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TIMBERLINE

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The Challenges of Fall

As a dealer in finish products, our busiest season is the Fall. We also usually have a smaller number of workers as our high school and college students leave for classes. The rest of the staff has to kick it up a notch. Thankfully this year, we have both Bannick brothers returning for the crunch period. As experienced workers, they are a big addition.

We always work harder than ever in the Fall to meet demand. We have a prioritizing system that starts with the person who answers the phone. About five people take turns fielding calls. They will ask specific questions that will route the caller according to need and time line. Please be patient when you are asked a number of questions as it is their job to get the caller the best response to their needs. We have a database system that we are still developing but already it has expanded our ability to serve our customers better by qualifying and distributing the workload among our small staff.

As for shipping, as always at Bear Creek, the sooner you order, the more likely you will get your wood delivered on your timeline. A month's advance notice is great!!! We appreciate all the time you can give us. Thank you for your patience during our "crazy" season.

Product Profile:

Cedar Tongue And Groove



Midwest Gazebo:
Winner of The BCL Deck Contest

Cedar tongue and groove (T&G) is one of the most versatile products we sell. Its also one of the most popular!

We suspect it is because its not highly available in most lumber yards. It could also be that when you build with cedar tongue and groove, the end result is so impressive that oohs and ahs are mandatory responses to your finished project, be it siding, paneling, a ceiling or a sauna.

Cedar T&G comes in a variety of patterns and grades. The most popular grade is select knotty, in which

knots are tight and sound. The most popular size is 1 x 6, with V2E being the most popular pattern at Bear Creek. Both rough sawn or smooth sawn faces are available. Some come with both rough and smooth faces (on alternate sides), although the grade will be to one face or the other.

This product is also available in clear grades as well as patterns WP-4, V4E (with the V on four edges), and 105. The patterns each create different joints which combine to provide shadow line effects that enhance the application for which it is used. Each pattern creates a different visual result.

This product comes in a random length selection but lengths are generally in 2-ft. increments. It can be installed vertically, horizontally or diagonally, each method achieving a different look. Its available kiln-dried or green.

For saunas, clear grades are recommended as knots tend to get hotter and can be uncomfortable to lean or sit on.

When we mention cedar T&G, remember at Bear Creek Lumber its available in Western Red Cedar (WRC), Alaskan Yellow Cedar (AYC), Port Orford Cedar or Incense Cedar.

Whatever you want to build, cedar tongue and groove is a product that will turn heads. It can be elegant or woodsy, warm but always dynamic. Its a product that adds value every time you use it.

Deck Contest Winners

Thank you to all our entrants!

Dear BCL Deck Contest,

It was truly a pleasure to work with your lumber and materials. I have never had such a high quality product that made it so easy to build my gazebo. Straight, true and the finish was superb. My wife is delighted with the results.

I am very proud of this new addition to our deck and expanding our outdoor entertaining areas. This is directly attributed to the high quality of your materials.

The only parts of the gazebo I purchased were the cupola, screens and door. I designed and built the gazebo myself. It was a really fun project from start to finish. The Western Red Cedar finished beautifully, hopefully you can see that from the pictures.

You have spoiled me. I would not consider using any other lumber supplier than you for my next project!

Larry Kurtz
Lake Villa IL



Grand Prize Winner :
Gazebo by
Larry and Karen Kurtz



Second place winner:
Bill Hudson's
Yellow Cedar deck



Here's a photo of my Alaskan Yellow cedar deck. (pictured at left) Enclosed is a sample of what I built out of the clear Fir I got from you a few years ago (staircase pictured above).

Thanks,
Bill Hudson
Hamilton MT

Your newsletter TIMBERLINE is very much appreciated. I can keep up with the trends in lumber pricing and a little news of what is going on. Enclosed are photos (shown below) showing the flooring of Douglas fir used throughout a two storied, shed design post and beam home I built here in the Wood River Valley. The Bear Creek lumber flooring was put down over 2 x 6 T&G with glue and nails. The flat grained flooring , pictured below, is a little soft and does show some denting but it is holding up very well. Also the house has a 64' x 14' sunroom on the south side of the house with a 50' x 4' lap pool included. The sunporch decking is 2 x 6 cedar from Bear Creek.

