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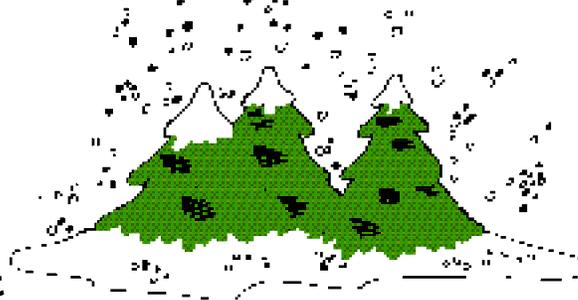
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## Click On Our Logo and See The Season!

Our website is always changing. Recently we changed our logo on the website cover page for the new year, changing to a sunburst style, as seen

above on our masthead. This was the company's original logo 23 years ago. We brought it back for the memories!

Go to our website and click on the logo, and you will see monthly pictures taken around the Methow Valley. This lets you know what the season is like in our neck of the woods. We will also be posting group and work photos of the staff from time to time. Check it out!

What You Should Know About

## Bear Creek Lumber's Glu-Lam Beams

Did you know that Bear Creek Lumber can offer glu-lam beams at a competitive price? Not only are these beams reasonably priced, but the species we offer may better match your architectural specifications than what is available to you locally.

Bear Creek has at least two types of glu-lams available: Douglas fir and Alaskan yellow cedar. You might be surprised to learn that you can buy Douglas fir for the price you are now paying for pine! Most architects spec fir because of its strength but many builders use pine because it is more readily available. Let Bear Creek Lumber help you get the product you need for the right price!

Bear Creek can also ship yellow cedar glu-lams. The price may be higher, but yellow cedar is much better for exterior use than fir or pine. Some builders will use pressure treated stock for exterior trusses. With cedar that isn't necessary! And our customer will appreciate the natural look without chemicals.

Bear Creek can offer glu-lams in three grades. All are structurally sound with the only difference being appearance. The three grades are: industrial, architectural and premium. All beams are available with 3-4 weeks lead time. For more information, call (800) 597-7191.

**NEW! Full Line of  
Furniture Grade  
Vertical Grain Clear  
Douglas Fir In  
Stock!**

1 x 3 through 1 x 12

2 x 4 through 2 x 12



# Letters



Ela

Your website is awesome...so much stuff there, it's amazing. I guess Omaste (BCL webmaster) has been very busy, in addition to having a baby recently, I understand.

Thanks for the plug for the Forest Stewardship Project in your November issue. We do appreciate it.

I have two points of correction:

1. Our website address is: [www.sustainablemethow.org/forestry](http://www.sustainablemethow.org/forestry). The address you included is for email, not for "logging on".
2. The impression that our ability to sell our by-products (wood products) has been hampered by environmentalists objecting to economic value placed on the wood is definitely a misunderstanding. We haven't had any trouble selling the logs we've removed. It would be better (lower cost) for us if a closer mill were available and capable of taking the material, but we have a good purchase arrangement with the Longview Fibre Co. mill in Winton, near Leavenworth, and they have been taking all our logs down to those with 4" tops (relatively small diameter).

More to the point of the misunderstanding/misstatement, we have had very enthusiastic encouragement from committed environmentalists, active supporters of the project (who I think would be among those labeled as "die hard environmentalists"), for our wood products marketing efforts. In fact, it has been several of those folks who have pushed us repeatedly to see that wood that can't be sold to traditional mills is used for local businesses and commercial uses such as posts-and-poles, furniture and firewood. While our work often includes removing marketable timber as a "by-product," the Forest Stewardship Project places restoration of forests, long-term benefits to all components and users of forest ecosystems, as priority #1. This is why serious environmentalists support the project and believe it has promise as a model for other communities and for stewardship work on public lands.

We would appreciate your correcting this point in your next issue of the newsletter. We think it is important that your readers know that many folks who are deeply committed to the health of the environment believe that community economic health can be complementary with forest health and broader ecosystem health. This is contrary to "conventional wisdom" perhaps, so that makes it all the more important to correct people's misperceptions.

Thanks for this opportunity to spread the word about the Forest Stewardship Project and its support in the environmental community. These collaborations are one of the things that is making the project successful! We welcome future opportunities to update you and your readers on our progress.

**Nancy Farr**  
Forest Stewardship project  
Winthrop, WA

Mark

I received the door Friday and installed it Saturday. We have used the sauna three times now and it is fantastic. Better than I ever thought it would be.

