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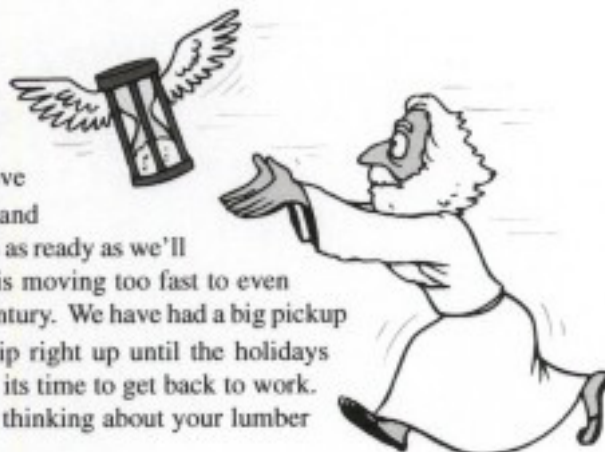
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What Happened to the Time?

I know I can hardly believe the year is already over and Y2K is here. I guess we're as ready as we'll ever be. I feel like time is moving too fast to even notice the change of the century. We have had a big pickup



with business from the Internet and a mild fall allowed us to ship right up until the holidays without snow! That's always a plus for us in the mountains. Now its time to get back to work. Hope you had a wonderful holiday! Give us a call when you start thinking about your lumber needs for the New Year. Our sales staff is ready to help you!

NEW YEAR'S RESOLUTIONS

We can always do better. Here are our New Year's goals:

- 1) **Improve our Website.** Put on more information, more photos, more forms and let you have more feedback features!
- 2) **A friendly smile with every dial.** We won't guarantee we always can resolve every question, find that impossible to find product or solve every problem you toss at us, but we will try and try harder in 2000. After a purchase, please help us by returning your customer survey. It lets everyone at BCL know that they are doing their job (or not). We want you to be happy.
- 3) **More unique inventory!** Our purchasing agent loves the custom, hard to find stuff. Make his day and call us for the lumber products you can't find or need custom milled. That's what we do best!
- 4) **Faster Internet speed.** Our location may be four driving hours from any major airport but we plan to fly on the Internet in the year 2000. Although getting our hookup to the information superhighway took us longer than we anticipated, we still have a need for speed that will not be denied! We hope for our T-1 as of the first week in January.
- 5) **A product to be proud of.** With more covered storage, better packaging for shipping, better buying effort for upper grade materials and through better sales training, we can offer you a product that will make your project(and you) look good when its done. We appreciate the trust our customers put into this company and we want to earn that trust by constantly improving the quality of our work and our product.

Thank you for your loyalty and friendship as well as your business!
All the best for the coming year!

We've Got Mail

Two homes from the Pacific side of North America are featured on this page, courtesy of our readers. Both feature Channel Rustic siding

Each one of these pictures beckons you to explore their mountainside retreat.



Pictured above, **the Bohn house of Leavenworth, WA.**

Products used: Siding is 1 x 8 Western Red Cedar Channel Siding „Select Tight Knot Grade. Western Red Cedar 2 x 6 Decking, Patio Clear grade.

Hello, Cloud

Just a note of "thanks". House is almost completed- we enjoyed working with everyone! And a big "Thanks" to Ed (the BCL driver). Very pleased,
Pat and Arne Bohn Leavenworth, WA



Pictured above and to the right, **the MacFadyen house of Anchorage, AK**

Products used: The wainscoting in the interior picture is 1 x 6 Douglas fir tongue and groove paneling. The exterior siding is 1 x 10 Channel Rustic, D & Better Grade, with Clear trim and fascia.

