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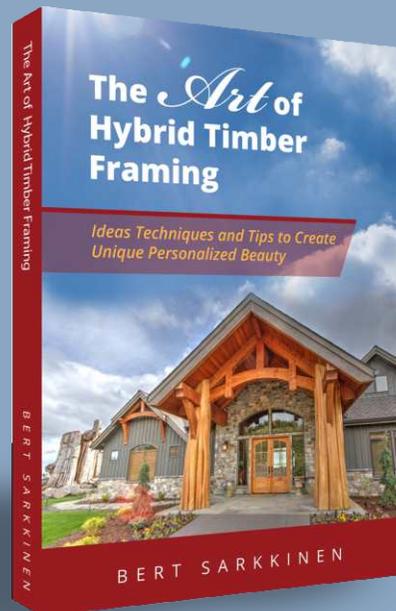


A Potent Dose of Deep Staying Power and Motivation!

Read on and find out...

- ... How to Choose Timbers for Your Project!
 - ... Which Highlights are Included in our Featured Project!
 - ... Which Book ATF Recommends to Understand Marketing!
 - ... How We Guarantee Our Stress-Free Process!
- Pour yourself a cup of coffee and dig in!

Bert Sarkkinen
Owner

New Release:
The Art of Hybrid Timber Framing
 Get your copy FREE with the exclusive offer inside!





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Sourcing Timbers

Avoiding the Pitfalls of Low-Grade Lumber



How your timbers are sourced can have an impact on the final design.

As you plan your post and beam project, you will realize that there are choices for the sourcing of your timbers. Some people want certain grain patterns, colors and hues. Others are more concerned with getting the biggest bang for their buck. Others want wood with a story - such as reclaimed timbers from an old structure. And yet others want to follow historic precedent. At ATF, we explain the choices and help you understand the pros and cons of each. Each type has pluses and minuses. We've broken down the three main choices for you!

Fresh-Sawn

Pros: Fresh-sawn or "green" timbers are the most cost-effective option. This option also follows the historic precedent of using dry pegs with recently harvested timbers, just like builders in bygone years. This method allows the timbers to tighten on the pegs as they dry over time. Additionally, fresh-sawn timbers are

continued on Page 2

Sourcing Timbers ...continued



widely available and we can source them for you quickly and cheaply, with minimal lead time and delivery hassle.

Cons: Because these timbers are fresh, they are full of water and sap from the tree. As the beam dries, it will shrink. Shrinkage can cause problems, including drywall cracks from settling beams, joinery opening to display large gaps, and timbers which check, twist, bow, warp, and cup. Also, as the timber dries, the sticky sap or pitch can drip and run, a process which can take about a year.

Solutions: Many of our customers view the imperfections resulting from shrinkage as adding character to the rustic vibe (Fig. 1). If you choose to source fresh-sawn timbers, ATF will design your joinery to address shrinkage. We start with high-quality, free-of-heart timbers to avoid twisting (Fig. 2). We then design your joinery specifically to avoid or minimize shrinkage (Fig. 3). Our team can also help you combat sap and pitch hassles. In fact, for exterior timbers, all you need is cold weather! Just like using an ice cube to remove chewing gum from fabric, cold temperatures will freeze the sap, and the little pitch beads just scrape right off. We can show you solutions for your interior timbers as well.

Surface-Dry Timbers

The most common form of kiln-dried timber sold today is not a truly dry beam. Legally, this type of kiln drying can only be referred to as S-dry, or surface dry. Let's look at how the process works. First, each beam is dried in an oven, or kiln, for two weeks, until the outer inch of wood reaches a specific moisture content. Next, the beam is re-sawn to its final dimensions, leaving only a fraction of an inch of dry wood. The beams will be noticeably lighter, but the remaining moisture is still trapped inside the wood cells. Only when the trapped water is removed will actual shrinkage occur.

Pros: S-dry lumber is less likely to leak sap or pitch than green timbers, as they have been heated to a temperature higher than normal in-home temperatures. Sap leakage is reduced by up to 60%.