This is the best I could do for a photograph of the new sauna. Some of these pictures make the wood look like red cedar. It is nothing like that. The yellow cedar (we used) gives the sauna a light finish, not dingy. Its great.

Thank you again for all your help, I couldn't have done it without you.

Regards,  
**Richard Kulinski and family**  
Sutton, MA

Mark

To say I am satisfied with my order of cedar would be an understatement. My customer is very fussy and was having doubts about ordering material from across the country, but since he has seen it he has done nothing but rave over the quality of it. The material is all stained and 50% installed and it is by far the best cedar material I have ever purchased anywhere. I'm sure there will be more orders in the future. Your service, Mark, was excellent, especially considering all the changes that were made. I'm looking forward to meeting you and seeing Bear Creek Lumber in the spring. I'll probably call to find out the best time to visit the area. Again, Mark, "Thanks a bunch" for all your help.

**Gary Krause**  
Quakertown, PA

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You folks are absolutely perfect. Fast, friendly, helpful with alternative suggestions ( which were perfect) and your prices were the best. Mark, thanks for your help and action when I called. I used the Internet-you were one of the fastest to respond. One of your "e-commerce" competitors took more than 2 weeks just to answer. Thank you!

**Nelson Fugate**  
Idaho Springs, CO

# Industry News

Construction spending rose a healthy 0.9 percent in October as building gains in factories and apartment units off set a big slide in spending on highways. The 0.9 percent rise also reflected strength in private construction activity. Residential construction was up 2 percent to an annual rate of \$632.2 billion. This figure was also boosted by home renovations. Construction of single family homes was off slightly.

Alan Greenspan has held new interest rate hikes in check for the past quarter and may even lower rates during the winter. Speculation that the economy is cooling rapidly have heightened expectations that the Federal Reserve will lower the lending rates.

North American lumber and structural wood panel production is expected to decline somewhat in 2001, while LVL and wood I-joist output will increase, according to the Engineered Wood Association. The increased market growth of the past two years in remodeling and nonresidential construction is forecast to decrease in the coming year as slower job growth and a slowing economy makes home ownership less affordable. A typical single family house uses 14,200 board feet of lumber and 11,600 square feet of structural panels, while a multi-family residential unit uses 5,540 board feet of lumber and 4,000 sq. ft of panels. Prices on wood products have been low and have risen slightly during the fall. Prices are predicted to stay steady with reduced demand. Clear grade products remain high due to decreased availability. Glu-lam beam production is predicted to rise over the next 5 years as more builders become familiar with this product and its uses. Overall lumber production will likely fall about 2% during the year 2001.



clients must pay the costs of engineering and permits, and that changes could result in additional charges to these items, too.

- Review the contract carefully, in person, with your client. Include a place on each page for the client to initial.
- Customers need to know up front that changes will increase the cost. Tell them at the beginning of the project that changes will typically add 5-10% to the original budget of most jobs. For example, discuss the tendency to overspend on allowance items such as electrical fixtures and floor coverings.
- Be prepared to spend the time needed on detailed estimates.
- Establish a local identity. Get involved in the community to meet people.
- Advertise in community papers and help sponsor community events.
- Join the local builder's association. Become active in the association to get more referrals.
- Talk to real estate agents-not everyone, but those who are active and visible, and who specialize in new houses. (Lending institutions can recommend good agent.)

## Two Billion Cut and Still Growing

Collins Pine Company recently celebrated cutting its two billionth board foot of timber, when it harvested a 126-year old ponderosa pine near the Humburg Valley. Lumber milled from the tree will be made into commemorative heirloom pieces to celebrate the event. What makes the harvest of this single tree extraordinary is that when the mill first started operations in the Collins Almanor Forest in 1941, there were 1.5 billion board feet of standing inventory in that forest. Thanks to Collin's sustained yield forest management philosophy, this



sane forest still hold 1.5 billion board feet of standing inventory, even after harvesting enough timber to build 200,000 average-size homes.

"This is the finest industrial forest in North America," said Wade Mosby, senior vice-president for the Collins Companies. "Where else could you have 60 years of sustainable logging and still have as much timber as you started with and in all age classes?"



### Bear Creek Lumber

P.O. Box 669 Winthrop, WA 98862  
(509) 997-3110 fax (509) 997-2040  
bearcreeklumber.com (800) 597-7191