

ON THE LEVEL

A STENERSON LUMBER PUBLICATION

STENERSON SPOTLIGHT ON SERVICE

Todd King has been driving for our Fergus Falls location since July of 2005. He has extensive delivery experience, having driven a lakes area route for D&S Beverage for over eight years prior to signing on at StenerSON Lumber. His favorite part of his job is simply driving the truck and visiting the job-sites. He loves being out on the road. In the store, you'll find him working behind the counter, helping customers, preparing orders, and checking the weather report (at least that's what we think he's doing). Todd has a great relationship with our contractors and is called upon frequently to place orders or add to existing orders. When not at work or at home with his wife and step-daughter, he enjoys deer hunting, pheasant hunting, and fishing. Todd chases walleyes – mostly in the summer, but does some ice-fishing as well. However, being a true fisherman, he will not divulge his favorite hotspots...sorry guys! Todd can be reached at the Fergus Falls yard at 218-739-4481.



2010 FALL HOURS

Monday – Friday
7:30 am to 5:00 pm

Saturdays
(DL, Crosby, & Mhd)
8:00 am to 12:00 pm

As always
- **FREE DELIVERY** -
call for yours today!

PRODUCT SALES

Casey Beckerleg, Mhd
Steve Breyer, Mhd
Steve Gease, FF
Rich Harris, Crosby
Bill Jackson, DL
Craig Johansen, FF
Arden Laine, DL
Scott Mollberg, Mhd

STENERSON LUMBER LOCATIONS

555 Hwy 59 N
Detroit Lakes, MN
218-847-2188

22348 Hwy 6 and 210
Crosby, MN
218-546-6535

324 Washington Ave E
Fergus Falls, MN
218-739-4481

1702 1st Ave N
Moorhead, MN
218-233-2754

Exteriors Unlimited
218-846-1778

Pro Builder Lending
218-233-3437

STENERSON LUMBER

HOT DEAL! UP TO \$80 CASH BACK FROM GUARDIAN

This fall, we have partnered with Guardian Fiberglass Insulation to launch a new rebate program offering a \$4 refund per bag purchased, up to a 20 bag maximum. You can earn a quick \$80 just by saving your receipt, cutting the UPC from the packages, and mailing it in with the completed refund form. This offer is valid for all standard batts, Pro-cut[®] batts, and full size rolls purchased between 9/1/10 and 3/31/11. Collect this rebate for insulation used on the job or for your personal home. Ask us for your refund form – we can mail one to you or send one with your purchase. Also, don't forget to claim your 30% on insulation used in your personal home on your taxes for the energy credit.

OCTOBER STENERSON SPECIAL



CLAIM YOUR FREE GAS GRILL OR DECK SPACE HEATER

PURCHASE ANY 12x16 (192 sq.ft.) or more of Guardeck Prestige Decking or Guardeck Elite Decking/Fascia Board and we'll send you a free Weber E210 gas grill or a deck space heater

Purchase must be made by October 31, 2010
Coupon must be postmarked by November 30, 2010

Limit 1 Coupon per Homeowner/Contractor

Contact your StenerSON Lumber salesperson for more information on this program and to obtain the mail-in coupon. Original Receipt and Coupon are required. Offer sponsored by Guardian Building Products.

SERVICE ON THE LEVEL

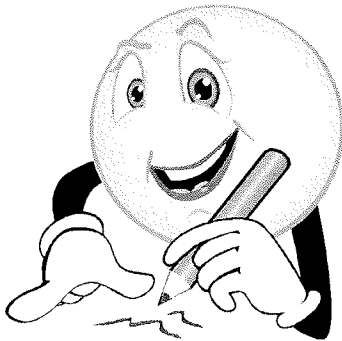
As many of you have found, Stenerson Lumber makes every effort to serve our customers by offering as many valuable services as we can. Our lumberyards offer the standard services you'd expect: quality products; knowledgeable salespeople; free delivery and pickup of returns; all-inclusive estimates; free project planning and plan drawing; and prompt, accurately filled orders. Adding to those services, you'll find: free on-site measuring, free insulation blower rental, rooftop shingle delivery, pre-finishing services, and seamless siding installation. Recently, we've added modern, display-filled showrooms with private meeting space available to clients, wireless internet access in the stores, custom vinyl windows delivered within one week, and in-house contractor lending services.

However, there are still some services that you may not know that we provide; such as mortgage/lending advice, special full truckload ordering, after-hours and off-site meetings, and the freedom to order various products from unlimited vendors. Many are not aware that we can order almost any hardware item or tool from our vendors and get it to our customer within a week. We have ordered a multitude of unexpected products, from closet organizer systems, to panic room doors/hardware, to pre-cut ballistic panels installed in a courthouse. For contractors working in an extended geographical area, we are now offering out-state delivery in conjunction with a reliable shipper. Recently, we have had success in sending large orders out to Dickinson, Minot, and International Falls. We are also expanding our contractor education program. We plan to launch a new Lunch and Learn series in which contractors and their crews can learn about new techniques and new products in an informal setting during their lunch hour. More information on this program will be available shortly – please contact us with any topics you would like to see addressed. Along with this, we schedule various plant tours to give customers a deeper look into the making of the products we sell. Recent tours have taken place at Lavelle's wood treatment facility, door-hanging shop, and pre-finishing facility; the Northland Truss plant in Abercrombie; and the Vinylite window factory. These tours have been a hit, particularly with the carpentry classes at the local technical schools. Another popular training has been the field demonstrations of Tyvek flex wrap and straight flashing – entire crews have learned the proper installation of these products while on the job.



We value our customers and want each and every one to succeed...we'd love to add to our feel-good stories of helping you out by getting that bundle of shingles after-hours to patch up a leaky roof before the big storm rolls in or retrieving that one piece of J-channel so the job can be finished before tearing down the scaffolding. As always, please let us know if there is a service that you would like to see us offer or a product we can track down for you. Suggestions are always welcome; give your salesman a call or drop us a note through our website.

TIME FOR A JOKE



A construction worker dies in a fishing accident on his 40th birthday and finds himself greeted at the Pearly Gates by a brass band. Saint Peter runs over, shakes his hand and says "Congratulations!"

"Congratulations for what?" asks the construction worker.

"Congratulations for what?" says Saint Peter. "We are celebrating the fact that you lived to be 160 years old."

"But that's not true," says the construction worker. "I only lived to be forty."

"That's impossible," says Saint Peter, "we added up your time sheets."

FOR MORE INFORMATION

For more information or for further discussion on the articles contained in this newsletter please contact your Stenerson Lumber salesperson. We are open to suggestions on future topics; just let us know what you'd like to see. If you'd like to be added or removed from our mailing list or have an address correction, please call the General Office at 218-233-3437.