



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 V: May, 2018

TREK SELECT DECK SQ EDGE WHOLE UNIT SALE

640 Lin ft 1x6 Pebble Grayreg \$3.48/ln ft....now \$2.00/ln ft
Covers about 270 sq ft

672 Lin ft 1x6 Winchester Grayreg \$3.48/ln ft ...now \$2.00/ln ft
Covers about 285 sq ft

Additional footage \$3.48/ln ft, less 10% 8th of the month.

\$40 delivery applies in these specials priced well below our cost.

BUY AT LEAST FIVE (5) BAGS OF GARDEN DIRT & USE OUR PROFESSIONAL SPREADER FOR FREE!

SMALL PRINT: You must be a current account holder. The full retail price will be added to your account when you take it. When you return it, you'll receive a complete refund. By the way, you can buy more than 5 bags and this offer still stands.



REFLECTING

Many of you really bright folks will not know what a gift C- is. To those of us who consider graduating from high school in the allotted number of years a major achievement... well, you know what it means. I considered that the English language in all its various forms (spelling, composing, typing, book reports, and especially reading) were all my academic enemies.

"All Quiet On The Western Front" is an American classic novel that in big print with pictures came in at well under 150 pages! This literary gem served me well at book report time for *years*.

My benevolent typing teacher told me that the C- grade that I was about to receive was among the greatest academic gifts she had given in quite some time. I guess she just didn't have the heart to give me the grade that I deserved and lower my already pathetic grade point average. You don't need good grades if you plan to attend "The College Of Hard Knocks."

Boy, if my sweet typing teacher could see me now. I've enjoyed writing for your paper (The Hardware Herald) for over 20 years now! I just wish that I were better at it. Anything that I have learned about the communication of the English language did not emanate from high school. It came from my association with a great storyteller, Warren Miller, and listening to Orcas folks with life experience well beyond mine. I just wish I had listened more.

Paul

LET ME APOLOGIZE

I imagine that it gets a little old reading my thank you articles, but I just have to do it. Last month, enough of you chose to support us that our employees' profit-sharing checks are over 10% higher than the prior month. Coupling this with this year's tax cuts makes coming to work a bit sweeter.

You all deserve excellent service and fair prices. After all, you are significantly contributing to living wages for 12+ Orcas families. Let me also thank you for putting up with some lines and delays. By running our crews lean, we have fewer people to share the pie, which means that each family enjoys a bigger piece. Thank you all for choosing us!

HEY, COOL JEEP LADIES!

I used to collect baseball cards; now I collect old, maybe not so cool Jeeps. Wait! There are no uncool Jeeps. Most male Orcas Jeepsters wave. We'd sure like to include more of you ladies. There are no bad Jeeps. If it has a seven slot grill and is having trouble pulling Flaherty's Hill, well then it's probably someone's beloved Jeep.



I don't think that there are definite wave rules. The right hand with finger's spread seems very popular. The younger Jeep waving first to honor his elder seems respectful but any kind of wave will do. If you believe in "It's a Jeep thing," then why not spread some 4x4 madness.

If you can't eat it and you can't wear it, it must be **hardware**.

ORGILL OBITUARY



We regret to announce the passing of another important person to our store. Joseph Orgill was a part of our supplier, Orgill, Inc, who has played a large part in our success by offering quality products and helping us to keep our prices low.

Joseph Orgill III, retired chairman of Orgill, Inc., died on March 12, 2018 after a brief illness. He joined Orgill Brothers & Company as a salesman and later served as President and later as Chairman of the Board until 2005. He was an inaugural inductee into the Home Channel Hall of Fame as well as the President of the Society of Entrepreneurs.

He carried on the family tradition of working hard to meet the needs of his customers while keeping his prices as low as possible so they would benefit. Customer service was #1 priority.

Joseph carried that concept outside his business by being active in the civic and religious life of Memphis, TN, where he lived. He served the community in different capacities: as Director for a local bank, Chairman of the Board for a local art museum and gardens, as well as Chairman of the Board of the Church Health Center. He gave and received much joy in serving others in many ways including delivering Meals on Wheels. He is survived by his wife, children, grandchildren, great grandchildren, and sister.

Dear Joe (wherever you are),

Joe, you are my kind of guy. Sure you're important. You head a worldwide corporation with over 2400 employees. This does not make you too important to stand at your dealer shows and welcome each and every one of your dealers. You make us feel important by welcoming us and thanking us for coming. Your company reflects the goodness in your soul.

Joe, I just realized that our business relationship with Orgill, representing many millions of dollars in trade, has operated very well indeed for years on a handshake!

You run a multi-billion dollar, family-owned company during the day, then deliver Meals on Wheels in the evenings. Is that the kind of person to be emulated? You bet, Joe! I can see your influence in the people that I have met who work for you.

You may not be here any more but you are still affecting many of us in a positive way. In our small way, Island Hardware would like to thank you by helping you feed some hungry folks in Memphis with a check to MIFA Meals On Wheels in your honor.

Joe we both know that you are not like Ace or the others. You don't waste money bragging about your accomplishments. **You just accomplish!** You want Island Hardware to have what we need to succeed. By the way Joe, I am taking the funds for the Meals on Wheels check out of our advertising budget. That's what you would do.

From all of us at the Hardware, we thank you for just being you.

Proud to be your friend,

A handwritten signature in cursive that reads "Paul" followed by a simple smiley face drawing consisting of two dots for eyes and a curved line for a mouth.