

Ilion Lumber Co.  
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August 2018  
News & Sales Flyer

Tool and Hardware Specials:

<p><b>DEWALT</b> 23-Pocket USB Charging Tool Bag</p>  <p><b>\$48.99</b> DGC530</p>	<p><b>DEWALT</b> 33-Pocket Lighted Charging Tool Bag</p>  <p><b>\$99.99</b> DGCL33</p>	<p><b>BOSTITCH</b> 6-gallon Pancake Compressor</p>  <p><b>\$99.00</b> 301376</p>	<p><b>PLEWS</b> <b>LooriMatic</b> Premium PVC Air Hose 3/8" x 50'</p>  <p><b>\$9.99</b> 575835</p>	<p><b>DEWALT</b> 20V MAXXR Lithium 2-pk Batteries</p>  <p><b>\$114.99</b> 302307</p>	<p><b>IMPERIAL BLADES</b> 3-pk Oscillating Blades</p>  <p><b>\$13.59</b> 303428</p>
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<p><b>STANLEY</b> Instant Change Utility Knife</p>  <p><b>\$7.49</b> 393681</p>	<p><b>STANLEY</b> 100-pk HD Utility Knife Blades</p>  <p><b>\$8.99</b> 335998</p>	<p><b>STANLEY</b> 5-pk HD Utility Knife Blades</p>  <p><b>\$1.49</b> 333366</p>	<p><b>JOHNSON</b> Ultra Box Level</p> <table border="0"> <tr> <td>24" - \$26.99</td> <td>303912</td> </tr> <tr> <td>32" - \$32.99</td> <td>1832</td> </tr> <tr> <td>48" - \$44.99</td> <td>303928</td> </tr> <tr> <td>72" - \$68.79</td> <td>1872</td> </tr> </table> 	24" - \$26.99	303912	32" - \$32.99	1832	48" - \$44.99	303928	72" - \$68.79	1872	<p><b>Eklind</b> 18 pc Combination Hex Key Set</p>  <p><b>\$4.99</b> 329987</p>
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32" - \$32.99	1832											
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Building Material Specials:

<p>6-panel Molded Door Unit 2'8" x 6'8"    3'0" x 6'8"</p>  <p><b>\$79.59</b>    <b>\$82.99</b> 28EL 28ER    30EL 30ER</p>	<p><b>USG</b> All Purpose Joint Compound</p>  <p>4.5 gal <b>\$15.90/pail</b> IC</p>	<p><b>USG</b> Midweight Compound</p>  <p>4.5 gal <b>\$15.90/pail</b> MW</p>	<p><b>USG</b> Plus 3 Lightweight Compound</p>  <p>4.5 gal <b>\$15.90/pail</b> P3</p>	<p><b>ATRIUM</b> WINDOWS AND DOORS Vinyl Replacement Double Hung 8300 Series</p>  <p>0-101 United inches Includes Low E and Argon <b>\$149.99</b> ARW</p>
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Around the House Specials:

<p><b>Jackson</b> PROFESSIONAL TOOLS Professional Steel Wheelbarrow 6CF</p>  <p><b>\$85.99</b> 702312</p>	<p><b>Henry</b> Driveway Sealer 4.75 gal</p>  <p>3-year warranty <b>\$ 18.59</b> DS</p>	<p><b>CHAN NEL LOCK</b> Aluminum LED Flashlight</p>  <p><b>\$8.99</b> 808192</p>	<p><b>Best</b> Wasp &amp; Hornet Spray 18 oz.</p>  <p><b>\$2.39</b> 727877</p>
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While Supplies Last

# Food and Knowledge...what a great combo!



We will again this year be hosting a summer cookout / product knowledge event to feature our Color Guard Railing Systems on **Friday, August 17<sup>th</sup>**. All customers are welcome to attend. Come grab a free lunch and see what is new with Color Guard Railings. We have had many, many satisfied customers with this product—both on ease of installation and cost.

## Commodities Update:

- Panel Products:
  - OSB: just when you thought the crazy high prices would stick around through the busy building season, we're seeing them drop very noticeably and will probably continue so for the next few weeks.
  - SYP plywood, likewise continues to drift lower.
- Dimension Lumber:
  - SPF Lumber, similar to panel products, has seen relief from the very high priced market—all dimensions with the exception of studs, which surprisingly is maintaining strength.
  - Southern Pine lumber (from which we get PT lumber) is sliding down these past few weeks also.
- We will be raising our GAF roof shingles (Timberline HD) prices by as much as \$6/square in early August as we try to catch up with the previous price increases which have not been passed along to our customers.
- Joint Treatments from USG have been raised on July 16 by 3%. We will most likely not raise our retails until the fall.
- USG announced an 11% ceiling grid increase in May. We will be implementing that increase at the retail level this month.
- Johns Manville will raise fiberglass insulation prices by 8% on batt and roll products and 10% on loose fill blowing wool on September 17<sup>th</sup>.

## New Inventory Items:

- 5' lengths of PVC pipe (Schedule 40) are now available (1-1/2", 2", 3", 4")
- Fibratape 36" x 75' self-adhesive mesh repair fabric for walls and ceilings.
- Nestle PureLife bottled water 24pk (.5L).
- Channellock portable Air Mover fan.
- Kwikset Signature Series combo locksets (Juno Satin Nickel and Venetian Bronze)
- Gorilla Heavy Duty multipurpose Spray Adhesive 14oz.

## Words Worth Reading:

Fearlessness means taking the first step even if you don't know where it will take you. It means being driven by a higher purpose rather than by applause. It means knowing that you reveal your character when you stand apart more than when you stand with the crowd.

If you step up without fear of failure, if you talk and listen to each other without fear of rejection, if you act with decency and kindness even when no one is looking—even if it seems small or inconsequential—trust me, the rest will fall into place.

-Tim Cook, CEO of Apple, speaking at Duke University on May 13, 2018

## Quote to Think About:

**“Did you ever stop to think and then forget to start again?”**

-A.A. Milne  
(Winnie the Pooh author)

## Hardware Humor: John McPherson “Close to Home”



Many hardware stores now provide sketch artists to help their customers recall the part they need.

## Brain Builder: See if you can figure it out!

A man finished painting his house and went to the hardware store to buy an unidentified item in order to finish the job. The cashier said that the item was one for a dollar and the man replied, "I need 100, here's \$3". He paid and left. What did the man purchase?

Go to [www.ilionlumber.com](http://www.ilionlumber.com) for the answer!