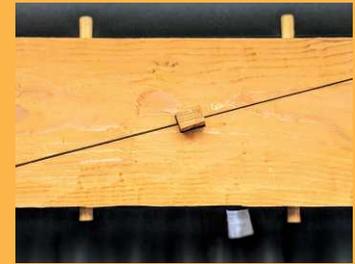


Fig. 1
This small shrinkage gap in the joint does not affect the structure and adds to the rustic character.

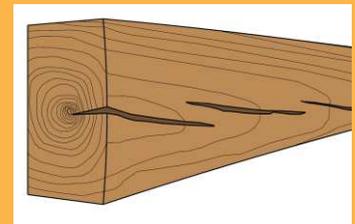


Fig. 2
Timbers cut from heartwood will twist and crack as they dry.

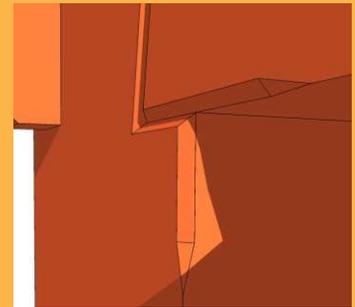


Fig. 3
A chamfer, or bevel, embellishes the joint and places any gaps in shadow.



Fig. 4
This project used S-dry timbers. The beams were more expensive, but the amount of shrinkage is similar to the joint in Fig. 1.

Cons: The cost of S-dry timbers is 10-20% higher than green timbers. It has negligible reduction of shrinkage (Fig. 4) and sap problems still occur. It also takes longer to get the timbers for fabrication.

Solution: Some customers consider an “upgrade” to their timber package with kiln-dried timbers. Weigh your options before going this route – you may not be getting enough benefit to justify the cost.

Stable Timber Options

Truly stable beams can be sourced in a number of ways. Radio-frequency kiln-dried, RFKD, timbers are dried using a special radio frequency process. Glu-Lam beams, are made of thin layers of fully dried wood. Reclaimed timbers have been air-dried over the course of many years.

Pros: No sap or pitch leakage, and no wood movement. We can use some amazing joinery techniques knowing that the joint will still look great years down the road.

Cons: RFKD timbers run 15-30% above the cost of green lumber, and reclaimed wood can vary widely from 20-50%. Lead times can be much longer as well.

As you plan your timber project, don't hesitate to get us involved! Call anytime to book a brainstorm session. Our newest publication, *The Art of Hybrid Timber Framing*, is a great tool. It's available online in both hardcover and e-book formats. Check out the offer on page 6 for a great deal!



Bert Sarkkinen, Owner



The rough texture and cracks in this reclaimed timber add to the rustic appeal.

The Smile Express

Happiness Is...



How do you find balance?

Finding balance is a universal ideal. My wife tells me I need more balance between family and work. Doctors tell us to eat a balanced diet. The Bible encourages “moderation in all things.” So, what drives the many imbalances we experience in life? Do you perceive these imbalances to be internal or external? I have to agree with my uncle’s philosophy: “Life is 10% what actually happens and 90% what you do.”

... Finding Balance!

Your Referrals Speak Volumes!

...and are GREATLY appreciated. When you refer friends and acquaintances to ATF, **make sure they mention your name!** They get to skip the screening process... and yes, we screen clients. You are the cream of the crop! Plus, we want to know where to send thanks... do you prefer coffee or sweets?

