMBER COMPANY

The news you need to make your project a success!

INDUSTRY NEWS

Lumber Prices

Lumber prices continue to wobble around; price-wise it's a great time to build. At least locally, building and remodeling seems to have all but stopped. Winter weather certainly hasn't helped matters in late January and February; we all hope for an early spring. Lumber has wobbled around in both up and down directions over the past weeks – turning into a game of chicken. Everyone is looking at everyone else wondering what's going to happen first: mills will ramp up (or down) production; demand will increase domestically; weather will improve; China and India will place large orders; housing starts will increase; or the economy will improve.

PANEL PRODUCTS. OSB and plywood products are moving upwards in price, but remain at the lower end of the historical spectrum.

STEEL. Raw steel prices have moved upward over the last six months. Users should plan on seeing higher prices on any steel products including: structural steel, rebar, fasteners, metal roofing and the like. As an example, we were alerted that on April 1st all structural steel (I-beams, etc) will increase by more than 15%. Please note that many of these increases are compounded, with the increase in January followed by another in February, etc.

On a wide range of products, we are seeing loads of price increases. Manufacturers and others simply cannot hold the price line anymore based on increased raw material costs and continued expense increases. Virtually every day, we receive notice of specific items or whole product ranges moving. An indicator of coming price increases is to watch fuel prices; as they increase, so does the entire range of building materials due to their bulk and/or weight.

FRLCO NEWS

Website

After months of work, our new website is up and running, check it out www.frlco.com

TAKING STOCK...

20'

All the time and all types of wood – ask us!

BOARD or BORED?

Bored of receiving sub-prime 1x boards in redwood, pine or cedar? **FRONT RANGE LUMBER** sources only the best available boards in 1" thickness in all available widths and lengths:

PINE. We try to stock only #2 pine boards from Gorman Mills, a Canadian mill producing some of the best machined pine available. Each board is planed to exceptional smoothness, and cut to a uniform dimension. All grade stamps and markings are on the ends of the board (eliminating the need to sand off those pesky stamps). Along the pine product line, see more about blue stain pine boards below.

REDWOOD. We stock only "Heart B" grade – meaning that all the wood is the more desirable red "heartwood", containing no sapwood or white colored portions of the redwood tree.

CEDAR. The 7/8" thickness tells much of the story...a thicker, drier board provides a more stable, better looking board over time.

MDF. Obviously not a true wood board, instead a "composite board" made from sawdust and resins; MDF should be your board of choice on interior painted applications. These boards come only in 16' lengths, ideal to minimize waste. Primed to eliminate one step in installation – and can be cut, drilled, fastened,

routed and glued just as you would a wood board. A subset of this category are wood-grain one side, exterior trim boards, available in both 4/4 and 5/4 thicknesses and manufactured for more demanding exterior uses.

BLUESTAIN PINE. See the *attached write-up* concerning this very confused product, remember that we do stock 1x6 T&G paneling and some board sizes and can quickly source many other sizes. Boards are available in 1x4 through 1x12 in 8' to 16' lengths. This product provides an exceptionally great value for the buck.

The sub-prime crisis is over – if you buy from us!

Special Orders

Never doubt our special order capability – a recent order we shipped included: fuses for boilers, portable utility heaters, specialty silicone caulk, dielectric unions, lock re-inforcers, screen handles and white floor tile – all on one order. Try **FRONT RANGE LUMBER**; we have the knowledge and the sources to find, procure and deliver all of your building material needs.

PRODUCT NEWS

TREX

FRONT RANGE LUMBER is the **FIRST** and **ONLY** dealer to receive the newest Transcend's decking colors – Spiced Rum and Lava Rock. Like the original four colors, this ultra low maintenance decking product from Trex provides a long-lasting deck, requiring occasional cleaning (you'd get dirty also, laying outside all the time!). Front Range is the only dealer stocking all six colors of Transcends to our knowledge. Please note the slight color differences between Transcends and Accents decking. New in 2011 are screws to more closely match the Transcend colors, we

can easily provide these closer matching screws.

KENT'S CORNER

The world has really changed since September, 2008. That is the month that we started experiencing the Great Recession. The effects are still profound. Retailers have changed, maybe forever. The now common blue/ red neon "OPEN" signs beg for business, as though we worry that some of the public do not remember our stores are here. The consumer has changed, their new mantra at restaurants now being "just water" to save money. The world has changed. Now we fully realize how a steaming economy in China or a civil war in Iran can have a profound effect on us Americans.

We live in the era of the decline of the magazine and newspaper. We live in the era of such technological progress that Best Buy offers to take your trade-in of last year's technology when you update this year. We live in an era where we are so price conscious that food manufacturers sell us less in a can or box hoping that we do not notice, at the same price as the bigger package used to be. There is so much pressure to reduce prices that it can lead to trouble.

I recently became involved with several customers of High Country Windows & Doors, based in Denver and Conifer. According to Channel 9 News, they have disappeared, apparently taking tens of thousands of dollars in customer deposits with them. I have spoken to four of these victims, one of whom told me that he may lose \$8,000 from a window deposit. Next, he found that the windows were never even ordered, so now he will wait another two months to get windows for his new house – stalling any further progress. I re-sold him the windows, discounted by the manufacturer and in turn by me to help this victimized customer. This made the final price close to the original High Country "bid". As Channel 9 said, these customers did everything right, checking Better Business Bureau for example. Their only defense would have been to check 3 or 4 window quotes closely, watching for a suspiciously low bid. Windows are such competitive com-

modities at such tight margins that a low price is suspect. I've seen three quotes from High Country, all have amazing discounts and price irregularities that indicates they were just trying to get the job's deposit. It worked!