From Our Email:

Stanley Acton (11/17/99)

To: Ela

Hey, how about a web site? Howdy folks, I have enjoyed and valued the information I get from Timberline for many years now. How about putting this paper on-line on a web site with a monthly email reminder and a hot link. This way I can get your newsletter and you don't have to send it to me. I bet you get this sort of demanding email all the time. Sorry if I am being a pest. Cheers,
Stanley Acton
Acton Construction, Inc.
actonevans@yahoo.com

Ed: You got it, Stanley. Send an email to our webmaster: Omaste@bearcreeklumber.com and she will add you to the list to be prompted when the newsletter comes on-line each month! Thanks for asking!



Send us your pictures!

Send us pictures and we send YOU a free gift: a genuine BCL baseball cap or a Bear Essentials cedar gift pack for the bath.

INDUSTRY NEWS

Housing starts can't be stopped. The level of new-home construction stayed steady throughout the fall, despite interest rate hikes and the onset of wetter weather. More of those starts were single family homes and more are expected.

Housing for seniors is up 30% over last year but is still not keeping pace with demands. Despite the construction of over 50,000 units, the numbers represent only a 3% increase in supply. Properties that offer continuing care are especially hot, but assisted living developments are in the hottest demand (68% of all senior housing). Texas leads the nation in senior housing construction for the past three years but accounts for fewer new senior homes than do California and Florida.

More than 8 out of 10 feet of lumber produced by Western mills was structural quality, the highest share ever recorded by milling associations. Appearance grade products such as selects and commons accounted for less than 20% of the mill's output. Dimension lumber held the biggest share at 60%. Shop lumber continues to shrink, with just 4% of the output compared to 10% in 1990. The state of Oregon still is tops for lumber production, producing 5.49 billion board feet of lumber in 1998. U.S. lumber production is still down over years past, having dropped about 2% in the past year.

Labor Shortages Are A National Concern

At the top of the list again in this quarter's builders association poll is the scarcity of labor. More contractors are scrambling for subcontractors than ever before. Good help has always been hard to find but demographics are making it that much worse. Nearly 60% of the workforce is looking at retirement in the next 15 years. Young people are not flocking to fill the gap. 18,000 new carpenters are needed yearly but additions to the workforce only averaging 5,000 new workers. Projects that could be subbed in 2-3 days now can wait up to 12 weeks for qualified workers to complete certain phases of construction. It's important for open communications in these instances because homebuilders, buyers and suppliers are all facing the pressure of supply and demand in this hot building market.

What can a builder do to remedy a tight labor situation?

Some builders are forming trade alliances, sharing workers for better productivity. Others are setting tighter schedules so that their subcontractors have a better idea of when they will be needed. Talking with homeowners honestly about worker problems let's the customer know you are trying to keep to your schedule. More supervision and better worker training are invaluable although supervisors are hard to find, too.



Top 10 Critical Issues For Builders -NAHB* 3rd Quarter 1999

1. Labor Availability
2. Gypsum/Sheet rock price, availability
3. No growth attitudes
4. Labor Costs
5. Development approval process
6. Cost of Lots
7. Impact fees
8. Development costs
9. Lumber price/supply
10. Insulation price availability

*National Association of Home Builders Survey of 132 local and state building associations nationwide.

The labor shortage is not likely to improve, so all business owners are going to have to work smarter in the future to get the most out of the crews they have and be well organized when scheduling.

Recycling Lumber Is Opposed In California

Dan Green (his real name) thought he was doing the right thing for the earth when he started a wood recycling company in Fresno, CA. Green had been in business for nine years when he decided to expand his base of operations. His current lease had tripled, and he found a location properly zoned and spacious for growth. But his new neighbors were less than receptive. His neighbors thought of a wood recycling center as a "dump" and have since aggressively fought his attempts to relocate..

" People have to be educated that recycling clean wood is not the problem they think it is," said Green. "It has about the same impact as a sawmill."

As of January 1 in California, 50 % of all waste from local landfills must be recycled, NIMBY or no. Dan Green is facing the reality that while recycling may be the law, not everybody is going to like it.

TIMBERLINE

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