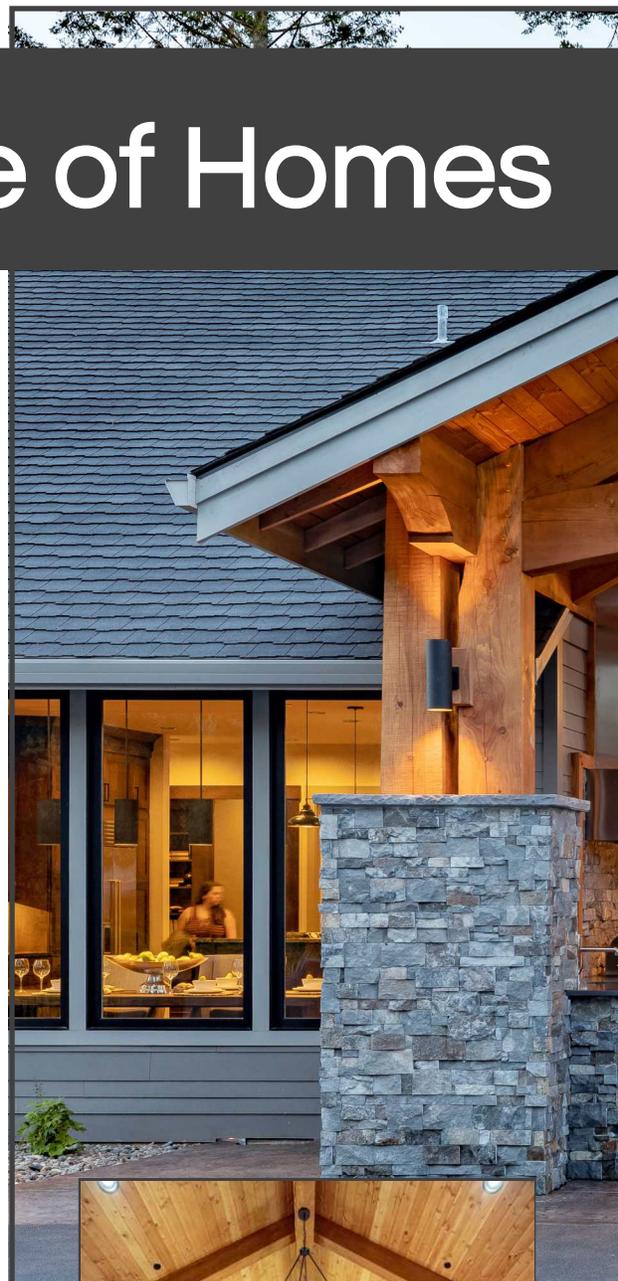


2018 Parade of Homes

Doriot Construction and Gary with Designs Northwest stole the show at the 2018 Parade of Homes. Not only did they think outside the box to create functional, unique solutions, but they gave us ample “canvas” for timber design.

During the initial brainstorm, we established Modern Northwest Craftsman as the governing style. This is reflected in the finished project. The bottom chord of the truss was simplified to its bare essence by using one big timber. The split king posts speak to the modern touch. The low roof slopes, deep overhangs and large timbers capture the Northwest and Craftsman feel.

This project had style flexibility because it had a very strong Northwest Craftsman foundation, created by the roof lines, overall massing proportions and straightforward timber design. During the first model review, the clients chose an arched option for the main truss. Although not traditional, the slight curve added an elegant touch for a truly unique Modern Northwest Craftsman look!



Careful style mixing
can result in an
elegant, unique look.



For more pictures of this beautiful project, visit our Gallery at www.ArrowTimber.com

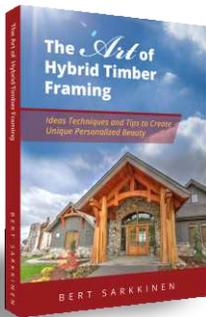
Special Offer

MEMORY LANE

As a new full-time employee, I remember my father giving me the choice of earning more money immediately or accelerated learning with lower pay. That was a no-brainer. The next day I was “thrown to the wolves!” Forced to lead and give instruction to my new assistants, my father included, I proceeded to make many mistakes and missteps. It was not always so pretty! Yet in the pain of feeling like an imbecile, was the very joy of learning and moving forward.

Due to Popular Demand:

Here at Arrow Timber, we have just published our first book - and you can be one of the first to own it! Keep it for yourself... or why not give it as a gift this year?



This beautiful hardcover is listed at \$107.00 - but we'll send you yours absolutely free!

This first-edition copy is autographed by the entire ATF team! Just download the e-book on Amazon.com and leave a review.

Call for details 360-687-1868
This offer extends to the first 7 callers ONLY, so call now!

