



MONTHLY

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

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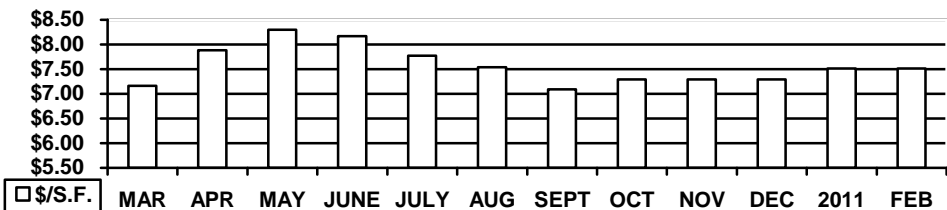
12667 PORTAGE STREET, DOYLESTOWN, OHIO 44230 P. O. BOX 267

** 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

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