Contractors should re-consider the information they leave their customer's regarding warranty. Fiberglass roof shingles require "registering" as a warranty condition. I just noticed that Simonton Windows requires written notice of homeownership to maintain the "transferability" of their warranty. Trex and other composite decking manufacturers will require a copy of the receipt before any warranty claim is considered. I have seen contractors keep the receipt and not share it with the homeowner. Years later, the homeowner may not even know what brand they got! We can try to find a copy in our records, but most attempts fail, as knowledge of purchase dates are usually vague.

Talking about warranties...when I ask homeowners to read window warranties, they react like they will have to read "War and Peace". It IS far easier than that, most warranties are only one page, and not hard to understand. They can be interesting. I looked at Simonton Windows' warranty. They make several series of windows, so the warranty conditions can vary. The insulated glass has a limited warranty; it will be replaced if it gets condensation between the glass, BUT LABOR IS NOT INCLUDED. (Milgard does include their service department's installation of that glass). Read warranties closely.

Lastly, I'll relate the case of our customer that bought balusters on-line. Before buying, he asked us why our prices were 25% higher than online. I could not explain it. He bought online. When the brand name aluminum balusters came in he weighed them as they seemed flimsy. Our "version" of the product was three times as heavy. He returned the online balusters and bought ours. A less observant consumer would not have noticed the difference nor realized how misleading the Internet item was.

BUILT RIGHT...

Lead Alert!!

See the attached write up concerning the latest EPA regulations on lead in structures built pre-1978.

Joist Hangers

Come by and see **FRONT RANGE LUMBER'S** joist hanger examples – it will help you visualize how some of the more unusual hangers are used and installed. It also displays both proper installations and the "bloopers". We've made some mistakes to show what NOT to do and indicating some very common errors made in the field.

Along the hanger topic, did you know:

- "BSC" series hangers allow for the connection of double 2x material to the top of a 4x4 (other sizes allow triple 2x members to be fastened to a 6x post). This eliminates the need for a flitch spacer or bending of other hanger types.
- Many hangers are now approved to be fastened by SDS-type screws – this quickens installation without sacrificing strength. We can provide a list of those hangers for your reference.
- Many hangers come in sizes to accommodate rough sawn lumber – this eliminates the need to cut the wood, bend the hanger (BIG – no-no) or make do with regular nominal lumber instead.

PROFIT SHARING

For companies that carry workmen's compensation insurance coverage and haven't applied for the State of Colorado Cost Containment program, we urge you to do so. You'll have to create a safety program, hopefully using the one you have as a template and institute new practices and rules. The trade-off is that you'll see up to 10% savings on your work comp premiums and a safer workplace.

For better greenery and maybe a small refund, we return all of our printer toner cartridges to the company below. While they don't offer a rebate on all cartridges, they will recycle any that they receive:

Toner Store
 1990 West Iliff Avenue
 Englewood, CO 80110
sales@tonerstore.com
 1-800-555-3150

CONSUMER NEWS

Energy Tax Credits

The Energy Tax Credit has not totally gone away – for 2011, Congress approved a credit, see your tax preparer for details on how this may apply to you while your consulting them on last year’s taxes. It should help you offset the cost of installing windows, insulation and furnaces!!

FUNNIES

Security Threat Level

The English are feeling the pinch in relation to recent terrorist threats and have therefore raised their security level from “Miffed” to “Peeved.” Soon, though, security levels may be raised yet again to “Irritated” or even “A Bit Cross.” The English have not been “A Bit Cross” since the blitz in 1940 when tea supplies nearly ran out. Terrorists have been re-categorized from “Tiresome” to “A Bloody Nuisance.” The last time the British issued a “Bloody Nuisance” warning level was in 1588, when threatened by the Spanish Armada.

The Scots have raised their threat level from “Pissed Off” to “Let’s get the Bastards.” “They don’t have any other levels. This is the reason they have been used on the front line of the British army for the last 300 years.

The French government announced yesterday that it has raised its terror alert level from “Run” to “Hide.” The only two higher levels in France are “Collaborate” and “Surrender.” The rise was precipitated by a recent fire that destroyed France’s white flag factory, effectively paralyzing the country’s military capability.

Italy has increased the alert level from “Shout Loudly and Excitedly” to “Elaborate Military Posturing.” Two more levels remain: “Ineffective Combat Operations” and “Change Sides.”

The Germans have increased their alert state from “Disdainful Arrogance” to “Dress in Uniform and Sing Marching Songs.” They also have two higher levels: “Invade a Neighbor” and “Lose.”

Belgians, on the other hand, are all on holiday as usual; the only threat they are worried about is NATO pulling out of Brussels.

The Spanish are all excited to see their new submarines ready to deploy. These beautifully designed subs have glass bottoms so the new Spanish navy can

get a really good look at the old Spanish navy.

Australia, meanwhile, has raised its security level from “No worries” to “She’ll be alright, Mate.” Two more escalation levels remain: “Crikey! I think we’ll need to cancel the Barbie this weekend!” and “The Barbie is canceled.” So far no situation has ever warranted use of the final escalation level.

*John Cleese
 British writer, actor and tall person*

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						
April							
1 st	April Fool’s Day						
15 th	Income Taxes Due!						
22 nd	Earth Day <i>How BIG is your carbon footprint?</i>						
24 th	Easter						
May							
5 th	Cinco de Mayo						
5 th	National Teacher Day – <i>Thank one!</i>						
8 th	Mother’s Day						
12 th	Nurses 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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