

INDUSTRY NEWS

Lumber Prices

Pricing on all plywoods (including OSB) and lumber items have crept up over the past 4-8 weeks. The best interpretation is the entire distribution system was so low on inventory and hoping for better sales going into spring that everyone stepped in to buy, forcing prices higher. There seems to be a real mixed bag whether these higher prices will hold as business levels don't seem to be significantly changing for the better except in isolated areas of the country. Cedar items have increased slightly as is their usual spring pattern. Supplies of certain items and better qualities are certainly much harder to find. Redwood is holding at previous year's pricing. The very large price increase on drywall taken by the mills in January continues to hold. This increase is somewhat camouflaged by the switch over to "light" drywall. Many steel items are also creeping up. We are continuing to see price increase notifications from many manufacturers/suppliers. Most of these are in goods requiring several levels of making (i.e., screws - raw steel, manufacturing, coatings, etc.). Finally, just as we all experience the higher prices at the pump - truckers and railroads face that same pressure. According to information we've received, for every nickel diesel goes up, an additional fuel surcharge of \$0.01 per mile traveled is added. This may not seem like much, but most of the lumber we receive comes from over a thousand miles away. Therefore, a \$0.50 increase per gallon, adds about \$100 a load, translating into for example, about two cents more per stud - just for higher gas prices. It adds up!

FRLCO NEWS

Holiday Hours

Looking forward to the summer and so are we! We will be closed all day for all three summer holidays: Memorial Day, 4th of July and Labor Day. We will be open regular hours before and after each of those holidays.

EVENT- Trex Display Trailer

We will have the Trex display trailer at the store on Friday and Saturday 4/13-14/12, just in time for planning your outdoor projects. This trailer has all the Trex product lines and colors, shown in actual use. These include decking, Trex-Trim, porch flooring and the new steel framing system: Elevations. No need to make an appointment, but keep the date in mind and stop by the store.

EVENT- Product Knowledge Session on Simpson Joist Hangers

On Monday, May 7, we will conduct a product knowledge session covering Simpson joist hangers. We'll hold the meeting at noon. This class will cover new products, code requirements and proper installation of hangers. Please call for more information and reserve your spot today as space is limited.

We be social!

We are now using social media!
FOLLOW us on TWITTER:
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LIKE us on FACEBOOK:
www.facebook.com/frontrangelumberco
FOLLOW our BLOG:
frontrangelumber.blogspot.com

KENT'S CORNER

I just spoke to a contractor's wife. She related how a little old lady

(LOL) refused to pay the contractor an agreed fee for installing two doors. The LOL was happy with the work - she just felt that she did not wish to pay the full amount. I knew all parties to this, but am glad that I did not introduce them. This story is a great example of how the influence of *The Great Recession* continues in some areas, regardless of the news we read.

Contractor's stories are very enlightening to me, and I admit that I appreciate hearing the stories and sharing them. Some contractors think that just they are not busy, but we all share a bond of almost 4 solid years of reduced business. Layoffs continue at our wholesalers. They used to save layoffs for fall or winter when business always slowed down; now it can be anytime.

One reputable contractor that I know well considers attorney fees a normal part of his (successful) business, mostly to get final payments from work done. I heard two different contractors use the phrase "manage my customer's expectations" recently. They were referring to the increasingly lofty expectations of homeowners. We see it too.

All of us that persist have built a lot of character, huh? Hopefully when things "normalize", we will see the public become a little more trusting, less suspicious that established businesses are trying to cheat them. I look for Internet sales to be taxed. Why should Amazon and others not contribute toward taxes like the rest of us? I talked to a realtor that said his customers want to sell their houses at 2007 highs, and then buy from some ignorant seller that will sell dirt cheap. He laughed. I realized that all businesses are feeling the stress of the changed, beat-up consumer.

TAKING STOCK...

Thick Cedar Fencing

If you're looking for cedar fencing, some of the best pricing and quality

we've seen in years is your great opportunity to save money on a great looking fence. Most pickets available for sale elsewhere are 1/2" to 5/8" thick, a cheaper product that provides a very unsatisfactory result. **FRONT RANGE LUMBER** stocks ONLY 7/8" thick no-hole pickets. We urge you to actually see what you're getting for the money before you arrange to buy an item.

