



FRONT RANGE LUMBER COMPANY

The news you need to make your project a success!

INDUSTRY NEWS

Lumber Pricing/Availability

Framing lumber pricing remains relatively flat, along with the related categories of OSB and plywoods. While levels are not on the low end, they aren't high. While those statements are generic and seem wimpy, we believe what's more telling is what's occurring on the sidelines, including:

- The Fed's resistance to increase the base interest rate, despite claims the economy is going great.
- An increasingly tight labor market – we hear all sorts of stories, including framers being “bought” off one jobsite to work at another. (This translates into upwardly spiraling wages.)
- Truck and rail deliveries are getting backed up. Currently, trucks are taking up to two additional weeks to arrange and deliver material.
- Despite common sense dictating the soon arrival of fall/winter and the seasonally anticipated slowing of business, sales remain good to great, forcing the distribution chain to keep going full blast.
- Most retailers are holding tight on inventory fearing slowing sales, the winter or just plainly scared by their recent experience of the recession.
- Most what-used-to-be seasonal categories like redwood and cedar no longer experience lower pricing over the “off” season as in the past.
- Export markets (read in China) aren't currently using the levels of wood used in the 2005 to 2012 periods; this is especially apparent in areas like timbers, where prices have drifted downward this year.
- We see isolated material shortages – best examples are better grades of redwood (non-existent), popular

lengths/sizes in longer cedar items, and, currently, 2x12 framing lumber.

- While business is certainly MUCH better than just a couple of years ago, products like LVL and I-joists, steel, and insulation aren't pushing for price increases.
- Speaking of insulation, it is a great example of how, when costs are rising, manufacturers beat their drums loudly that they must increase prices (oil is a huge component of insulation costs). However, when those costs go down, their prices don't track similarly (oil is obviously “cheap” now). Related to this are “fuel surcharges” and similar add-ons – all added when oil/gas WAS expensive, but now are very tough to get those suppliers to reverse.

While building materials aren't expensive, we are seeing some spot shortages/ outages of certain items. Part of this is caused by manufacturers, distributors and retailers continuing to hold down their inventory levels, still wary after the Great Recession. These are partly caused by “unusual” sales – a certain job needing a lot of 10' pieces for example. Finally, there are strains in the system keeping up. Even as business is good, most statistics and businesses in our industry STILL are not at pre-recession levels (although maybe getting close). Some economists say that if home starts would rebound to pre-recession levels of 1.5 million annual housing unit starts, an additional two million jobs would be created, one million in direct construction jobs. Currently, starts are in the 1.126 million range after August numbers are in.

FRLCO NEWS

Delivery Capability

We've added three new trucks to our fleet this past year to better serve your needs. **FRONT RANGE LUMBER** now additionally utilizes two box vans for windows and doors; a large 24' flatbed truck coupled with a forklift to better place materials and handle items such as concrete, siding and decking materials; three flatbeds; and two pickup trucks.

50th Anniversary

We want to thank everyone again for their past support and their congratulations this year, our 50th anniversary (1965-2015). We've even been specially honored by a proclamation of the Mayor and Lakewood City Council awarded on September 14th.

Material Handling

FRONT RANGE LUMBER has upped their game in material handling. In the past year, we added a new box van to handle our increased volume of doors, windows and trim. In September, we finally received our new 24' Kenworth truck which carries a forklift to unload siding, decking, concrete and other similar items. In addition to more trucks and more specialized equipment, we now wrap most cedar, redwood or trim loads in plastic to keep it clean and dry. We've also added “Front Range Lumber” printed corner protectors for our strapping.

Our Staff

Let's face it, construction–top to bottom–is still a very labor intensive industry. It takes a human to answer your questions, pull your order and get your delivery to you. Our company is no different (until robots take over!). Our staff provides the information, products and deliveries you need. Hats off to all of them!

Holidays

We will be closed all day for the fall/winter holidays: Thanksgiving (11/26), Christmas, and New Year's Day. We will be open regular hours before and after each of those holidays.

