



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 XVII, Issue IV: April, 2017

SPRING BULBS ARE HERE!



- Dahlia bulbs "Mom's special"\$5.85/2 bulbs
- Gladiolus bulbs "Applause" or "D Day" ..\$3.79/8 bulbs
- Lily "Yellow Power".....\$5.39/3 bulbs
- Iris "Black Gamecock"\$5.69/2 bulbs
- Peony "Immaculee"..... \$8.16/1 bulb
- Seed Potato "Yellow Fin".....\$5.85/5 bulbs

Seed potato: Kennebec, Banana, Red Norland\$4.19/5 bulbs

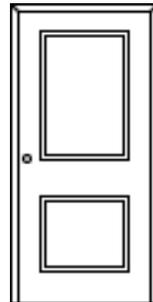
BUY 3 PACKAGES OF BULBS GET A FREE 9" BULB PLANTER!

NOTE: Leek & onion sets will be here the week of March 20!

ARE OUR OPENING PRICES TOO HIGH?...I DON'T THINK SO!

- 2'6" interior primed pre-hung door\$69.25
- 3'x3' Vinyl window with LOW-E\$88.53
- 2'x2' dome 2 layer acrylic skylite\$117.14

See Neal or Woody.



CEDAR LAWN FURNITURE!



Check out our first load from Graham, WA, arriving this week!

Adirondack Chairs, Love Seats, & Tête-à-têtes
Selection of kid sized furniture

TAKE THE CHILL OFF

New Pellet Stove product: Wood Pellets..... 40# bag @ \$6.59

We haven't used these yet, so we'd appreciate your feedback.
Let us know how they work

Fire Logs 5# log, \$1.10

1 log burns 8 hr — great to take off the chill!
Save your cord wood for next winter.

AND DELIVERY IS FREE!

Horse pucky! Delivery is an expense that has to be built into the cost of a product's selling price somehow. While delivery cost may be included, it is certainly not *free*. About 90% of our hardware store items are supplied by our great family owned wholesale distributor, ORGILL. We pay a once-a-week small delivery fee no matter how large or small our order is. Many of Orgill's more than 2000 employees are their own truck drivers. Our weekly delivery is usually about half a semi-truck load and growing. Our delivery fee stays the same as long as it can fit in one 53' long semi-truck trailer.

If you purchase a \$150 steel farm gate from us and we can include it in one of our weekly "Orgill Orders," your portion of our delivery cost to the store is already built into your retail cost, and your gate delivery cost works out to about 75¢! That's right, our Orgill order delivery cost works out to be about .005% of our retail price. Maybe not free, but close.

HOW WE GOT OUR NAME 50 YEARS AGO

The word "Hardware" is obvious. "Supply," not "Lumber," was the previous owner's idea. When they first set out (as we are still striving to), their goal was to *supply* islanders with their necessary needs, be it a 2x4, water heater, toilet paper, or a pair of \$20 work jeans.

Here is where you can help: Let us know if there is something that you buy often that is not readily available on the island, and we'll try to supply *it*. Who knows, you may see *it* on our shelves with your name on a "thank you" tag next to the price sticker.

This is your store, so why not have a say in what we "supply"?

DONNA BALLANGER, AN ORIGINAL IHS OWNER



It's been almost a year since our friend and former owner of Island Hardware and Supply passed away, but we thought it was appropriate to do a short tribute to her.

Donna Ballanger (Patterson), passed away on April 24, 2016. Born November 30, 1933, in Delphus, Ohio, she moved with her parents in 1945 to Whittier, California. She attended Santa Barbara University

where she studied business. In April 1952, she married Bruce Ballanger; they had 3 children, Denise Barfoot (Harold), Ed Ballanger (Cindy) and Barry Ballanger (Mary), several grandchildren [Farren Fry (Ballanger), Alex Ballanger, Molly Ballanger, and Garrett Ballanger] and one great-granddaughter, Madison Fry.

In the fall of 1968, Donna, Bruce, and their children moved to Orcas

Island to join Bruce's brother Marvin and his wife, Harriet, to grow Island Hardware and Supply. The four owners worked hard to keep the community supplied with their needs. In 1992, they sold their share of the business to Paul Garwood. Bruce and Donna became snowbirds, spending winters in Las Vegas and summers on Orcas Island. Bruce passed away in 2013 in Las Vegas.

Donna was known for her community spirit and her thinking "outside the box." Her many ideas brought smiles and some raised eyebrows to those who knew and worked with her. Island Hardware once included a travel agency, manned by Donna and Harriet. Two of her ideas that never quite took off were The Crow Valley Railroad and a lawn mower race course.

In 1973, she organized the 4th of July fireworks display. Donna was one of the founders of the Orcas Family Festival and created the Fly-In, which began in July, 1984 and continues annually.

She will be missed by family, friends and customers for her friendly spirit and warm smile, which she always shared with others.

May you go with God, Donna.

BASEMENT MILLENEOS

For many years, Woody and I have been supporting **Esperanza para los Niños** (Hope For The Children), a home for children in northern Mexico in the Sonora Desert. Children are dropped off by parents who cannot care for them for one reason or another. These kids live out their childhood as members of a truly beautiful Christian family of over 45 members, hoping for their parents' return. Sadly, this does not happen often.

When they turn 18, many of the kids don't want to leave "their home" after receiving a loving up-bringing, good simple food, and a Christian education for so many years.

The two families who have been caring for these kids cannot turn them out. Instead, they gave up their simple

house and moved into the kid's dormitory.

There are now seven young folks who are "Basement Milleneos." Here's a loose translation of the agreement required to continue to live at Esparanza. Maybe it can help you with your "Milleneos."

That freely after hearing of the project to solicit admission to Esperanza los Niños if so desired:

- *To maintain always a competent grade level (90 is minimum)*
- *To be obedient to the internal bylaws of the shelter home*
- *To fulfill the social service that is required by the administration in any of these areas: academic counseling, cleaning in and outside the home shelter, bedroom assistance, laundry, uniform washing, kitchen, maintenance and house shelter repairs.*