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January 2020  
News & Sales Flyer

Tool and Hardware Specials:

While Supplies Last

<p><b>STANLEY</b> 50 pk HD Utility Knife Blades  <b>\$5.79</b> 357544</p>	<p><b>PORTER CABLE</b> 6 Gal Pancake Compressor  <b>\$109.59</b> 306754</p>	<p><b>DEWALT</b> 7-1/4" 15AMP Lightweight Circular Saw  <b>\$107.29</b> 373095</p>	<p><b>Makita</b> 7-1/4" 10.5AMP Circular Saw  <b>\$83.29</b> 396435</p>	<p><b>Milwaukee</b> Compact Tape Measure <b>\$8.49</b> 302622  100' Bold Line Chalk line <b>\$7.89</b> 303572  11 in 1 Multi bit Screwdriver <b>\$7.49</b> 385477 </p>
<p><b>Great Stuff w/ Smart Dispenser Window &amp; Door Foam Sealant Reusable!</b>  <b>\$4.99</b> 123198</p>	<p><b>ZIPWALL</b> HD Plastic Barrier Zipper(2PK)  <b>\$12.99</b> HDAZ2</p>	<p>Rubber Tie Down Strap 21" or 31" <b>\$1.49 \$1.99</b>  574275 574284</p>	<p><b>IRWIN</b> Industrial Tools 5pc Impact Masonry Drill Bit Set  <b>\$9.59</b> 301941</p>	<p><b>Multi-Purpose Bronze Flat Head Torx Screw 9X3-1/8" 1 LB Jar(76pcs)</b>  <b>\$6.69/jar</b> BTM318</p>

Building Material Specials:

Paint Specials:

<p><b>Do it Best</b> Blue Ice Melt 40lb Bag  <b>\$6.99</b> 704028</p>	<p>Wood Marking Stakes 5'-<b>\$1.99</b> 6'-<b>\$2.49</b>  5MS 6MS</p>	<p><b>USG</b> 2X4X9/16" Plateau Ceiling Tile 64SF/CT (8pcs)  <b>\$31.99/CT</b> BD725</p>	<p><b>valspar</b> Integrity Interior Ceiling White Paint  <b>\$18.19</b> 797542</p>	<p><b>Best Look</b> Interior PVA Primer Paint 1gal  <b>\$8.39</b> 797825</p>	<p><b>Do it Best</b> Pro Blue Painters Tape 2"X60yd  <b>\$4.29</b> 799836</p>
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Around the House Specials:

<p>Woods 12' Road Power Booster Cable 8 Gauge 200AMP  <b>\$11.99</b> 572874</p>	<p><b>Do it Best</b> 38" Steel Handle Poly Snow Shovel <b>\$11.79</b>-702932  Leather Lined Gloves <b>\$8.99</b>-707462 </p>	<p><b>sashco</b> Cleanz Active Enzyme Kitchen &amp; Bath Caulk White 10.5oz <b>\$6.89</b>/tube 777535  White or Almond 6oz <b>\$4.69</b>/tube 786880 773556 </p>	<p><b>Gorilla</b> Heavy Duty Clear Packing Tape 1.88"X25YD  <b>\$2.99</b> 970545</p>
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### Commodities update:

- Panel products: OSB production curtailments continue to keep prices higher than most of last year, but long term should not be a great concern. SYP plywood is still at it's lowest levels of the last 8-10 months.
- Dimension lumber: There have been small increases in most species for the last weeks and there is the expectation this will continue for the next few weeks.
- The expected drywall increase has been announced and will take effect early this month. While it is not the 20% announced, as of this writing the increase will be around \$.02-\$0.25 per square foot. A few will increase \$.03 per square and some of the specialty items will increase up to \$.07 per square foot. If, in fact the increase occurs, we will raise our retails by mid month.
- The fiberglass insulation increase of 8% is scheduled to take place on January 20, and assuming it does stick, we will raise our prices late this month or early next.
- Steel studs as reported last month are scheduled to increase by 10% on January 6. Many times the increase are postponed, reduced or cancelled depending on market conditions, so we'll see what happens.
- Our concrete block supplier has announced a large increase effective January 1. Typically the increases are announced in the spring and are only a few percent higher than the previous year. This year's increase is around 10%. We haven't decided whether we'll look for a new supplier or absorb the increase.
- The Atrium Window & Door increase announced last month of 4-7% is still scheduled for January 3 on our new and replacement vinyl windows.
- Our vinyl siding distributor has instituted 4% increase effective 12/23/19.

### Brain Builder:

See if you can figure it out!  
A man stands on the side of a river, his dog on the other. The man calls to his dog, who immediately crosses the river without getting wet and without using a bridge or a boat. How did the dog do it?

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

### New inventory items:

- Builder tubes in 4' lengths for diameters 6",8" and 12". Obviously, we will continue to stock all sizes in 12' lengths.
- Meeko's Fireplace mortar (refractory cement) in 10oz caulk tubes-in addition to our current 1 gallon pails and 50lb bags.
- We're expecting in this month a variety of DeWalt propane heaters.
- As advertised on the front page, we have DOW Window & Door Foam Sealant with the smart dispenser which is reusable for 30 days.

### Helpful hint:

**When backing up a trailer, steer with the bottom of the steering wheel. The direction you turn it is the direction the trailer will move.**

### Words Worth Reading:

"Justice is not postponed. A perfect equity adjusts its balance in all parts of life. The dice of God are always loaded. The world looks like a multiplication table or a mathematical equation, which, turn it how you will balances itself. Take what figure you will, its exact value, no more or no less, still returns to you. Every secret is told, every crime is punished, every virtue rewarded, every wrong redressed...every act rewards itself...Treat men as pawns and ninepins, and you shall suffer as well as they. If you leave out their heart, you shall lose your own...The thief steals from himself. The swindler swindles himself. For the real price of labour is knowledge and virtue, whereof wealth and credit are signs. These signs like paper money, may be counterfeited or stolen, but that which they represent, namely knowledge and virtue, cannot be counterfeited or stolen. These ends of labour cannot be answered but real exertions of the mind and in obedience to pure motives."

-from *Compensation*  
By Ralph Waldo Emerson

### Hardware Humor:

