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*** While Supplies Last ***

<u>Commodities update</u>:

- Panel products: <u>OSB</u> mills continue to curtail production, either by indefinite mill closure or by "scheduled maintenance", in efforts to get pricing higher. Order files in many regions of the country are growing, which will increase prices. <u>SYP</u> <u>plywood</u>, on the other hand, is still languishing at rather lackluster pricing for producers (good for those of us purchasing product).
- <u>Dimension lumber</u> in most all species are still at lower levels of the spectrum, but there are signs of slight upward movement as of this writing.
- USG has announced a <u>gypsum</u> price increase effective 8/12/19 of \$10/MSF. This is coming quickly on the heels of the decrease we passed along a few months ago. Don't know if the increase has anything to do with the new ownership of USG (Knauf purchased the company officially in April).
- USG Interiors will increase <u>ceiling panels</u> by 7% also on 8/12/19!
- Clark Dietrich will be trying for a 5% increase for steel studs on 8/5/19. Existing quotes will be honored, assuming the price does actually increase.
- Simpson Strong-Tie will increase costs on selected <u>metal products</u> due to Chinese tariffs on 8/5/19.
- We did, this past month, take a small increase on GAF <u>roofing shingles</u> and have passed that new cost on to the retail level.

Quote to Think About:

"...But he realized Henri already knew all he'd ever need. He knew he was loved. And he knew how to love."

> -from <u>How the Light Gets In</u> by Louise Penny

Brain Builder: See if you can figure it out!

If a wheel has 64 spokes, how many spaces are there between the spokes?

Go to ilionlumber.com for the answer!

<u>New Inventory items:</u>

- We have a new stocking assortment of <u>Kreg</u> woodworking tools and kits!
- Sashco, our manufacturer of <u>Lexel</u> and <u>Through the Roof caulk</u>, has introduced a new Kitchen and Bath caulk called <u>Cleanz</u>, which is a superior mold inhibiting caulk due to its added enzymes which eliminate the oils from our sinks and tubs, which the mold feeds on. Sashco is one of our most respected vendors for the quality products it manufactures and <u>Cleanz</u> will only add to the list of their torrific products. We stock it in white and a





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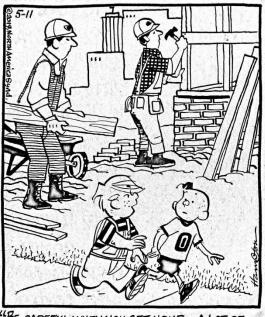
Words Worth Reading:

"It is a paradox that when people are finding themselves they often have a sensation that they are letting go and surrendering themselves. You meet a person in need. At first you just commit to help them a little. An hour a week. It's no big deal. But then you get to know and care about the person, and the hooks of commitment are set. Now you'll do what needs to be done. At this point you just *let go of the wheel*. You stop asking, What do I want? and start asking, What is life asking of me? You respond...A personality awakens itself by how it gives."

-from <u>The Two Mountains</u> by David Brooks

Hardware Humor:

DENNISTHE MENACE, Hank Ketcham



"BE CAREFUL WHEN YOU GET HOME... A LOT OF THEIR WORDS ARE 'SIT-IN-THE-CORNER' WORDS."