



# THE HARDWARE HERALD

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## Island Hardware & Supply's Anniversary Celebration

### Saturday, June 29, 2019

7:30 AM to 3:30 PM

## WE'RE FINALLY WORKING WITH A FULL DECK!

**20% OFF Cash Sales (except power tools, fuel, & specially priced items)**

**Free lunch from 11 AM until it's gone.**

**Kiwanis Breakfast (7:30 to 10)**

**Vendor Displays, Door Prizes, Contests, Live Music  
Knife sharpening (knives & scissors only, limit 6)**

**Come and enjoy the day that we celebrate you!!**

**Bring your neighbors; see your friends!**

**Dance, eat, and enjoy the day at Island Hardware!**



We are no longer accepting custom orders on roofing, doors, windows, and engineered wood products.  
Sorry!

## HAPPY FATHER'S DAY, JUNE 16<sup>TH</sup>!

We have some great deals for Dad's Day. Check out our Makita display or get Dad an IHS gift card for him to choose his own gift!

**Makita cordless 10" chainsaw  
\$235**



**Makita cordless blower  
\$113.50**



**Makita cordless 14" chainsaw kit  
\$359**



## A LITTLE BIT OF IHS HISTORY

Our little company has changed over the last 50 years but the basic goodness of the people of IHS remains. The employees have always been there for their community. I would like to relate some of this “fairness to others” philosophy that I have experienced over my first 26 years (!) with this amazing little store in the woods.

In 1991, I purchased the store from two couples: Harriot & Marvin Balanger and Bruce & Donna Balanger. Each couple received equal salaries. When Marvin became ill with Parkinson’s Disease and could not work, Bruce and Donna just naturally agreed to continue to pay his family his salary as long as they owned the business! It just was the right thing to do.

A young carpenter asked me how much the lumber would cost for a handicap ramp. He had agreed to donate the labor to build it for an elderly islander in need. I was informed that our policy was, and still is, to donate the materials for this kind of situation. I still do not know how much materials cost for this kind of ramp. I hope that I never need to find out.

You can say that even the phone company teamed up with us to help the community. Our “Yellow Pages” yearly advertising budget used to be over \$10,000. One year they forgot to run our ads or even to give us our free listing! Our sales still grew and we realized that all the tens of thousands of dollars we had been spending on ads did little or nothing to grow our business. We then decided that our entire advertising budget should shift to local charitable causes and that year KOATS FOR KIDS was born.

I think most everyone of you knows

that our company is employee-run on a day-to-day basis. Half of the profit of this company belongs to it’s employees. Know that 50¢ of every dollar that we give back to our community comes directly from them!

Recently the father of a local family suffered an extremely serious event leaving his family without his income. Several of our employees came to me and said that they wanted to forgive his account. I would never turn them down but if I had, they would have paid it all themselves.

Many years ago, an abusive alcoholic father was caught on the island seriously mistreating his wife and kids. “CITIZEN JUSTICE” kicked in. I was informed that all of my delivery trucks were needed for a mercy run and not to plan any deliveries that morning. A fleet of work trucks, contractors and their crews, and even some concerned islanders all showed up at this guy’s house. Lucky for him, he was at work or waiting for some tavern to open. An hour later his wife, children, and all of the contents of the house (except the frig and one beer) were gone to the wife and children’s new temporary home. The creepy dad knew that he would have half of the island’s building industry to deal with if he even tried any retaliation. No courts, paperwork, or excuses. I was very new here when that came down. One of my best days on Orcas—I even got to drive a truck!

### 1,000 WHEELBARROW LOADS A DAY

When Island Hardware burnt to the ground in the late 60’s, most of the islanders showed up to pour the new 5,000 sq foot store floor. I understand it was placed in one day by many

volunteers. No ready-mix trucks, just islanders and 1,000 wheelbarrow loads mixed with bag cement and beach sand from West Beach. When we have an occasion to remove some of that concrete, we find sea shells and sea weed fossils.

### SIMPLER DAYS GONE BY

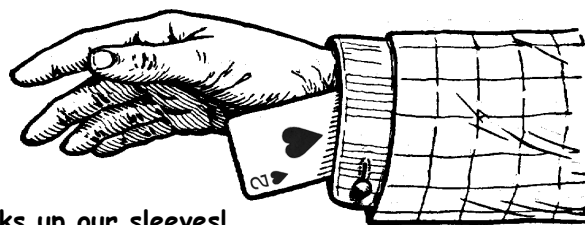
I needed to know about the original permit process for the new then 13,000 sq foot Island Hardware Building, so did a little searching. In the late 60’s, things were a bit simpler but they still worked. The building permit consisted of the front page of a farm magazine advertising two-story, 50’ wide, pole buildings with prices for every 10 foot bay. There may have been a note saying that our building was 20 bays. That’s pretty much it!

### ANNIVERSARY CELEBRATION

At my first anniversary sale in 1991 (the store’s 24<sup>th</sup>), they raised a little over \$30,000. This money was very important because it gave the store the money needed to fill up the shelves for the summer rush. A second important reason was to give our working class customers a chance to purchase that big family necessity for a 20% discount. I know of a family who lived in a single wide trailer who had saved all winter to purchase a \$600 wood stove. Another family brought in a small stack of \$100 bills and told me that they had been saving and now wanted to purchase “this much deck.”

We may not need the extra cash to keep our shelves full now, but we will *never forget* who got us here. To thank them, we like to feed them a little lunch, share some fun, and show them a lot of thanks!

•••••  
 • Don't ever wrestle with a pig. •  
 • You'll both get dirty, but the pig •  
 • will enjoy it. •  
 •  
 • ~ Cale Yarborough •  
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No tricks up our sleeves!