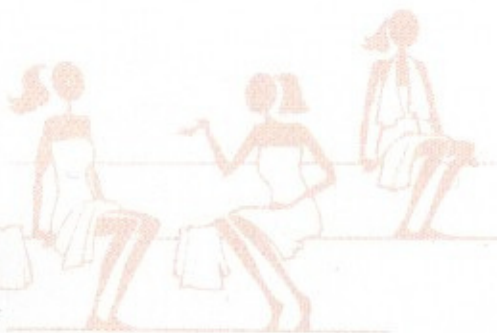




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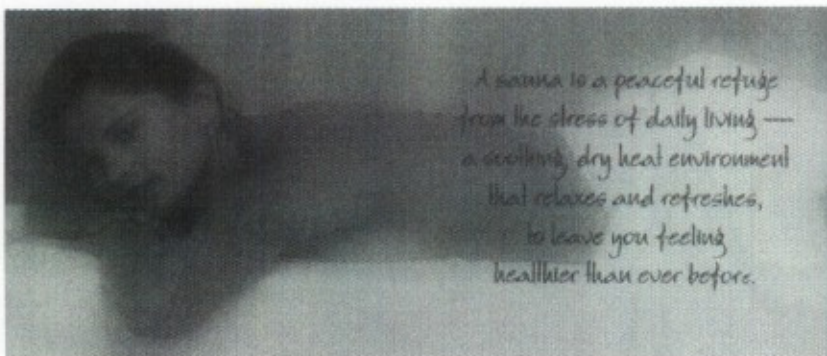
TIMBERLINE

Volume 14 Number 2 February 2000

In This Issue:

- Readers Respond
- More Project Photos
- Industry News
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- Trees Grow Soil
- Thanks You's
- Superior Siding Sale

New Product for 2000



Saunas From Bear Creek

Few additions to your home or vacation retreat are as satisfying (or inexpensive) as adding a sauna. Bear Creek Lumber has added a line of sauna packages to its product line, just in time for the 2000 building season. Any size sauna

can be accommodated, including custom designed units. There are two types of sauna packages available: pre-cut and modular.

Health Benefits of a Sauna

- Deep cleans the skin by opening pores and flushing impurities from the body
- Promotes weight loss by increasing metabolism and burning calories
- Improves blood circulation by raising body temperatures and heart rate
- Accelerates muscle recovery from strenuous exercise
- Relieves tensions headaches, muscle and joint pain
- Induces a deeper sleep

Cost and Time Savings!

- A typical sauna costs less than \$5 per month to operate as opposed to a hot tub that can cost upwards to \$50 .
- Less maintenance than a hot tub. No expensive chemicals to add.

Heaters

Bear Creek Lumber also carries a full line of heaters, both wood and electric. The size of the heater is determined by the sauna room. They are controlled by either built-in or wall mounted controls. All heaters are UL listed.

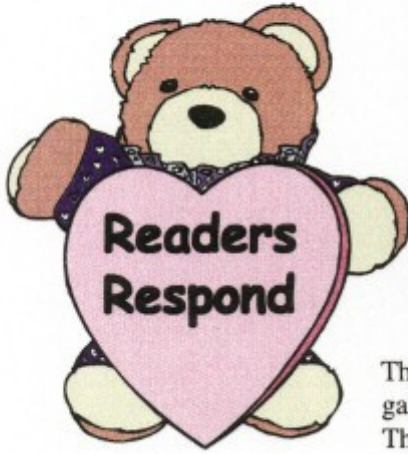
Pre-cut Sauna Rooms

These are designed to be installed in a room that has been framed, wired and insulated. The package includes all the material and equipment needed to complete the sauna room. The walls and ceiling boards are pre-cut to length and installed by the customer. We offer 38 standard sizes from 3' x 4' up to 12' x 12' all with 7' ceilings. Custom sized packages can be cut to your room dimensions. These products are available in cedar, hemlock or aspen lumber.

Modular Sauna Rooms

Designed to be a free standing unit, these are also ready to be installed in an existing space. The walls and ceiling are pre-assembled easy to carry panels that can be installed quickly and easily. The modular sauna features cedar interior and exterior, insulation and a vapor barrier wall construction. Units are available in numerous sizes ranging from 4' x 4' to 12' x 12'. Custom size rooms are also available with such features as glass panels and neo angles.

For more information, call (800) 597-7191 and ask for Mark Buck



The staff's pick for most unique photo sent in: The Heath Family of Adrian Michigan, who love the down home feeling (the little personal things) in the newsletter. They save 'em and call themselves longtime fans!

What Customers Like About Bear Creek Lumber

Turn around delivery time

Jim Setlik
Itasca, Illinois

Excellent product and service

Paul Danville
North Bend, Oregon

Great inventory available

Steven Koontz
Seattle, Washington

Good supplier for woods not common in Southeast: cedar, redwood, etc..

Regency Millwork
Nashville, Tennessee

Quality and selection

John Mardle
Moscow, Idaho

Friendly people

J.S. Darline Construction
Fallbrook, California

The very personal attention!

