



MONTHLY

Communications: web, phone, fax, mail, e-mail

Web Site: www.galehouselumber.com

Phone: 330-658-2023 Fax: 330-658-6977

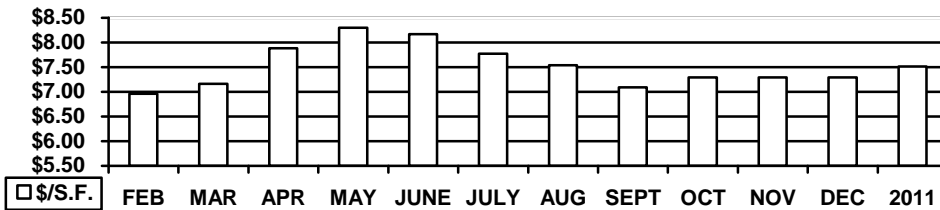
12667 PORTAGE STREET, DOYLESTOWN, OHIO 44230 P. O. BOX 267

* CELEBRATING OUR 39TH YEAR * SUPPLYING THE AREA'S FINEST BUILDERS *

ROUGH - LUMBER PRICING / per square foot

This graph should be used as a **GUIDELINE ONLY !**

(Based on a typical 2-story w/3 car garage & front porch) **JANUARY 2011 \$7.51**



TYPICAL **RANCH** ROUGH LUMBER / APPROXIMATELY **\$9.82** PER SQ. FT.

It's still about **PEOPLE! DEDICATED PEOPLE!**
 and here's just a few **Great Examples** of exactly that!

- Thanks **Jeremiah Swartztrauber, Glenna Wilson & Lance Schmidt** for your outstanding service as 2010 Presidents of the Wayne/Holmes, Stark and Portage/Summit **HBA's**. We also congratulate and pledge our support to new Presidents **Dave Suttle, Todd Collins, Richard Bancroft** and their boards as they take on these important positions and responsibilities in 2011.
- Commitment and longevity mean MUCH here at Galehouse Lumber Co. We were fortunate to celebrate some very special **Anniversaries** last year! Driver, **Bob Mauger** has been delivering lumber to you for **20 Years** and supervisors, **Jimmy Gardner** (*receiving*) and **Matt Gentner** (*shipping*) both proudly remain with us **25 Years** later! Topping this prestigious list for 2010 is our Manager, **Joe Petit** who celebrated **35 Years** of unparalleled dedicated leadership. Thanks to all these **DEDICATED PEOPLE! Fred**

Sales tips... **Secrets of Increasing Sales** *...Tip sales*

- Create a buying environment.
- Build trust with your follow-through.
- Sell your company, not just yourself; the company's role is increasing.
- Maintain patience and cultivate prospects over the sales cycle.
- Understand today's more educated prospects; help them meet their goals.
- Ask enough questions to gain knowledge and develop trust.
- Create excitement in the prospect's mind and good feelings about buying.
- Don't waste prospects' time; help resolve problems in a timely way.

A goal is a dream with a deadline. _____Napoleon Hill

HBA



Tony Maurie

Our 2009 Portage/Summit **HBA** Past President, **Tony Crasi** of the **Crasi Company** is standing here with long-time associate member, **Maurie Buchanan**, president and owner of **Trusco Inc** at the recent **HBA "Holiday Open House"**.

Andersen WINDOWS • DOORS

TRUCK-LOAD SCHEDULE

ORDER BY	SHIP / WEEK
Jan 13	Feb 7
Feb 10	Feb 28