



Front Range Lumber Company

The news you need to make your project a success!

INDUSTRY NEWS

Lumber Pricing

The last 60-90 days saw framing lumber, OSB and plywood slide dramatically in price. Essentially, they are HALF the cost of a year ago. While this is good news, with low-medium inventories in the distribution chain, higher seasonal demand coming on fast and continuing freight issues – it is hard to believe. Treated lumber generally is following the same track. Other wood products like redwood, cedar, boards, decking and siding are holding firm on their price levels with little change expected.

As a rule, the more “manufactured” a product is, the more likely and bigger the price increase. For example, moldings continue to increase in price. We continue to see loads of increases on “hardware” items.

Overall, the blizzard of price increases in our industry of the past two years has slowed considerably.

Timeframes

Timeframes on everything are increasing across the board. Even simple milling services are now consistently four weeks out. A wide range of factors are contributing to this situation: staffing shortages everywhere, supply chain issues and transportation are just a few. *Our best advice:* plan ahead and take your “patience pills”.

Transportation

Transportation overall has improved; however fuel costs are high – including diesel. You see the cost of fuel on your own vehicles. Whether it’s oranges, cars, computers or lumber – they all are very reliant on the trucking industry. Fuel costs add to the retail price of most everything.

KENT'S CORNER

Time for my rambling. The weather has been very nice lately, hope you are all able to enjoy it. Good riddance (finally!) to the recent wind and snow and the damage they caused!

What has changed in our little world? Core house framing and sheathing prices have plummeted. A lot of our customers hear about lumber futures and ask if prices have come down. Remember that this does not include cedar, redwood, treated wood, I-joists and LVL (microlams). These items and doors and windows are very expensive and may never come back down.

It feels to me like things changed in early May. I think that gas prices and higher home mortgage rates finally got people’s attention. House sales and prices are not so hot suddenly. Maybe people are changing their habits, like buying store brands rather than name brands.

Like the Sinatra song, “Regrets, I’ve had a few...”, I’ve had my fair share of “mistakes.” How do we prevent mistakes? Well back to my favorite subjects: doors and windows. Please keep receipts, do not assume the retailer will be able to duplicate them. Order as much as you can at one time, and do not make changes after ordering. Make sure that you understand all the terms used, like “rough opening.” That sounds crazy but many contractors still get actual sizes and rough openings mixed up. And always obtain and closely check special-order acknowledgements.

Last thought: You will know people are really hurting from inflation when you see us losing weight and reducing gas guzzling driving habits.

FRLCO NEWS

Phones

We answer the phone while others use technology. Technology IS cheaper than a person but isn’t providing the answers you need. Is pushing buttons on a phone really customer service? Here are a few of our least favorite suppliers’ systems with which we have to deal:

- One answers with a robotic “Please hold while I find someone”. (Since when is an answering machine an “I”?) By the way, the “I” never finds anyone and routes you to general voice mail. Our latest attempt is still awaiting a callback after four days.
- Even though the supplier admits over 90% of the incoming calls require a salesperson, getting ANYone in sales requires input at three separate menu levels.
- Another requires you knowing the extension number to get you anyone, while never providing a way to find the extension.
- A final supplier routes all calls to California, where we consistently get confused with other customers and/or they mix the orders up between our two locations. We honestly don’t believe we’ve ever been able to speak to the same person twice.

Trucks!

After many months of waiting (14 to be exact!), we received the latest addition to our delivery fleet. This enlarges our capacity to execute deliveries to you. Throughout the years, we’ve had quite a few trucks; we do something unique by naming them after different types of wood. This helps us keep track of which truck is which by using wood types, further identifies us with all the lumber products we sell. By the way, this newest truck is named “Apitong”.

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
- See us on INSTAGRAM:
www.instagram.com/frontrangelumber/
- And, of course, there's a wealth of information on our website:
WWW.FRLCO.COM

TAKING STOCK...

Wavey Edge (aka Haida Skirl)

Wavey Edge is a cedar siding pattern which is a bevel type whose bottom/leading edge has been run through a bandsaw to cut a wavey edge. Originally in a 10" and 12" width, availability in the last years has been reduced to 12" only. The only mill producing this in quantity has shut down production.

FRONT RANGE LUMBER was able to receive one of the last batches ever made. This is just one example of the unique, varied and in-demand items **FRONT RANGE LUMBER** stocks.

Pergolas

Building a pergola is the current "fashionable"/popular project. We believe cedar is THE wood choice to make and we have the wood, hardware and other items to make this straightforward project come together. Front Range Lumber stocks free-of-heart-center posts, cedar in up to 20' lengths, multiple hardware options and Penofin stain to maintain the appearance and the durability of the wood.

LVL

We believe **FRONT RANGE LUMBER** is one of the very few retailers stocking LVL in 5-1/2 through 18" heights. These are all 1-3/4" thick, commonly used in main beams, headers and longer spans. We stock these in 60' lengths; we do need a couple hours' notice to cut to your needs. Remember our cut is to the full foot mark. You'll need to make the final job-required cut on your jobsite. Very few other retailers stock the smaller and larger sizes of LVL – especially the 5-1/2", 7-1/4", 16" and 18" widths.

