



February 14, 2013

Dear Customer:

After 95 years at its present location in West Baltimore, Walbrook Mill and Lumber Co. is relocating its operations to 109 W. Cockeysville Rd. on or about February 25, 2013 – the present location of our Saco Division. Walbrook was founded by my grandfather, Isadore, in 1918. Sidney, my uncle, and Julius, my father, continued the operation until 1994 when I took over the business. As a third generation owner (only 6% of family owned businesses continue into the third generation), I want to see Walbrook continue on. As such, I feel its time to consolidate our operations in a more modern facility in Cockeysville.

The business has gone through many changes and overcome obstacles over the 95 years. At one point, we sold coal (way before my time), there was a bar and dance hall where there are now offices, there was the Depression, lumber used to be delivered by horse-drawn carriages, we survived major fires in the early 1950's, and we purchased another lumber yard (Saco Supply).

But times change and I felt that the business could be run more efficiently from one location. But rest assured, Walbrook will continue to do what we have always done- operate a locally owned family run business that caters to contractors and homeowners that appreciate the personal service that Walbrook offers.

The architectural mill will continue to fabricate whatever your custom needs are in wood. Custom doors, windows, moldings and historic restoration millwork are our specialty. There is a FULLY-STOCKED lumber yard, molding and window showroom, hardware department, kitchen cabinet designer on staff and **the most experienced staff of any lumber yard** to handle your special orders. We will continue to make free deliveries (small fuel surcharge) usually within 24 hours of the placing of the order. In other words, we will continue business as usual. (Even the phone number will remain the same – 410 462-2200)

Walbrook's new location is easily accessible from Rt 83 exit 18 - the first exit past the Padonia Rd exit. Our hours of operation are Monday – Friday, 7:30-4:00 and Saturdays 8:00 - 1:00.

Please feel free to call me personally at 410 462-2200 or 410 365-4192 if you have any questions re: Walbrook Mill and Lumber. **Thank you for your past business** and hoped for future business.

Sincerely,

Elliot Zulver, President