



MONTHLY

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

Web Site: www.galehouselumber.com

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

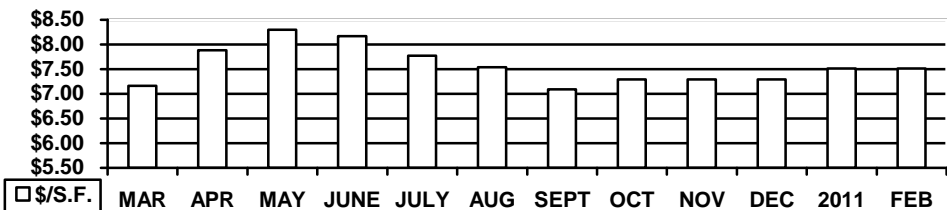
12667 PORTAGE STREET, DOYLESTOWN, OHIO 44230 P. O. BOX 267

** 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 !**

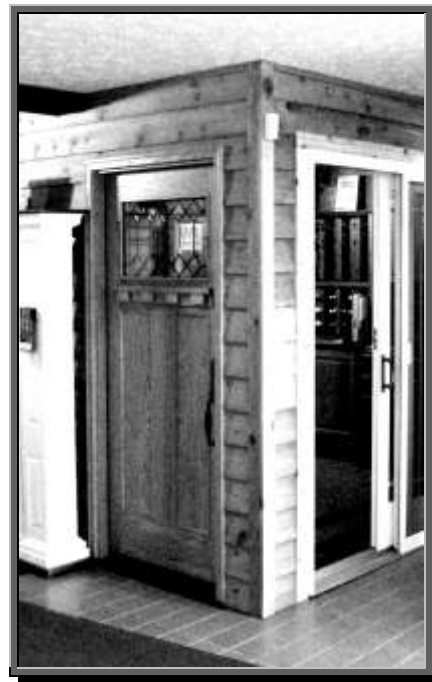
(Based on a typical 2-story w/3 car garage & front porch) **FEBRUARY 2011 \$7.51**



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

SHOWROOM

**Doors: exterior & interior, Locks
 Windows, Stairparts, Hardware
 Moldings, Sidings, Cabinets, etc**



Stop by and visit us this winter!
 We're easy to find (*right off 585*)
 and easier to deal with! Check out
 our entire facilities with the help
 of one of our many experienced
 employees. Our **Showroom** may
 not be the biggest but it's quite
 accommodating & resourceful for
 us and many of our customers.



Mark Gardner, our "**Cabinet-Specialist**"
 has been designing and building kitchens and
 baths, entertainment centers and much, much
 more when it comes to the cabinet side of our
 business... **for over 20 Years!** He would like
 to invite you to give him a try with your very
 next cabinet project. You obviously like our
 services and products and Mark believes you
 will be impressed with what he can do for you
 with his cabinet expertise and experience. We
 offer a full spectrum of quality and pricing to
 fit almost any of your requirements. Call us
 for **free estimates, computerized drawings,**
 and **onsite measurement verification.**

330.658.2023 ext.# 326 or cell: 330.697.6987

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

- Confront reality; recognize what's not working and change it.
- Focus on your strengths rather than diverting attention to correct problems.
- Accept the inevitability of change – it offers the greatest opportunity.
- Be passionate; if you're not convinced, your customer won't be.
- Be consistent – it builds confidence and signifies reliability.
- Value continuity – it takes know-how to do a job well over time.
- Replace fear with faith, that is, belief in your ability to succeed.

"If you can't return a favor, pass it on." _____ Louise Brown



TRUCK-LOAD SCHEDULE

<u>ORDER BY</u>	<u>SHIP / WEEK</u>
Feb 10	Feb 28
March 24	April 22