Patrick Burge
Amesville, Ohio

Quick service

Alan Rudley
Renick, West Virginia

Good lumber, good prices

Catherine Herst
San Diego California

I deal with less people so it saves me Mctime

Timothy Brandt
The Rock Contracting
Buffalo, New York

Personal service and helpful advice about product use

Hua Niu Farm
Gordon Dunhill
Paia, Hawaii

Good quality lumber, able to get order in a reasonable time frame

Yvonne Ward
Bisbee, Arizona

Visiting you in Winthrop

Eric Johnson
Honokaa, Hawaii

Great stuff, low prices

Davey Lubin
Sitka, Alaska

Price and quality

Pfeifer Construction
Westminster, Colorado

I pass my copies of your newsletter on to industry professionals- carpenters, builders, etc.

Bill Agnostak
North Potomac, Maryland

Suggestions?

State differences between red, yellow cedars and other species. Maybe put small building plans in each issue.

Robert Sells
Crescent, Pennsylvania

More about lumber grading

N&J Walter's
Clement, Minnesota

I would like to see more balance (in your newsletter) regarding environmental issues. Many contractors like myself are lumber users and strong environmentalists. The two can co-exist.

Robert Shipley
Weed, California



then again...

I like Timberline because of your environmental articles, especially on MV (local) issues. Good job!

(Terry's house pictured above)

Terry Ryan
Mazama, Washington

Ed. note:

Thank you, thank you!
We'll show more pics
and letters next month!



INDUSTRY NEWS



Has the building slowdown begun?

Starts of new homes dropped in November, with the starts of single family homes leading the pack. Overall starts are still way ahead of 1998, even with the slowdown, and most industry observers are predicting very small decreases in all sectors.

Most lumber dealers were not increasing inventories, preferring to stick with just-in-time buying.

Redwood is hard to come by and many are using red cedar as a substitute, making availability of some cedar products almost as tight as redwood. The exception to this rule is Bear Creek Lumber, which has been fairly aggressive in buying certain products, especially those that look like they may be in short supply this year. For example, 3/4 x 8 clear bevel siding is in short supply currently.

Lumber imports and exports in the United States were up in 1999.

The US imported 14 billion board feet of lumber, a 2.5% increase from 1998. The largest source was Canada. Exports were also up 17.6 % from a year ago for the first nine months of the year. Chief beneficiaries were Central America, Mexico and Canada. In fact exports to Canada were up 20%. A curious statistic, isn't it? Japan increased its share of American imported lumber by 4.2%. The biggest American export tree species is southern pine.

Do You Do or Do You Delegate?

With labor shortages, many builders make the mistake of not delegating enough of the workload. While this may feel efficient, time studies show, when qualified workers are doing unqualified work, it is a proven money loser. Here are some tips from the National Association of Home Builders:

- Pick the right person for the job
- Be clear about expectations. Who? What? Where? When? Why?
- Secure an employee's commitment for getting the job done
- Determine follow-up dates to check on the job progress

* Let people approach their job their way. Different isn't always worse.

Sweet Home California

In the next twenty five years, California's population is expected to increase by 18 million for a total of 49.3 million. Fueled by births, immigration and a robust economy, the U.S. Census Bureau expects California to grow almost double the size of the second most populated state, Texas.

While such increases are expected to spur construction- and more lumber use- California officials are concerned about the state's capacity to deal with growth. Road and school construction, constrained by low tax revenues, have not kept up with the influx of people.

Water is also a concern. The state's agricultural industry consumes much of the water available, which is already pitting farmers against communities seeking additional water to accommodate the growing population.

Trees Grow Soil in the Midwest

The creeks and riverbeds of the Midwest have been studied by Kansas State researchers as to the value of trees on the river bank. They found that where cropland adjoined waterways, as much as 150 feet of fields were lost when soil washed away in flooding. If the river's edge were grassland, a swath of 78 feet disappeared. But where 15-20 feet of trees, shrubs and other native vegetation grew, soil was actually added to the river bank. And if the waterway flowed through land that was at least 51% covered with trees for a distance of 100 feet, the floods deposited enough to make the bank 10 feet wider!

Bear Creek Top Ten States For BCL Lumber Sales 1999

1. Washington State
2. California
3. Alaska
4. New York
5. Idaho
6. Pennsylvania
7. Hawaii
8. Massachusetts
9. North Carolina
10. New Jersey

International Sales

1. Jamaica
2. Puerto Rico
3. England
4. Canada
5. Germany



Thank You's

Good morning, Cloud and Happy New Year.

We just returned home after spending solstice, Christmas, and the last day of the decade, century and millennium in a rustic forest service cabin beside a natural hot springs overlooking the ocean. It was a great respite from the craziness and gave us a chance to think about the next 1000 years.

Upon returning home we found your totally cool gift of bath salts waiting for us. Thanks so much. Bear Creek is certainly a classy operation.

We're wishing you all the best!

Cheers -

Melanie and Kim Heacox
Gustavus Alaska

TIMBERLINE

P.O. Box 669 Winthrop, WA 98862
E-Mail: ela@bearcreeklumber.com

509-997-3110 FAX 509-997-2040 800-597-7191

