



MONTHLY

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

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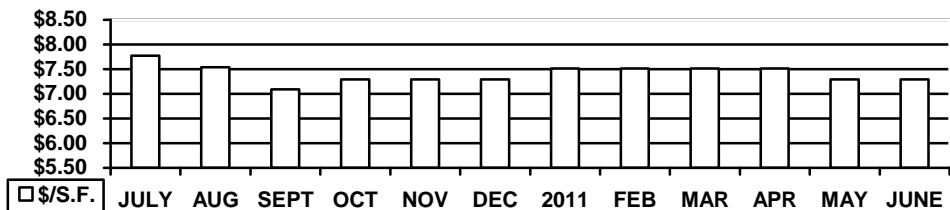
** CELEBRATING OUR 39TH YEAR * SUPPLYING THE AREA'S FINEST BUILDERS **

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)

JUNE 2011 \$7.29



TYPICAL **RANCH** ROUGH LUMBER / APPROXIMATELY **\$9.47** PER SQ. FT.

CAN WE MAKE A FEW POINTS!

- **CABINET SALES:** We **NOW** can handle all of your *cabinet needs*... whether it is prebuilts or custom with cabinet specialist, **Mark Gardner**. markg@galehouse.com cell: 330.697.6987 office: 330.658.2023 ext.# 326
- **TREX DECKING & RAILING:** We are your Trex "*Stocking Dealer*"! call us for Trex... and all your decking requirements... it's **NOW** the season!
- **ANDERSEN WINDOW & DOORS:** We proudly remain an Andersen COE dealer (Circle Of Excellence). **Talk to us** for all your Andersen needs. Contact: **Connie Stone** connies@galehouse.com or your sales representative
- **BUILDERS FREE:** Join us on the Portage Lakes Wednesday **June 15th** at **The Olde Harbor Inn** for the Eighth Annual HBA "*Member Mixer*". The \$18 fee will be compliments of Galehouse Lumber, **Trex, Andersen, Tyvek, Azek, and 91.3 The Summit**. RSVP to the HBA (330.869.6800) or Fred (330.697.4772) if you're not a member so you can be our special guest! Trust me on this one... this event is a **Blast!!** *Hope we see you there, Fred*

Sales tips... **Keys to Getting to Win-Win** ...Tip sales

- Actively and vigorously pursue your customers' interests.
- Assess your Win-Win position and list the actions needed to achieve it.
- Ask each prospect and customer what you can do to achieve Win-Win.
- Practice ABCs of Selling: Attitude, Belief, & Coolness under pressure.
- Look beyond short-term issues to concentrate on long-term solutions.
- Visualize what success looks like.
- Welcome challenges to turn obstacles into opportunities for growth.

If it doesn't matter who wins or loses why do they keep score? __V. Lombardi

Heard of ...

The Jimmies?

...we got em!



Jim Gardner Jim Bohannon

Here's 2 of the "**Best Jimmies**" you'll ever find... **PERIOD!**

Jim (**Jimmy**) Gardner has been with us the past 26 years as our Receiving Guy. 28 year veteran, Jim (**Jimbo**) Bohannon remains our Mainstay as you walk in and heads-up our Inside-Sales-Staff.

Andersen WINDOWS • DOORS

TRUCK-LOAD SCHEDULE

ORDER BY

SHIP / WEEK

June 17

July 18

July 8

Aug 8