

1-888-444-4346



"Everything To Build Anything"



5 miles east of Iola to LaHarpe and Hwy. 54 Junction then 1 mile south and 1/4 mile east.

Watch for directional signs.

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A Bright Future

Relationships, with both customers and suppliers, and aggressive marketing have kept Diebolt Lumber and Supply in business for more than half a century. And if recent trends are any indication, the future of Don Diebolt's lumber yard just southeast of LaHarpe looks brighter than ever.

Diebolt, who took over the business from his father, Lawrence, in 1999, has seen sales increase considerably on an annual basis, to the point that they've quadrupled over the past eight years. That's not to diminish the lumber yard's history. Rather, Diebolt simply has expanded the area in which he wants to serve. "We really focused on trying to attract new contractors, those who need big-ticket purchases," Diebolt said from his office at the end of another busy day last week. "We want them to know that we're here to serve them." To reach more customers, Diebolt's mission each year is to aggressively market what Diebolt Lumber has to offer through bi-annual trade fairs, Contractor Night activities and increased advertising in outlying areas. Diebolt figures contractors from as far as 80 miles away will look for materials at Diebolt Lumber. "If you're gonna save \$1,000 on a purchase by driving 100 miles, it's not a hard decision," he noted.

Diebolt is able to offer high-quality materials at bargain prices through the company's affiliation with a consortium of more than 4,000 lumber yard owners from across the country. The companies can serve as a single purchasing agent when dealing with wholesale suppliers. "I'm sure that as a single business, there are suppliers who probably wouldn't talk to us if we were trying to buy a truckload of lumber," Diebolt said. "But when you're talking 4,000 businesses who each need a truckload, then they'll want our business."

Likewise, individual members can find their specific needs met as well. It's truly one for all, all for one, Diebolt said.

Diebolt Lumber can remain flexible to meet any need, large or small, including those hoping to work on small-scale projects or repairs.

"We depend on repeat customers," Diebolt said. "They won't be repeat customers if we don't have the best quality materials." Diebolt won't necessarily focus on the cheapest supplies, but they will strive to find the best, Diebolt stressed. And if the best materials happen to be the most affordable, then it's a win-win situation.

Diebolt began working part-time with Diebolt Lumber when he was in high school. After graduation, he moved briefly to Wichita before returning to Allen County in 1978 to return to the company. In 1986, Diebolt broke away and opened Kitchens and More, a supplier of custom cabinetry and countertops. He remained there for the next 13 years until Lawrence Diebolt was ready for retirement. Don bought Diebolt Lumber and relocated Kitchens and More to the sprawling Diebolt complex at 2661 Nebraska Rd. Since then, Diebolt Lumber has expanded every year, adding storage facilities and staff. "We have probably twice as many employees as we had when I started," Diebolt said. As for the future, Diebolt has other expansion ideas in mind. One thing's for certain. He's not looking to slow down any. "We've worked hard to increase business over the past eight years," he said. "We'd like to increase those sales as much or more over the next eight."

**Open Mon.-Sat. 7 a.m. to 6 p.m.
OPEN SUNDAY 10 a.m. to 5 p.m.**



The hard-working Diebolt crew, eager to serve you: front row from left, Brandi Chadd, Bev Pinneo, Penny Ebert, Rick Crowell and Joel Sprague, middle row from left, Art Chapman, Kent LaRue, Barbara Sigler, Doug Neudeck, John Fursman and Don Diebolt, back from left, Brian Clay, Roland Sutterby, Bradley Haas and Keith LaRue. Not pictured: Richard Tomlinson, Scotty Stephens, Steve LaRue, Susan Diebolt, Terry Towne, Tim Gibson, Wendell Vest, Janalyn Chadd, Jim Maloney, Jimmy Bolinger, Joe Boyd, Mark Chapman, Marla Hough, Michaela Diebolt, Nick Chapman, Jerry Smith, Charles McFadden, Dylan Diebolt, Ed Foster, Wes Pinneo, Gary Turley and James Gibson.

