

Ilion Lumber Co.  
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December 2019  
News & Sales Flyer

Tool and Hardware Specials:

<p><b>AMERICAN POWER PULL</b> <b>Load Binder</b>  <b>\$19.99</b> 738646</p>	<p><b>DEWALT</b> <b>Reciprocating Saw</b> <b>12 AMP</b>  <b>\$88.90</b> 333867</p>	<p><b>Milwaukee</b> <b>12 pc</b> <b>Reciprocating Saw</b> <b>Blade Set</b>  <b>\$18.59</b> 338851</p>	<p><b>Milwaukee</b> <b>7 1/4" Framer</b> <b>Saw Blade 24T</b>  <b>\$5.29</b> 304031</p>	<p><b>Milwaukee</b> <b>6 PC</b> <b>Screwdriver</b> <b>Set</b>  <b>\$14.99</b> 301268</p>	<p><b>Do it Best</b> <b>15" Utility</b> <b>Bar</b>  <b>\$6.99</b> 317730</p>
<p><b>FALLTECH</b> <b>Roofer's Fall</b> <b>Protection Kit-</b> <b>Universal Size</b>  <b>\$104.99</b> 347565</p>	<p><b>Empire</b> <b>True Blue</b> <b>Torpedo level</b> <b>&amp; Rafters</b> <b>Square</b>  <b>\$9.29</b> 303799</p>	<p><b>Do it Best</b> <b>Professional</b> <b>Grade Duct Tape</b>  <b>\$2.99</b> 405256</p>	<p><b>WERNER</b> <b>48" Long Handle</b> <b>Floor</b> <b>Scraper</b>  <b>\$12.29</b> 793566</p>	<p><b>IMPERIAL BLADES</b> <b>One Fit 3PK</b> <b>Oscillating</b> <b>Blades</b>  <b>\$12.99</b> 302433</p>	

Building Material Specials:

Paint Specials:

<p><b>Calcium Chloride</b> <b>Flake</b> for ice melting 50LB  <b>\$15.39</b> CC50</p>	<p><b>Do it Best</b> <b>Ice Melter 20lb.</b> Melts ice down to -7%!  <b>\$3.99</b> 740906</p>	<p><b>ROCKWOOL</b> <b>Comfort batt Insulation</b> R15X15" R23X15" 59.75SF/bg 39.80SF/bg <b>\$38.97 \$44.39</b>  R1515 R2315</p>	<p><b>valspar</b>  <b>\$32.99/gal</b> 774024 774062 774093 773973</p>	<p>Best Look by <b>WOOSTER</b> <b>4-1/2 Mini</b> <b>Roller</b> <b>Cover &amp; Frame</b> <b>\$4.79</b>  <b>4" Foam or</b> <b>Woven Roller</b> <b>Cover 5PK</b> <b>\$2.99</b> 772301 772357 772352</p>
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Around the House Specials:

<p><b>TRUE TEMPER</b> <b>Poly Snow Pusher</b> <b>36" 30"</b> <b>\$48.99 \$41.99</b>  725798 725774</p>	<p><b>Do it Best</b> <b>MINI</b> <b>Ratchet \$3.39</b> Screwdriver 300284 <b>Socket Ratchet \$4.29</b> Driver 300373 <b>Adjustable \$4.69</b> Wrench 300489 </p>	<p><b>ERICKSON</b> <b>3/4"X14' Tow Rope</b> <b>6000LB</b> (Great winter item!)  <b>\$8.29</b> 585459</p>	<p><b>Steel Pro</b> <b>Entry Lockset &amp;</b> <b>Deadbolt combo</b>  <b>\$16.19</b> 239100</p>
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\*\*\*While Supplies Last\*\*\*

## Commodities update:

- USG, our main provider of drywall products, has informed us that when our supply of 3/8" Imperial Sheetrock is deleted, we will no longer be able to source it from them. This product while some what of a specialty product, was a nice alternative for remodelers who did not want to add too much thickness to a repair product and had a bit more bending capability than 1/2" board. Therefore once our stock is sold of this product we will not be able to replace it.
- Atrium Windows and Doors has informed us that they will implement a 4-7% increase on product we purchase from them-primarily vinyl windows for new construction and for replacement. Effective date is 1/3/20.
  - Pella Windows has announced an increase for 2020 effective 12/13/19
- Panel products: OSB seems to be reacting to production curtailments with price increases-more noticeable than the last year or so. Huber products-Advantech and Zip Sheathing-has also taken a noticeable increase. SYP plywood has remained somewhat steady, with only slight increases.
- Dimension Lumber of most all species remains somewhat flat.
- Our vinyl siding vendor, Bluelinx, has announced a 12/23/19 increase of 4% on all vinyl siding, accessories, skirting, shutters, etc.
- Our main steel stud vendor, Clark Dietrich, has announced a 10% price increase for 1/6/20. All existing quotes will be honored.

## New inventory items:

- Campbell Chain, cable and accessories assortment-over 100 items!
- Fall Tech Roofer's Fall Protection Kit



## Words Worth Reading:

### Life lesson #21

One summer evening when I was 10 or 12 and was playing outside, I ran through the back yard of our suburban home and was stopped dead in my tracks. My father had dug up part of the back lawn outside our bathroom and was working to unclog the septic system which had become lodged with-well, you can imagine!

As I stood there watching him sweating like crazy, his arms soiled with "you know what" up to his elbows, I said "Dad, I wouldn't do that job if you paid me a thousand dollars!"(which was a lot of money at the time) He stopped what he was doing only briefly, looked at me and said "Son, sometimes in life there are things you have to do and don't get paid at all!" He then resumed his toils and taking in those words, I did what most 10 or 12 year olds would do. I hightailed it out of the back yard as quickly as I could lest I get recruited to help with that nasty job.

There have been numerous times in my adult life that I've reflected on those simple fatherly words, especially at times when I would have rather been doing just about anything else I was doing it because I knew it just had to be done, whether for the sake of the household, the children, friends or neighbors, no matter how difficult the task was. Luckily cleaning a clogged septic system hasn't been one of them, but I do think of my Dad during those times and say to myself "Yep, you were right again Dad!"

Al Cavo

## Hardware Humor:

Close to Home By John McPherson



In a tremendous stroke of luck, Dr. Remley has the opportunity to perform surgery on the contractor who renovated his kitchen.

## Quote to Think About:

*It's better to know and think you don't, than not know and think you do.*

Lao Tru

(taken from an email on sales training from Rick Davis)

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

What is special about these words:

**job, polish, herb**

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