



# THE HARDWARE HERALD

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## SPECIAL EDITION!

Hi, folks. This is a bit long, but I had to share this with you. The almost unbelievable price increases have come about from a number of happenings hitting almost at once. I have been buying and selling lumber products since 1964. Never before have I seen such drastic price increases. The chief lumber and plywood buyer for Boise Cascade put the reasons for such unbelievable price hikes as clearly as I have heard them:



“Covid-19 hit.” The governors shut down logging and milling yet left the retail outlets open. People who were quarantined in their houses attacked home improvement, repairs, and gardening like never before. Contractors were told to go home.

The Big Box and little box stores (like us) experienced huge home owner construction materials sales. All at once, construction opened and lighting fires put much of the newly opened forest off limits. The southern hurricanes put a real draw on plywood stocks. To make matters worse, Canada’s mills that usually ship vast supplies of materials south to us have barely enough for their own country. Having all of these things hit at once has generated the most severe shortages in my lifetime.

PVC and other products are facing the same dilemma. Short supply means higher prices. This price gouging begins and ends at the source of the product, not the distributor nor the retailer! My two most trusted and brightest wood buyers tell me that we are at, or close to, the “top” and to buy only what we need now!



Both think that shortly, these crazy prices will drop like a rock. Let’s hope they’re right!

*Paul*



## WHOA

The town of Dyer (pop. 290) is the second largest town in Esmeralda County, Nevada. It takes up a beautiful part of Fish Lake Valley. Across a small two lane highway sits Nevada's highest point, Boundary Peak at 13,147'. The residents of this magical valley are mostly ranchers and indigenous Paiute people. Believe it or not, there is ***no Covid-19 in the county yet!***

Downtown Dyer consists of a market, attached cafe, gas pumps, and a neat-as-a-pin full-service, wonderfully shady, RV Park on the east side of the two-lane byway. The west side houses a post office, closed saloon, and a landing strip out there somewhere. The folks that man the RV park and store complex remind me of the staff at Island Hardware. They're extremely friendly and helpful. The longtime proprietor, Linda Williams, is a shining example and I'm sure she sets the tone for her employees.

My oldest daughter (Woody's kid sister), her mother, my granddaughter, and, of course, the dog, are planning a camping trip to Dyer in a borrowed RV. My daughter called Linda Williams for the first time today. She was worried that the small road (Nevada State Hwy 266) that takes you from Major Federal Hwy 95 over a 7400' mountain pass to Dyer would not have cell service in case of emergency. Linda's response "Cell service along hwy 266 is spotty at best. Call me on this private cell number, #XXX\*, when you get to the turn-off. It should take you less than an hour from there to here. If you're not here in an hour, I'll send the sheriff's deputy to help you. He lives in our RV park."

The people of Dyer just may be as beautiful as their surroundings!

## MORE TOUGH TIMES—BRING THEM ON!

You may have noticed—oh heck, I'm pretty sure you all have seen—some empty shelves in your store over the last few months. In normal times, we order what, in the business, is loosely called "NO EMPTY PEG" method. In other words, we try to keep our shelves and pegs full. We might have 19 widgets on a peg, but we'll order 2 more if we think that they'll fit. Some person, on occasion, might need 21 widgets.

You remember the TP shortage—well, that wasn't all that was in short supply. In February, Marce ordered 48 cases of Clorox anti-bacterial wipes. We just got our first two cases—in September! Only 46 cases to go! Marce is bouncing orders from one supplier to another trying to stay as well stocked as possible.

When we chose to go with Orgill as our principle hardware store supplier, they were the 4<sup>th</sup> largest in their field. Now they are the 2<sup>nd</sup> largest hardware distributor in the ***world***. Recently, they hired an additional 600 full-time employees to insure that they are doing their level best to provide us with what you need. Orgill is a family-owned American company. They do not answer to stockholders, so they can concern themselves with what is right, not just chase the all consuming dollar.

I have not thought about this much in the past but a major portion of our best and favorite suppliers are family-owned or employee-run companies. My family may *own* Island Hardware, but it's *run* by its great employees. ***Every one of them!***

This is what your 20 year old mini van's underside could look like if it never left Pahrump, Nevada. Too bad it does not work this well on humans! Also check out how clean the motor is!