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

Busy enough for you? We are seeing all the situations predicted for when the economy recovered from The Great Recession: A lot of people permanently got out of construction, leading to a cut-throat labor market, especially with framing crews. Door and window wholesalers (I hate to mention names, but it is a widespread problem) are facing severe employee shortages and high turnover. Shipping problems delay orders, usually by unpredictable amounts of time.

What does it all add up to? All the normal hardships of construction. Perhaps this is why we see our contractors with names like 'Endurance' or 'IS' (for Iron Sphincter). Some things to consider:

- Some construction materials that we buy have only one Colorado wholesale supplier. If they are out, your choices are to wait or change products!
- We still pay "fuel surcharges" to some wholesalers, even if we pick-up the items from them.
- Wholesalers either will not take back returns or charge high restocking fees. And they take forever to process a credit.
- Our suppliers offer a "ready date" for special orders. These dates are far from set in stone. They pay no penalties if they cause delays. These dates are increasingly inaccurate.
- We will call our wholesaler to see if an order is ready. If they say yes, we

go to pick it up. Often, the order is not really ready.

- Often door and window parts you would assume are on a shelf locally are not. It can take obscene amounts of time to get parts in!
- When you change an order after it is placed, the start date for that order really becomes the later date of the change. In other words; if you change an order today that you first placed a week ago, the last week of waiting probably does not count any more.
- Are you telling customers that if they change their mind after you buy materials that there could be a restocking fee? Returns are not a victimless issue. It takes your time and driving, and our efforts, time and credit card fees to return it to our supplier.

And so many things that you just have to know, but nobody tells you:

- Sidings and moldings may not be available in the length(s) you prefer.
- Rough sawn cedar is not as rough as it used to be.
- A 16' board does not have to be exactly 16' long.
- Timbers can split and twist; you cannot return them.
- Vinyl windows come with little/no packaging (to keep prices down). If they get smudges you just clean them.

PRODUCT NEWS

Blue Stain/Beetle Kill Pine

We added to the plywoods we stock, adding 1/2" thickness to the 1/4" and 3/4" sizes we previously stocked. We've taken further steps to increase the quality (specifically the "blueness" in all the 1x4 boards we stock). Finally, we stock far more of the 1x6 T&G square edge boards in 8' through 16' lengths. For your reference, we're including the most up-to-date size chart showing all the items currently stocked. A late development – we believe we have a source for custom sized blue stain timbers. By the way, we're hearing export markets, including China are increasingly interested in beetle kill

pine – if this turns into action, pricing will adjust upward significantly.

Blue Stain Size Chart

Board Length	8'	10'	12'	14'	16'
1x2	x				
1x4	x	x	x	x	x
1x6	x	x	x	x	x
1x8	x	x	x	x	x
1x12	x				x
2x4	x	x	x		x
2x6	x	x	x		x
1x6 T&G Square groove	x	x	x	x	x
1x6 T&G V groove	x	x	x	x	x

*Note we stock both V groove (paneling, siding, etc.) and square edge (generally flooring) in 1x6 tongue and groove (T&G).

Plywood Thickness	1/4"	1/2"	3/4"
4x8	x	x	x

TAKING STOCK...

KDAT Treated

Kiln-Dried-After-Treatment – the latest and best form of treated lumber is now fully in-stock in our yard. While not all sizes are available in KDAT, we've completed our conversion as much as possible. The two advantages of this version are its lighter weight as the moisture has been dried out of it and the better stability of the wood, backed up by a limited warranty from Weyerhaeuser.

Cedar

Our sales in cedar continue to grow dramatically and we constantly add more inventory and more items to our mix. The latest two additions are 1x4 and 1x8 in T&G. Remember the graded side in these products is the rough face. Both have V grooves at the T&G joint. See our website for much more information on cedar and a chart showing all the items in stock.

Clear Fir

FRONT RANGE LUMBER has broadened its selection of clear Douglas fir items. These include 1x4, 1x6, 1x8 and 2x12.