Long Fingerjoint Moldings

Don't settle for 8 and 10' pieces of molding. In fact, in fingerjoint casing moldings, we stock 17' lengths which is enough for an entire side of a door. Fingerjoint moldings generally come in 16' length. Solid pine moldings range up to 16' pieces in most types. Solid pine comes in random length, meaning the longest piece the mill could yield from their wood stock. There are literally hundreds of different types or profiles available, many on a next day basis. Outline the shape of the molding you're looking for and fax or email it to us so that we can research it for you and get you a cost and timing.

Deck and Siding Stains

Front Range Lumber stocks all three of the premium wood deck and siding stains available. The Penofin, SuperDeck and Benjamin Moore brands are widely recognized as the best in the business. If we do not have the color you need, we can get it for you within a day or so.

Long-Lasting Lattice

Don't settle for flimsy, cheap lattice that won't hold up even a single season. Front Range Lumber sells ONLY heavy duty lattice – this is lattice that is 1" thick overall. In 4'x8' sheets, lattice is available in cedar, redwood in both diagonal and square patterns. We also stock "economy" cedar lattice – still 1" thick, but with larger openings. Using quality products adds to an extended lifetime and saves you money in the long run.

Cedar Selection

Cedar is the happening thing of the spring and summer season. **FRONT RANGE LUMBER** should be your sole source in any cedar product. We stock boards, dimension lumber, posts and timbers, along with a multitude of accessory items like lattice, post caps and clear balusters. We stock up to 20' lengths on many items in the best qualities available. Timbers of many sizes are available quickly through us. We stock only premium grades of rough sawn cedar 2x boards. One of the best values in decking is a "5/4" knotty cedar deck board. This decking measures 1-1/8" thick for 16" on center joist spacing. This decking creates a great looking, natural wood deck, carrying with it all the wonderful advantages of a rot resistant product. To compliment this decking product, add smooth sawn, clear 2x2 balusters and smooth sawn 4x4 posts. Remember, cedar is not just a "rough-sawn" material. Smooth sawn products are available in virtually any sizing or quality need you may desire. Pergolas, decks, planter boxes, garden backdrops are all projects where cedar is the product to use. Check with us on all your cedar needs – the selection can't be beat!

More Douglas Fir Stock

FRONT RANGE LUMBER is enlarging its stock sizes of rough sawn Douglas fir timbers to include 4x12-16, 3x12-20, 6x6-10' and 12', 8x8-8' and 4x4-8'. These all are 100% Free of Heart Center (FOHC), meaning the timber does not have the center of the tree in it. Any timber that does have this center will eventually twist and crack, radiating out from that center. We can source all your timber needs, including in smooth sawn and cedar.

PRODUCT NEWS

New Simpson ABW Post Base

Look for the new series ABW post base from Simpson which replaces

the older AB and ABE series. This new version will provide uplift capabilities, now being required by many building departments. The ABW series will be less expensive. For further details, see www.strongtie.com

Trex's Newest Color

Trex's newest color RopeSwing was released mid-season last year. This crème-tan color matches any home exterior. RopeSwing adds to the four pre-existing colors of Gravel Path, FirePit, TreeHouse and Vintage Lantern – all in the Transcends style of decking. Visit Trex.com to see color samples or stop by and we'll be glad to provide you with one today.

BUILT RIGHT...

Joist Hangers Coatings

Simpson (and other manufacturers of joist hangers) does not necessarily manufacture "Z-max" coating on all joist hangers. Z-max is extra galvanization to protect from excessive corrosion. This special coating has dominated in the marketplace with the introduction of newer versions of treated lumber. We can get this coating on virtually anything, however the time and added expense generally do not warrant that effort. Our sales staff can recommend alternate hangers as needed to avoid this step. Please note that Simpson, the leading manufacturer of this product, calls for the use of Z-max or better coated hangers on ALL exterior uses.