I appreciated the good service from Bear Creek Lumber.

Richard Anderson
Hailey ID



Honorable Mention:
Richard Anderson's Sunroom

Builders this spring got a break in framing lumber prices thanks to a soft demand and increased imports from Canada and Europe. European lumber imports were up 150% over last year. AS lumber prices have been inched down, more mills shutdown because of the low level of prices and the decrease in demand. This mimics market conditions in 1995 when too much mill level inventory and a weak housing market made it uneconomical to produce lumber at full production levels. To date, production is up 10% over last year.

Interest rate hikes are finally taking a bite out of the construction boom, report dealers from around the country. Sales projections are falling for both panel products and lumber. The most bearish predictions came from dealers in the Midwest and South Atlantic states where lumber inventories have slipped in the past quarter. Dealers in the West are downsizing inventories even more, according to industry newsletter, *Random Lengths*. Interest levels may continue to rise as the red hot economy doesn't appear to be slowing down, even though inflation has been beaten back as of midsummer.

What does it really cost to buy a home? Paul Huddy of the Tuscon AZ-based Solar Institute says the initial costs, prices plus financing over 30 years, are only one third of the price of home ownership. The second third is operating costs (including utilities) and the last third is home maintenance and repair. Thus the sticker price of a \$160,000 home equals ownership costs of \$1,440,000. He points out that by buying an energy efficient home, that price would drop 75%, even if you pay up to \$200,000 more for the house. That brings the cost down to \$840,000 over 30 years, a \$600,000 savings.



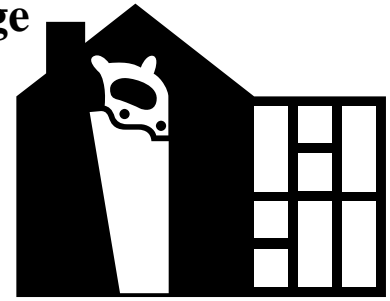
Jobsite Lumber Storage

Those of you who recently received your lumber may have noticed a "Important" information envelope on your lumber package. These are instructions on how to protect your lumber when it arrives at your site. We stress this as "important" because neglecting your lumber after it arrives can cost you big time and money troubles down the road, especially as the fall weather starts to turn rainy.

Proper seasoning and storage helps provide optimal dimensional stability of lumber. The cellular structure of wood has a sponge-like effect. The material absorbs or loses moisture depending on the humidity and temperature of the surrounding air,

"We do have a moral obligation to protect the earth. But we also have a moral obligation to use the natural resources and creative intellect God gave us for the betterment of mankind."

Father Robert Sicirico
President of the Action Institute for the Study of Religion and Liberty



To minimize the effect on lumber its best to store it out of the weather, preferably under cover. If it must be stored outside, keep it covered with the lumber wrap it arrived in, which is specifically made for lumber. It allows the lumber to breathe without permitting moisture to enter.

Always store lumber so none of it is in contact with the ground. Place lumber on dunnage (old 4 x4 or 2x material will work as long as the wood is all evenly supported). It should be a dry site, away from mud or water.

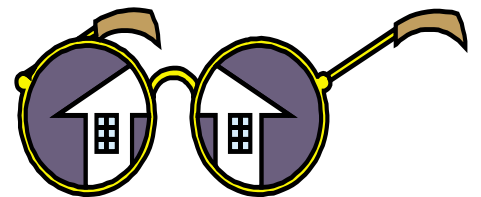
Timing is everything! Lumber should arrive early enough to acclimatize to the site where it will be applied but not so early that it will sit for months. Ideally, Bear Creek makes every effort to deliver your lumber when you need it.

Outlook For 2001

Although its a BIT premature to be looking towards next year, its so busy this time of year, you probably won't notice (kind of like Christmas sales at Halloween!)

Anyway, the folks at F.W. Dodge are already looking at trends that suggest that next year may be a tad slower than this but not by much. Although growth may be slowed, they predict overall, construction in all segments of the industry will continue to be strong. They like school construction as a good bet for the most active segment of building activity. Local, regional and federal governments are working with surpluses which bode well for institutional construction. Residential construction may be a little slower but shortages of labor

may make that a moot point. More builders report they believe they will have a good season than a poor one.



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