



# THE HARDWARE HERALD

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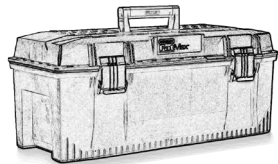
## BUY 3 —SAVE \$6!



Buy any combination of **three** regular priced shirts, jeans, shorts, jackets, vests, sweatshirts, or sweat pants **and save \$6** on your order! How long will we be running this sale? Don't know.



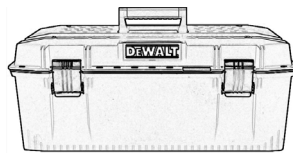
## PROTECT YOUR TOOLS & SAVE!



**Stanley FatMax**  
Retail \$43.19

Our account holder price:  
**\$37.50**

I've kept tools in an open shed and in a truck bed for several years with no sign of rust in boxes like these. WLYB!



**Dewalt**  
Retail \$47.49

Our account holder price:  
**\$39.50**

## WHICH OF THESE ITEMS NOT NORMALLY FOUND IN A HARDWARE STORE DO WE CARRY?

Toilet paper   Brownie mix   Sweatshirt  
Oatmeal   Breakfast burritos   Biodiesel  
75¢ Snickers   50¢ Pepsi   Melatonin  
Allergy relief nasal spray

The answer: mehtfolia

## OOPS!

As big as my mouth is, you wouldn't think I'd be able to get my tongue so twisted up. Last month's Herald stated that our battery maintainers were on sale only to our account holders. I didn't mean that other folks who don't wish to hold an account with us could not purchase these battery savers—just not at that special price. I'm a firm believer in rewarding customer loyalty. Sales for account holders will continue to show up in the Herald. Watch for them and save!

## NEW FEED SUPPLIER

A number of years ago, we switched our primary animal feed supplier from Land of Lakes (Skagit Farmers) made in Oregon to Nutrena, produced right here on Hwy 20. Sadly Nutrena has shut down its western Washington plants and moved production to Oregon!

When looking for the very best animal feed supplier, we thought freshness, purity, and a track record of excellence was paramount. We've found these attributes in family-owned Conway Feed, who have been operating from Conway, WA, since 1919.

We'll be bringing home feed that, in many cases, is less than a week old. Conway has a large array of organic feed and seems to cater to independent feed stores and large dairies/farms such as The Colfelts farm on Orcas. These outfits rely heavily on their feed suppliers.

The folks at Conway are as excited as we are to add us as their newest dealer and want to do what they can to make us a proud Conway Dealer. While they don't warehouse much stock, they have a complete line of feed. Their goal is for your animal's feed to be as fresh as they can produce.

Get your orders in to us by Wednesday and if something is not in stock, they'll try to make it for you before we pick up our order on the following Tuesday. We'll even have available 1000 lb totes for your animals with larger appetites.

Their guarantee is the same as Orgill's and ours—simply **SATISFACTION**. Stop by to pick up a list of our new "Conway" products or visit them on Facebook. You're going to like our new feed prices!





## WELCOME OUR NEW FAMILY MEMBER

She has a more modern design including aluminum deck, extra heavy capacity frame, and is 102" wide. She will be bringing your Island Building Center stock and special orders twice a week for many years to come. We could use a little help with a name. "OLD YELLER" (our newest old trailer will still be making one short trip weekly). Wait till you see what we have planned for our oldest trailer/band stand.

Someone saw this "new to us" trailer and asked if our prices would have to go up to pay for it. I know very little about heavy trucks and trailers but I do know an honest outfit when I see one. I've been calling Doug at his store "THE TRUCK SHOP" in Kent, WA, for over 20 years. He provides us with ALL our trucking needs.

Our driver, Tim, found a used curtain trailer that was just the right size, a bit shabby looking and for sale in Oregon. Doug at The Truck Shop was having trouble finding this odd size (for the ferry) curtain trailer. He suggested that I buy the one we found and he would fix it up for us. I said "Doug, you don't understand—YOU are Island Hardware's truck and trailer supplier, so please inspect the trailer. If you like it, buy it. Then please recondition it so that you would be proud to pull it. When it's done, call me and we'll come pick it up and drop off a check.

At no time, did we discuss a price. I will tell you it cost less than the sales receipts for one slow day at the Hardware. To answer your question, NO, IT WILL NOT RAISE PRICES!

## GO FIGURE

Death Valley National Park is a favorite mid-winter haunt of mine. The park experiences its heaviest tourist travel mainly from Europeans in July, August and September. This July's highest temperature of 127° was not even a record and yet they still poured in!

My granddaughter crawled up on my lap and asked, "Did God make me, Granpa?"  
I said, "Yes."  
She then wanted to know if he made me.  
I replied, "Yes."  
"Well," she said, looking up at my wrinkles and thinning hair, "he sure is doing a better job nowadays."