Concealed Fastening System

We stock the new concealed fastening system for decking called CAMO. This combination screw and tool system provides affordable fasteners that attach any decking material to joist quickly and easily. Unlike clip systems, a future benefit is that the screws can be easily removed for a board replacement as

needed. The tool is very inexpensive and automatically provides the necessary gap between deck boards. Ask us or search on the web for further information. We also have a demo tool at the store for your testing.

FUNNIES

Tools of the Trade

DRILL PRESS: A tall upright machine useful for suddenly snatching flat metal bar stock out of your hands so that it smacks you in the chest and flings your beer across the room, denting the freshly-painted project which you had carefully set in the corner where nothing could get to it.

WIRE WHEEL: Cleans paint off bolts and then throws them somewhere under the workbench with the speed of light. Also removes fingerprints and hard-earned calluses from fingers in about the time it takes you to say, 'Oh Sh--!'

SKIL SAW: A portable cutting tool used to make studs too short.

PLIERS: Used to round off bolt heads. Sometimes used in the creation of blood-blisters.

BELT SANDER: An electric sanding tool commonly used to convert minor touch-up jobs into major refinishing jobs.

HACKSAW: One of a family of cutting tools built on the Ouija board principle... It transforms human energy into a crooked, unpredictable motion, and the more you attempt to influence its course, the more dismal your future becomes.

WISE-GRIPS: Generally used after pliers to completely round off bolt heads. If nothing else is

available, they can also be used to transfer intense welding heat to the palm of your hand.

OXYACETYLENE TORCH: Used almost entirely for lighting various flammable objects in your shop on fire. Also handy for igniting the grease inside the wheel hub out of which you want to remove a bearing race.

TABLE SAW: A large stationary power tool commonly used to launch wood projectiles for testing wall integrity.

HYDRAULIC FLOOR JACK: Used for lowering an automobile to the ground after you have installed your new brake shoes, trapping the jack handle firmly under the bumper.

BAND SAW: A large stationary power saw primarily used by most shops to cut good aluminum sheet into smaller pieces that more easily fit into the trash can after you cut on the inside of the line instead of the outside edge.

TWO-TON ENGINE HOIST: A tool for testing the maximum tensile strength of everything you forgot to disconnect.

PHILLIPS SCREWDRIVER: Normally used to stab the vacuum seals under lids or for opening old-style paper-and-tin oil cans and splashing oil on your shirt; but can also be used, as the name implies, to strip out Phillips screw heads.

STRAIGHT SCREWDRIVER: A tool for opening paint cans. Sometimes used to convert common slotted screws into non-removable screws and butchering your palms.

PRY BAR: A tool used to crumple the metal surrounding that clip or bracket you needed to remove in order to replace a 50 cent part.

HOSE CUTTER: A tool used to make hose is too short.

HAMMER: Originally employed as a weapon of war, the hammer

nowadays is used as a kind of divining rod to locate the most expensive parts adjacent the object we are trying to hit.

UTILITY KNIFE: Used to open and slice through the contents of cardboard cartons delivered to your front door; works particularly well on contents such as seats, vinyl records, liquids in plastic bottles, collector magazines, refund checks, and rubber or plastic parts. Especially useful for slicing work clothes, but only while in use. Can also be used to create an excuse to go to the urgent care clinic for stitches on fingers or thumbs.

SON-OF-A-BITCH TOOL: (A personal favorite!) Any handy tool that you grab and throw across the garage while yelling 'Son of a BITCH!' at the top of your lungs. It is also, most often, the next tool that you will need.

Will Rogers' Word of Wisdom

Will Rogers, who died in a 1935 plane crash, was one of the greatest political sages this country has ever known. Some of his sayings:

1. Never slap a man who's chewing tobacco.
2. Never kick a cow chip on a hot day.
3. There are two theories to arguing with a woman. Neither works.
4. Never miss a good chance to shut up.
5. Always drink upstream from the herd.
6. If you find yourself in a hole, stop digging.
7. The quickest way to double your money is to fold it and put it back into your pocket.
8. There are three kinds of men: The ones that learn by reading; the few who learn by observation. The rest of them have to pee on the electric

fence and find out for themselves.

