



# 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 XVIII, Issue XI: Sept, 2018

## TOUGH BUT NOT IMPOSSIBLE

High cost of living, difficult transportation, and a small number of prospective customers make it pretty challenging to compete with huge mainland discount conglomerates. I think we do a pretty good job of it. You must too, judging by our sales records. It's especially sweet when we can not only compete but give them a plain old price "whipping" once in a while. Our Kirkland toilet paper is **HALF** the price of a comparable brand at Winco Foods—and about ¼ the cost at Safeway!



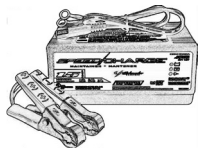
## NJOY DEAL

We ran out. We all ordered at once and now we've ended up with way too much NJOY 16 oz coffee creamer (the kind you've been using at our complimentary coffee bar for years). The excess is on sale for only \$1.50 till gone! (\$3.05 on Amazon).

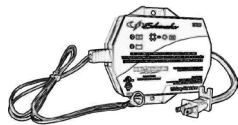


## SORRY, PERRY!

If you're like many of us islanders, you seem to accumulate vehicles: tractors, mowers, motorcycles, boat motors, and ????? and none of them get enough use (especially in our long winters). Come spring, several trips to the Napa to purchase batteries can be avoided with the use of battery maintainers. Here are my favorites and, yes, they are on sale only to our account holders. Sorry, Perry!



Retail \$38.05  
Sale \$29.99  
SKU 9637976



Retail \$39.89  
Sale \$29.99  
SKU 7227754



Retail \$41.65  
Sale \$34.99  
SKU6227193

## ACCOUNT HOLDERS, LISTEN UP!

Yet another special offering to Loyal Account Holders:

Retail **\$325.55**

You pay **\$299.99**

**See back page for details!**

## HEALTH RISK!

During the last 12 or so years, Chinese drywall has been used in home construction in several states, unfortunately including Washington. If you detect a sulfur smell or discover copper or other metal discoloration or deterioration, you may want to contact a qualified home inspector or at least contact your contractor.

If your builder happened to pay more for US made wallboard, you're safe. All of Island Hardware's plasterboard has come from one source for the last 26 years—that's Georgia Pacific manufactured in Tacoma, Washington. Sometimes it pays to stick with one totally honest wholesale supplier (North Cascade Building Materials) who doesn't shop around to save a few pennies.

Homeowners with Chinese drywall have reported serious health problems. In some cases, their doctors have recommended that they abandon their home. This problem has been reported on PBS and is being investigated in Congress.

On a YouTube video, I saw that the bare copper ground wire installed that was surrounded by Chinese products turned dark. Pulling a few duplex outlets may not be a conclusive test but if the bare copper ground wire is still the beautiful copper color, go buy a lottery ticket!

## BREAKFAST SANDWICHES \$2.50!

That's right. Lotsa smoked ham, cheese, and egg on a hearty pretzel roll! All this (+ complimentary fresh brewed coffee) at 1980's prices for a short time at your hardware from 7:30 AM on. Not enough to eat? Add \$2 more for a second sandwich!



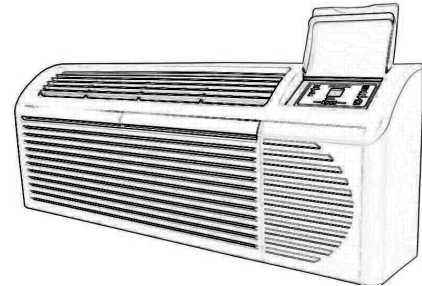
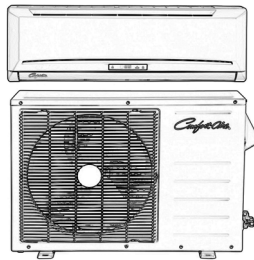
## ACCOUNT HOLDERS, LISTEN UP! (continued from front page)

Ok, so it's not a sports car — not everyone needs a sports car, but Account Holders, you can save \$25 on what could at times be the best seat in the house!



Good Morning. Although I am **elongated**, in some **circles** (pardon the pun), I am considered one of the world's best toilets. Here's why:

1. 1.6 GPF (most water allowed by Big Brother)
2. 4" accelerator flush valve (see to believe)
3. 2 $\frac{3}{4}$ " trap (2" is standard)
4. Tall ADA Compliant (oh, so comfortable)
5. Ten year warranty (standard is 1-2 years)
6. **I flush what others can't!**
7. Everything needed in the box (seat, ring, and flange bolts)!
8. Maybe most important: **AMERICAN STANDARD** quality!
9. This toilet works so well that it is banned in **California!**
10. In stock at Island Hardware! You deserve it!



## GOT YOUR ATTENTION?

Order by Thursday — pick up at the store on Monday. Satisfaction guaranteed as always. These great units start at \$150 +tax. "No freight charges" IHS Prime.

.....

### ORCAS GRADS BEWARE

I hope with all of the smart Orcas grads, this list of the 10 worst college towns in America will be helpful:

This list has nothing to do with the fine schools they have. The ratings take crime, unemployment, and cost of living into consideration.

10. Lubbock, TX
9. Long Beach, CA
8. San Francisco, CA
7. Fresno, CA
6. Baton Rouge, MI
5. Los Angeles (near USC)
4. New York City (cost of living, not crime)
3. Memphis, TN
2. Baltimore, MD
- #1. Chicago, IL (South side)

### GREAT BBQ GRILL TRICK

Most of you probably know about this, but I just tried it for the first time and it worked well. Instead of applying numerous potions to your grill, apply a liberal coat of olive oil to both sides of the meat. I ended up with a cleaner cast iron grill and I think much tastier meat!

## THUMP, THUMP!

This morning I encountered a small SUV parked in the middle of my lane with its flashers on. My first reaction was "what a bad place to brake down." As I slowly swung around, I sadly saw the problem. A young cat was going through the last throws of a painful death. The previous car was probably speeding and slowed down after hearing the two thumps. Well it was too late. If I lived on a busy street I would not have an outside pet.

Wild rabbit "thumps" are just as painful.

Years ago, I killed a young deer, even though I was going under the speed limit. I wonder how many animals I have saved by driving the speed limit. As for our company vehicles following the speed limit on Orcas, that's a condition of employment.

Please slow down, watch for animals, and hopefully you won't feel or hear that **thump, thump**.