Redwood

Redwood availability remains almost non-existent in wider sizes: 10" and 12" – in both 1x and 2x thicknesses. This is especially true in better grades. Conversely, there seems to be adequate-to-plenty supply of 4, 6 and 8" width material. Remember **FRONT RANGE LUMBER** stocks only "B grade" redwood which contains both sap (white) and heart (red) portions of the logs. This results in much closer to a "clear" (few to no knots) board. We switched many years ago to B grade in 2x12 from an all-heart grade because while the all-heart grade was all red (heartwood), those pesky knots were always in the wrong place when our customers wanted to cut stair stringers or notches in the board. Over time, we converted all sizes to B grade.

BUILT RIGHT

Deck Joist Tape

Deck joist and/or window tape (brands like Vycor, Protect-o-wrap, etc.) should always be applied in temperatures 40 degrees or above. Surfaces should be clean and dry. These are both common sense and required by the manufacturer's instructions. Using these products adds significant life to the substructure of your decks. Especially in cases like Trex decking with its 25-year warranty, it's a shame if your deck framing won't last at least that long. For a nominal extra cost, you gain very tangible benefits.

Why 6"?

While 8", 10" and 12" widths on WOOD decking, paneling and siding are possible, there are compelling reasons to go with 6" to 8" patterns:

- It's a good "medium" size.
- Using narrower boards, like 4" require more time to install, more boards and more fasteners.
- Wider boards, like 10 and 12" are much more likely to crack, cup, warp and so on.
- Aesthetically, the 6 or 8" width is a happy compromise in width.
- Availability is generally better on a 6" board than wider ones.
- Pricewise, 6 or 8" are in the lower range compared to other widths.

PRODUCT NEWS

Penofin

FRONT RANGE LUMBER is one of the largest dealers of Penofin stain in the area. The red series has become the most popular choice as it requires just one coat application. Refer to the attached flyer which shows the wide range of stains available in this great product to care for your deck, fence, pergola or other exterior wood project. Along those lines, always follow the manufacturer's instructions in using these products.

Although not included on this flyer, the Verde series of Penofin is an ideal choice for an interior application to avoid any fumes as the stain dries.

PROFIT SHARING

TREX

Many other retailers of Trex decking charge you for a sample piece. Come to **FRONT RANGE LUMBER** and get yours for free!

Gorman Pine

We've previously touted the finest pine boards we believe are on the market, produced by the Gorman Brothers mill. In addition to a #2 knotty grade, we have available clear grade in a variety of sizes. Remember, even on a "clear" board, only one face is considered when it comes to determining any grade. Availability over the past two years has been difficult, but as we plan our needs, we have been able to get pretty much whatever we need/want – including in the clear grade. The #2 grade knotty is so good, we have many customers wanting a "clear" grade, but once they see this clean, well-milled product, they are perfectly satisfied (and save money).

Delivery Fee

The State of Colorado has added a required fee to all deliveries using a motor vehicle effective July 1, 2022. You will see this on grocery, restaurants, online orders and yes, deliveries we make to you. The fee is currently \$0.27 (yes, 27 cents). This will be on your receipt as a separate line item, identified as "Retail Delivery Fee". This fee is not itself taxable.

Fortress

Posts with the brackets to hold the handrail rackets attached are available at the same price as all the parts combined. This means that you can avoid the time and effort to mount those brackets – spend the same money and move your project along even easier. The posts come in “line”, “end” and “corner” versions. You will still need to mount any brackets for angled railing sections (like for stairs) or for any angled detail. Fortress comes in Black sand (matte finish), Gloss Black and antique Bronze to meet a broad spectrum of design requirements.

WHAT'S COOKIN'?

When it's hot and you don't wanna cook? Be simple: create a fast, easy and refrigerator-cleaning “charcuterie plate”. It's amazing how fast a full plate is created from bits and pieces of what you have. Some ideas to include:

- Sliced fruit, like apples and oranges
- Pickles, peppers, olives and similar
- Bread going stale? Drizzle some olive oil on it and brown it in a skillet. Add garlic or other herbs to fancy it up a bit.
- Portioned celery, carrots, tomatoes and other finger vegetable.
- Sliced chicken that was a leftover. Or those last two BBQ'd ribs. Or...
- Partial bags of nuts left from a long-forgotten recipe.
- Raisins
- Crackers
- The part of an avocado (or other) odd and ends that has not gone bad.
- Any sliced cheese.

CONSUMER NEWS

Warranties

We are constantly shocked by customers who fail to retain proof of purchase on warranty items. We urge you to keep the receipt(s) on any significant home improvement project you undertake. While perhaps a washer or dryer, for example, can be traced by its serial number, there are no serial numbers on many products. Take composite decking for example – the pieces are generally not identified or tracked; therefore, a

proof of purchase is a requirement to document date of purchase, price paid, project location and other details to be able to file a warranty claim. When an item like Trex decking has a transferable 25-year warranty, most other records are long lost or are in the proverbial warehouse like at the ending of *Raiders of the Lost Ark!* Yes, even in these “electronic” days, the paper is still very important.

HUMOR



"The quality of your work this year has been good, but concerns have been raised about your 'sense of urgency'."

C A L E N D A R

You can count days or make every day count.

June	
14	Flag Day – fly 'em!
19	Fathers' Day
21	First day of summer
July	
4	Independence Day <i>(Front Range Lumber will be closed)</i>
24	Parent's Day
26	Uncle and Aunt Day
29	Lasagna Day
31	Uncommon Musical Instrument Day
August	
1	Colorado Day
2	City of Lakewood and Fort Lupton National Night Out
13	Left-Handers Day
21	Senior Citizens Day
29	International Bacon Day
30	Frankenstein Day
31	National Eat Outside Day <i>(how ironic)</i>