9. Good judgment comes from experience, and a lot of that comes from bad judgment.
10. If you're riding ahead of the herd, take a look back every now and then to make sure it's still there.
11. Lettin' the cat outta the bag is a whole lot easier'n puttin' it back.
12. After eating an entire bull, a mountain lion felt so good he started roaring. He kept it up until a hunter came along and shot him. The moral: When you're full of bull, keep your mouth shut.

Answer to those questions you never remember to ask...

Q: Why do men's clothes have buttons on the right while women's clothes have buttons on the left?

A: When buttons were invented, they were very expensive and worn primarily by the rich. Since most people are right-handed, it is easier to push buttons on the right through holes on the left. Because wealthy women were dressed by maids, dressmakers put the buttons on the maid's right! And that's where women's buttons have remained since.

Q: Why do ships and aircraft use 'mayday' as their call for help?

A: This comes from the French word m'aidez -meaning 'help me' -- and is pronounced, approximately, 'mayday.'

Q: Why are zero scores in tennis called 'love'?

A: In where tennis became popular, round zero on the scoreboard looked like an egg and was called 'l'oeuf,' which is French for 'egg.' When tennis was

introduced in the Americans (mis)pronounced it 'love.'

Q: Why do X's at the end of a letter signify kisses?

A: In the Middle Ages, when many people were unable to read or write, documents were often signed using an X. Kissing the X represented an oath to fulfill obligations specified in the document. The X and the kiss eventually became synonymous.

Q: Why is shifting responsibility to someone else called 'passing the buck'?

A: In card games, it was once customary to pass an item, called a buck, from player to player to indicate whose turn it was to deal. If a player did not wish to assume the responsibility of dealing, he would 'pass the buck' to the next player.

Q: Why do people clink their glasses before drinking a toast?

A: It used to be common for someone to try to kill an enemy by offering him a poisoned drink. To prove to a guest that a drink was safe, it became customary for a guest to pour a small amount of his drink into the glass of the host. Both men would drink it simultaneously. When a guest trusted his host, he would only touch or clink the host's glass with his own.

Q: Why are people in the public eye said to be 'in the limelight'?

A: Invented in 1825, limelight was used in lighthouses and theatres by burning a cylinder of lime which produced a brilliant light. In the theatre, a performer 'in the limelight' was the center of attention.

Q: Why is someone who is feeling great 'on cloud nine'?

A: Types of clouds are numbered according to the altitudes they attain, with nine being the

highest cloud. If someone is said to be on cloud nine, that person is floating well above worldly cares.

Q: In golf, where did the term 'Caddie' come from?

A: When Mary Queen of Scots went to as a young girl, Louis, King of France, learned that she loved the Scots game 'golf.' So he had the first course outside of built for her enjoyment. To make sure she was properly chaperoned (and guarded) while she played, Louis hired cadets from a military school to accompany her. Mary liked this a lot and when returned to Scotland (not a very good idea in the long run), she took the practice with her. In French, the word cadet is pronounced 'ca-day' and the Scots changed it into 'caddie.'

Q: Why are many coin banks shaped like pigs?

A: Long ago, dishes and cookware in were made of dense orange clay called 'pygg'. When people saved coins in jars made of this clay, the jars became known as 'pygg banks.' When an English potter misunderstood the word, he made a container that resembled a pig. And it caught on.

Q: Did you ever wonder why dimes, quarters and half dollars have notches (milling), while pennies and nickels do not?

A: The Mint began putting notches on the edges of coins containing gold and silver to discourage holders from shaving off small quantities of the precious metals. Dimes, quarters and half dollars are notched because they used to contain silver. Pennies and nickels aren't notched because the metals they contain are not valuable enough to shave.

FRONT RANGE LUMBER COMPANY, INC.

Your best source for all your building needs!

1741 S. Wadsworth Blvd.

Lakewood, CO 80232-6821