Offer expires 03.31.19

Getting to Know Taylor Meckel Our Highly Intuitive Designer



Taylor Meckel: part designer and part incurable romantic

Some people can wax expressive and even poetic, while others struggle to communicate. Taylor falls into the first group! He has an intuitive grasp for nuance and clear descriptions. This skill was very helpful when writing *The Art of Hybrid Timber Framing*, our recent book (see sidebar). As a student studying architecture, his growing vocabulary and planning skills

help us optimize floor plan tradeoffs, brainstorm ideas, and create decision compass descriptions for clients.

Getting to Know Taylor Meckel

Q: What would you like people to know about your past?

A: I grew up in a small Ohio community 15 miles from the nearest town. An urge to pursue architecture drew me to the Northwest.

Q: Where is some place you would like to visit?

A: I have seen all but 4 States and really would like to visit Peru. I find their culture and architecture fascinating!

Q: How do you like to spend your free time?

A: I really enjoy outdoor activities such as trail running, mountain biking and hiking. I like to read a lot, listen to Podcasts, and generally be well informed.

Q: What would have to happen in the next 3 years to make you feel like you are moving forward?

A: Reduce college debt first! A few bucket list items: a 100K race, climbing a few 10K+ mountains, run Timberline trail.

Our Philosophy

People want things which reflect their personality.

People want an enjoyable process with a mutual exchange.

People want teamwork, transparency, and creative solutions.

I experience this over and over in the course of a year, not only when clients view albums or 3-D models in my office, but especially so immediately after the completion of their timber structure. Appreciative head nods and slow smiles have almost become a trademark!

I fell in love with the timber framing craft in 2002 and I still feel just as privileged and enthused. Many, many, personalized structures have been created since then. In fact, my passion, artistry, and repertoire of creative solutions have all grown dramatically... I sometimes wonder if it is simply something to do with rising to challenges and building upon success.

You probably agree that exposed beams provide geometric beauty and resonate deep within our psyche... The style brings to mind durability, longevity, safety, laughter, smiles, and home to many warm feelings.

The question: What is the best way for you to acquire your personalized timber living?

Not too much, not too little. Not too high, not too low. Just the right mix of timber presence and style... How to find that sweet spot which you can enjoy for years and pass on to your heirs. It's really about enriching the lives of those around you and sharing your unique personality and viewpoints with them.

The answer: Arrow Timber's guaranteed pain-free timber living acquisition process

I think the culture of mass-produced, one-size-fits-all merchandise is a happiness drain for far too many people. It is better to have a targeted life with purpose, than acquiring a lot of mediocre things for the sake of having them. Too much waste, clutter and frustration, I say. It is much better to emphasize and display your values with purposeful choices. And if you can acquire those choices and avoid the taint of painful experiences, consider yourself a winner! Which is why I guarantee not only the personalized artistry we create, but also the process by which it is created!

Seek out and choose, therefore, things that will evoke head nods and slow smiles. Things which resonate with your personality. Things that do not grow old or boring with the passage of time. You will not regret it.

To your goals, momentum, and happiness,

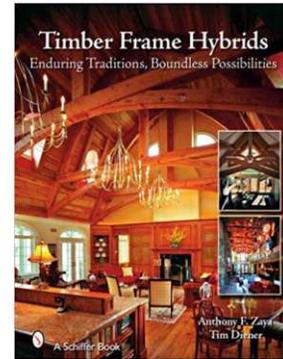
Ben



Recommended Reading from the Arrow Team

Timber Frame Hybrids

by Anthony F. Zaya and Tim Diener



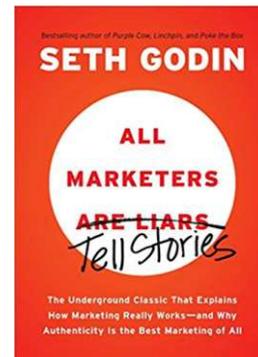
The authors give a thorough history on the evolution of hybrid timber framing, and show many different examples of

hybrid projects with photos. Another perspective on the hybrid timber style we advocate at ATF. Very detailed, in depth reading.

Grade: A

All Marketers are Liars

By Seth Godin



Seth Godin is as authentic as he is brilliant. His unique viewpoints and insight made me smile more than once. For me, it reinforced the reason why we

do what we do at ATF: We want to provide big, long lasting smiles of enjoyment.

Grade: A+

