



THE HARDWARE HERALD

published monthly by

Island Hardware & Supply, Inc.

21 West Beach Road • Eastsound, WA 98245 • 376-4200 • Mon-Fri 7:30-5:30, Sat 8:30-5:30, Sun 9-3

Volume XXII, Issue II: Feb, 2020

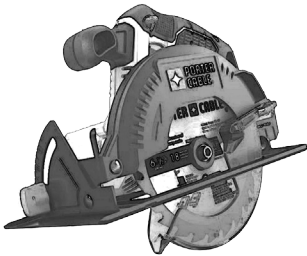
PORTER CABLE FOR THE WIN!

I just found out that Pahrump, Nevada may not be perfect. It appears that someone has walked off with my 12 & 20 volt Skil cordless drills, batteries & chargers! This left me with a limited choice of klunky Ryobe stuff from “The big orange Bully” or something from Tractor Supply.

I chose TS’s Porter Cable 20V cordless drill. It’s almost as light as my Skil’s 12V and as powerful as my 20V. Nice work light, tool storage, and balance! Thanks “Sticky Fingers” for prodding me into making the change. We’re now stocking this Porter Cable complete line: 6 1/2" circular saw, jig saw, and reciprocal saw, all for \$71 ea. Drill comes with battery & charger. I’ll get my set when I get home; it’s cheaper up there!



Reciprocating Saw \$71



6 1/2" Circular Saw \$71



Jig saw \$71



20V drill \$88

THANK YOU!!

Through your loyal support of our store, we’re able to supply a fruit snack to the 45 kids at an extremely under-financed daycare center in Pahrump, NV. This is what over \$1,500 worth of canned fruit looks like. It will last the school about 6 months. My family and I will make one more trip to Costco before returning home and they should be set for the year. We couldn’t have done it without you!



STAY SAFE AND WARM!

Well, we made it through the first winter advisory—whew! There’s bound to be another around the corner. Well, Island Hardware has got you covered. from snow melt, snow shovels to the all important sled, hand warmers, water tank de-icer, bird bath de-icer, emergency candles, and lamp oil for those power outages. And don’t forget your fine feathered friends—they need an extra scoop of seed during these winter months.

ARE WE A FOOD STORE?

No, but we have the curious ability to stock food items for our island families that we feel are extremely special. This all started with Dave’s Bread until the market decided to carry it also. For years, to our knowledge, we’ve been Washington state’s only stocking distributor of Coach’s Oats oatmeal. We chose to do this because along with many of our customers, we believe that this is one of the finest oatmeal products on the planet.

Kava Reduced Acid Instant Coffee is made by the J M Smuckers company of Orville, Ohio (that’s right—the jam company). This coffee has robust flavor without the bitterness that can be associated with strong coffee. We’d like to share it with you. We’re offering a 4 oz./60 cup jar at \$8.99 which is more than \$5 less than Amazon’s current delivered price. Try a cup next time you’re in the store. We hope you’ll be the second person to like it! (Paul’s the first!)



KEEP YOUR DAYDREAM

We on Orcas live in one of the most beautiful environments on this earth. That said, have you ever wondered why RVing? Google “keep your daydream” for the 5-year story of a family of five exploring the three Americas. If you’re a traveler, you’ll find yourself reliving your times in some of the same great spots. If not, make friends with an RVer and go!!

.....
● Might not look like it outside, but it’s definitely time for seed starting!
● We have Renee’s Garden Seeds, and Territorial packets in stock now!
.....

IHS TRACTOR/TRAILER FLEET UPDATE

Our last two 45' curtain trailers were built in the 70's and retired about 20 years ago by one of our superior wholesale suppliers, Huttig Building Materials. As luck would have it, we met up with Doug Small at The Truck Shop in Auburn, WA. You see, the traffic manager at Huttig had just retired 17 curtain trailers by selling them to Doug. Here is where removing greed paid a large part in IHS' success. Over the years, we have always treated Huttig fairly

and paid our bills on time. Let me preface this story with the fact that we know practically nothing about heavy over-the-road equipment. Fortunately, Doug does.

Bill, Huttig's traffic manager, let Doug know that we were good guys and that we shared a big portion of our profits with our employees. It didn't hurt that Neal used to work with Bill at Huttig. Bill instructed Doug to pick out the two very best trailers and sell them to us at the

price of the very cheapest one with no markup (new special length curtain trailers would run somewhere near \$100,000 each). We paid Doug the \$10,000 he asked for and a few dollars more to recondition them and we had the

two-trailer-fleet on the road for the last TWENTY years.

All good things come to an end. After hauling well over 50,000 tons of materials to Orcas, our two 1970's curtain trailers needed to be retired. This time, we were not able to get leftover Huttig trailers, but with Doug's help, we were able to find one in Oregon and one in eastern Wyoming. As you can see by the pictures, Doug reconditioned these trailers to good-as-new.

Here may be the most amazing part of this story. Eight of our nine major equipment purchases in the last 20 years came from The Truck Shop (the Green truck came from Grey Lumber). All eight were sold to us without us quibbling even one dollar on the price. More importantly they are *all* still in service! Yes, even Marce's toilet paper truck came from Doug—I think many of you will agree with me that that ancient little truck may be one of the most important members of the fleet!



Trailer #1



Trailer #2