Hardwoods

In walnut, **FRONT RANGE LUMBER** carries s4s in 1x6 and 1x8 sizes, plus “wide” boards in random length/random widths. We also carry 5/4 and 8/4 thicknesses in random width/lengths.

Remember that in hardwoods, your “yield” is the most key element. In other words, many projects need a variety of sizes and pieces to come together for the finished result. Look at the boards you’re thinking about and analyze how/where they fit together in the bigger picture.

CONSUMER NEWS

America

A couple of us had a great opportunity to visit Washington, DC, recently. Beyond being a wonderful place to visit (aside from the traffic, humidity and crowds), the city is a vibrant place of sites and records. There were three additional takeaways from the visit:

- NO admission fee! – All the public venues – memorials, museums and buildings are open to the public at no cost. This varies wildly from other places/countries where an admission ticket must be purchased.
- The openness and accessibility is remarkable. Sure there’s police/security checks everywhere, but you can see items that in other countries would be well protected with barriers and so on – OR not even accessible to the general public.
- The continuity of our government is amazing. Looking around the world, very few countries “change” rulers every *scheduled* election with the regularity, ease and lack of violence as in the United States. Even with the partisan politics (especially in Washington), we don’t experience political or social upheaval like we’ve seen in other parts of the world in recent past.

FUNNIES

1. It’s hard to explain puns to kleptomaniacs because they always take things literally.
2. I used to think the brain was the most important organ. Then I thought, look what’s telling me that.
3. The midget fortune teller who kills his customers is a small medium at large.
4. A farmer in the field with his cows counted 196 of them, but when he rounded them up he had 200.
5. What does a nosey pepper do? Get jalapeño business.
6. What is Bruce Lee’s favorite drink? Wataaaaaah!
7. The dyslexic devil worshipper sold his soul to Santa.
8. You kill vegetarian vampires with a steak to the heart.
9. There was a prison break and I saw a midget climb up the fence. As he jumped down he sneered at me and I thought, well that’s a little con descending.
10. If you want to catch a squirrel just climb a tree and act like a nut.
12. A magician was walking down the street and turned into a grocery store.
13. A blind man walks into a bar. And a table. And a chair.
14. Why don’t you ever see hippopotamus hiding in trees? Because they’re really good at it.
15. Did you hear about the Mexican train killer? He had locomotives.
16. How does NASA organize their company parties? They planet.
17. Why can’t you hear a pterodactyl go to the bathroom? Because the “P” is silent.
18. What kind of shoes do ninjas wear? Sneakers.
19. Why does Snoop Dogg carry an umbrella? Fo’ drizzle.
20. Did you hear about the new corduroy pillows? They’re making headlines everywhere!
21. Why was six afraid of seven? Because seven was a well-known six offender.
22. What time is it when you have to go to the dentist? Tooth-hurtie.

C	A	L	E	N	D	A	R
<i>You can count days or make everyday count.</i>							
November							
1 st	Daylight Saving Time ends <i>fall back...</i>						
3 rd	Election Day– VOTE!						
11 th	Veteran’s Day– <i>Thank you one and all!</i>						
26 th	Thanksgiving (Front Range Lumber will be closed)						
27 th	Front Range Lumber will be OPEN normal hours						
December							
7 th	Hanukkah begins						
7 th	Pearl Harbor Remembrance Day						
22 nd	Winter solstice – shortest day of the year						
24 th	Christmas Eve (Front Range Lumber will close at noon)						
25 th	Christmas Day (Front Range Lumber will be closed) Merry Christmas!!						
26 th	Front Range Lumber will open at 8AM (regular hours)						
26 th	Kwanzaa (until Jan 1)						
31 st	New Year’s Eve (Front Range Lumber will close at noon)						
January							
1 st	New Year’s Day (Front Range Lumber will be closed) Happy New Year!!						
2 nd	Front Range Lumber will open at 8AM (regular hours)						

FRONT RANGE LUMBER COMPANY, INC.
Your best source for all your building needs!
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