



# THE HARDWARE HERALD

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## WE'RE HERE FOR YOU!

During this Corona virus epidemic, if any of you should, for any reason, wish to isolate yourself from us or our shoppers, call in your order. We'll place your supplies in Marce's white "toilet paper" truck in the north yard for pick up during normal business hours.

## DARTH VADER OF THE PAINT WORLD

Sometimes when you look at a product on our shelves and pick it for your project, do you ever wonder who really owns it? Well we did, Min Wax stain is owned by the same company that bought Parker paint a few years ago, (then shut them down). Sherwin Williams is a great company (don't get us wrong), but we at Island Hardware feel like we'd rather support a family-owned business than a huge corporation. That being said, we'd like to introduce you to a new line just arriving at IHS as we speak: **OLD MASTERS**, "founded by a Dutch immigrant, formulating paint in his garage and soon after started selling it to a variety of industries. His mission was simple—exceed customers' expectations by delivering a quality solution."

It's family-owned since 1926. Now that's some longevity! We are totally excited about this new line. It comes in stain and a wiping gel and the colors are beautiful. It's so easy to apply that you fancy-finish workers will be on the same level as the DIYers!

## NOW ON TO THE BIGGER CHANGE!!

Another company that we've been selling for years is Cabot—great product—yes, we know! BUT, there are lots of great products out there that are not owned by a huge corporation (Sherwin Williams)—**Messmers**, for instance. Our Rodda rep, Scott, has talked this product up for years now, (always the salesman!) ; ). This is where a family-owned business comes in first, hands down—you actually get to talk to a real person. And talk we have! Messmers is family-owned in West Jordan, Utah. In fact, you'd be hard pressed not to find a Messmer family member at the office any day of the week. With that being said, we're looking forward to a new product, new challenges, and lots of growth as we transition to this great product. We have been all but guaranteed that Clay and Marce will be able to make the old Cabot colors in the new Messmer product.



So buckle up folks, it's gonna be a great 2020!

## THESE ARE CRAZY TIMES!

Sometimes this 74-year-old experiences "CORONA VIRUS FEAR." Other times, the fact that there seems to be little that I can do to help others angers me. I remember watching my single mother working hard and struggling to come up with the rent on our converted one car garage apartment.

As some of you know, the plight of single parent families has always occupied a place in my heart. Hardware clerks can do little to help Orcas families combat this terrible disease. We can, however, help a few single parents with some of their rent and child-care expense until this thing subsides. Imagine how difficult it would be if you had to come asking for help. This is where you come in. If you know of an Orcas family that fits this situation, please contact me at 360-317-4386 or Woodie or Marce at the store "-4200." Sounds like our "Koats For Kids" program, don't ya think? Our Orcas economy has thankfully grown to a point that we no longer have the need for the little kids coats.

We've been augmenting a few families' daycare expenses through Kaleidoscope scholarships for years. We do not give the money to the families; we make the payments directly to the daycare or I guess in this case, the landlord.

So far this flu has been a pesky inconvenience for most of us who are fortunate enough to live on one of the most magical islands in the greatest country on earth!

Good health to all and remember we're here for you!

### Just a thought

Your hardware store is three years older than McDonalds. They are enjoying their 50<sup>th</sup> this year—ours was three years ago. I guess you could say that we are here to stay.