



PENN FENCING INC.

647 Pittsburgh Rd. (Rt. 8) Butler • Serving the Area Since 1977
724.586.7906 • toll free **888.728.4695** • pennfence.com

PA#000843



Locally owned Penn Fencing: *A family owned alternative to the big box stores*

When Larry Galbreath went into business for himself in 1977, people were still accustomed to shopping with small, local retail specialists. Grocery store owners were known by name and greeted regular shoppers on a daily basis. Household hardware needs were met by the hardware store owner who might loan you the tool you need if you promised to return it when you were done. And when you needed new shoes, you received a personal foot measurement by the proprietor who knew your preferred style. Larry operated Penn Fencing in Butler, PA. with the same philosophy, knowing that personal service by an expert resulted in satisfied customers.

In the 1980's, the era of the shopping malls began. Many family owned businesses could not compete and personalized service almost became a thing of the past. The large mall department stores sold fencing, in the back beside the grills, and offered installation. But, the sales associate had limited product



information and probably could not tell you the names of the sub-contractors coming to do the installation. Defying that trend, Penn Fencing expanded its service area by opening additional locations in Seneca and Indiana, PA. Railing and decking were natural additions to its product lines. And, to meet the rising demand, Penn Fencing hired and trained additional installation experts.

Now, as malls struggle under the dominance of the stand-alone box stores that try to offer everything for the inside and outside of your home, a new generation of consumer is learning what Penn Fencing has always known: There is no substitute for quality and price alone does not equate to value. Larry's son Chad now leads Penn Fencing and continues to carry only top quality materials, many produced right here in Pennsylvania, so the profits stay in the local economy, not sent to a distant corporate headquarters.

Consumers in the age of online shopping have come to expect 24 hour access to a world of options. As Penn Fencing continues to grow, the company adapts to new shopping trends. Penn Fencing has embraced the world of technology and uses the latest communication platforms to offer expert advice, top quality products and professional installation. As Chad's oldest daughter becomes involved with the business, Lexie is the third generation to follow a proven formula for success: offer superior products and personalized service at fair prices.



Visit Penn Fencing online at pennfence.com, call 888-728-4695 or stop in person at our Butler or Indiana sales office. For privacy, security or to update your homes curb appeal, call the experts at Penn Fencing today!