



THE HARDWARE HERALD

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HOODIES, JACKETS, & SHIRTS

Over half of our 1,000 unit winter clothing order arrived from the embroiderer recently. Shop early to get your size. Have you noticed that prices are creeping up slowly on many products? Not our clothes!



Hoodie.....still \$12.99

T-shirts with pockets.....still \$7.99

**Puffer embroidered jackets.....\$34.99
(MSRP is \$80)**

**USA made 100% cotton socks.....\$2/pair
(same as last year)**

Remember, account holders who buy any combination of shirts, jackets, hoodies, or jeans receive an additional \$6.00 off! Who loves ya baby?

STILL HAVE VILLAGE MARKET SANDWICHES!

Panic avoided! Delivered fresh daily—they're just around the corner in our new larger cooler!

AMAZON OR US?

2 lamp, 4', 50,000 hr **Shop Light**.
Now \$29.99 **at the store**.

Amazon's—\$32.99 in a couple days. Oh, by the way, where would you rather return it if need be?



WHY ISLAND HARDWARE & SUPPLY INSTEAD OF ISLAND HARDWARE & LUMBER?

About 27 years ago, Harriet was busy trying to sell me her business and train me how to run it at the same time. Try as she might, she never was able to come close to completing the training. She did, however, explain the important concept of "supply." Supply means just that—whatever the island needed at the time.

Before the island had a sporting good store, we were the fishing "supply" for the island; we even issued fishing licenses. Before Pawki's, we were the pet store for the island. We even housed the building inspector's office for a short time. As the island has grown enough to support a specialty pet and sporting goods store, we have suspended those items to give the new stores a better chance to succeed, and succeed they have.

A limited season, population, and labor pools all make small business success a real challenge. Meet these challenges and you'll be rewarded with a distinct privilege of life on this magical island.

NEAL/MARTY

Over the past few years, Neal has taken on a mentoring project. He and a young Orcas builder named Marty Graves hit it off from the start. You see, both Neal and Marty believe in helping customers regardless of how small the project. Marty was one of maybe a half dozen licensed small project builders & repair people who you could count on to return your call!

Marty enjoys learning from Neal but more importantly, he enjoys helping people! This is a good time to repeat one of my favorite business sayings: "You can teach job skills but you cannot teach attitude." This is the main reason why I campaigned so hard to get Neal and Marty to join Island Hardware. Marty suffers from a common Orcas disease, "Islandhardware&supplyism." Common symptom: entering the store with nothing on your list to purchase. There are quite a number of us who go out of our way to stop by for coffee and fellowship at *our* hardware.

As you may have guessed, the small desk, computer station, and phone behind Neal's desk will be Marty's new home until Neal retires. Neal, Woody, and Marty have the daunting task of getting Marty ready to assume some of Neal's tasks.

Do not expect Marty to be another Neal, but you can count on him to treat even your smallest or most difficult building needs as if he were Neal. If he doesn't have the answer, he'll try to find someone who does, even if it's one of our competitors. Let's all welcome him and yes, *help* him.

While Marty will be assuming some of Neil's responsibilities, it won't be all of them. Neil's position as general manager of the store will need to be filled. Look for an announcement in your November Hardware Herald.

Here's a list of our current Costco in-stock, mostly Kirkland, household products. We hope you'll consider us for your everyday supplies.

- Tide Laundry Pods
- Tide Powder Laundry Detergent
- ECOS Laundry Clean Detergent 225 LOADS
- KS Ultra Clean Laundry Detergent
- KS Ultra Clean Free Clear Detergent
- Arm & Hammer Oxy Clean 160 LOADS
- Shout
- Ultra Downy Fabric Softener
- KS Fabric Softener
- Downy Stopables
- KS Fabric Softener 250 sheets
- 13.5LB Baking Soda
- 33Gal Flex Tech Trash Bags
- 13Gal Kitchen Trash Bags
- KS Coffee Beans
- Panasonic 1200W Microwave w/inverter
- Palmolive Ultra Strength Dish Soap
- Reynolds Foil Wrap
- Dish Towels
- Soft Soap
- Pine-Sol
- 1Gal Windex + Sprayer
- Dawn Dish Soap
- Sprayway Glass Cleaner
- Clorox Cleaner
- Clorox Bleach
- Ziploc Bags (all sizes)
- Dove & Irish Spring Bar Soap
- Cascade Dishwasher Gel
- Scotch Brite Sponges
- Scoop Away Cat Litter
- KS Bath Tissue
- KS ½ sheet Paper Towels
- KS Facial Tissues
- Dusters
- KS Can Dog Food
- KS Dog Biscuits 15LB
- Cosequin for Dogs
- KS Over the Counter Cold & Pain Meds
- Scrubbing Bubbles
- Pledge
- 2PK Stainless Toilet Brush & Caddy

Your pets love when you give them our new superior quality of Kirkland Signature food. We keep only a few of each kind in stock to ensure freshness.

- KS Lamb & Rice Dry Dog Food
- KS Chicken & Rice Dry Dog Food
- KS Small Breed Salmon & Lentil
- KS Cat Maintenance Chicken & Rice
- KS Nature Domain Beef & Sweet Potato
- KS Nature Domain Turkey & Sweet Potato
- KS Nature Domain Chicken & Pea Dry Dog Food
- Super Natures Nutra-Nuggets for Cats 20Lbs
- KS Nature Domain Salmon Meal & Sweet Potato
- KS Adult Dog Food Chicken, Rice, & Veggie
- KS Adult Dog Food Lamb, Rice & Veggie
- KS for Overweight Dogs - Chicken & Veggie