



September 2020  
News & Sales Flyer

While Supplies Last

Tool and Hardware Specials:

<p><b>DEWALT</b> ½" VRS HD Drill 8.5 AMP <b>\$79.98</b></p>  <p>393525</p>	<p><b>DEWALT</b> Gripper Rubber Coated Gloves <b>\$2.79</b></p>  <p>734424</p>	<p><b>Milwaukee</b> 25' Compact Tape Measure <b>\$9.29</b></p>  <p>302622</p>	<p><b>Milwaukee</b> 2PC Set Folding Utility Knife &amp; Carpet Knife <b>\$14.99</b></p>  <p>322614</p>	<p><b>Milwaukee</b> 10PC Recip Saw Blade Set <b>\$15.39</b></p>  <p>362786</p>	<p><b>Milwaukee</b> Anti Fog/Anti Scratch Glasses <b>\$5.99</b> Clear Tinted</p>  <p>844528 811112</p>
<p><b>SWANSON</b> www.swansonstoolco.com Speed Square Combo Pack 12" square &amp; regular square <b>\$14.39</b></p>  <p>SW1201K</p>	<p><b>MASTER MAGNETICS, INC.</b> <b>MAGNET</b> SOURCEZ Mini Floor Sweeper <b>\$9.99</b></p>  <p>MMS</p>	<p><b>Titebond</b> THE PRO'S ADVANTAGE Water Resistant Wood Glue 8oz <b>\$2.99</b></p>  <p>343412</p>	<p><b>YELLOW JACK</b> 50' 14/3 Indoor/outdoor Extension cord w/powerlite <b>\$19.59</b></p>  <p>530579</p>	<p><b>Do it Best</b> 8" Stainless Steel Drywall Taping Knife <b>\$5.59</b></p>  <p>322886</p>	

Building Material Specials:

<p><b>JM</b> Johns Manville R19X15" Kraft Faced Fiberglass Insulation 87SF- \$33.19/bg</p>  <p>K1250</p> <p>R38X24 Kraft Faced Fiberglass Insulation 64SF- \$48.30/bg</p>  <p>K1245</p>	<p><b>sashco</b> Producers That Work Through the Roof 10.5oz <b>\$5.99</b> 1qt <b>\$14.29</b> 1gallon <b>\$47.99</b></p>  <p>117927 117935 117943</p>	<p><b>Do it Best</b> Ultra White Interior Eggshell 1gal <b>\$29.59</b></p>  <p>770296</p>	<p><b>Do it Best</b> Paint Roller &amp; Tray Set 6 piece <b>\$7.49</b></p>  <p>772330</p>
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Around the House Specials:

<p><b>TRUPER</b> Long handle Fiberglass Shovel with Cushion Grip Round Point Square Point <b>\$12.99</b></p>  <p>757595 702318</p>	<p><b>Do it Best</b> Pole Tree Pruner 8' Capacity <b>\$14.99</b></p>  <p>710831</p>	<p><b>QUIKRETE</b> Zip &amp; Mix Polymer Modified Repair Mortar <b>\$4.99</b></p>  <p>260042</p>	<p><b>Henry</b> Driveway Asphalt Pothole Patch 1gal <b>\$9.59/gal</b></p>  <p>110132</p>	<p><b>QUIKRETE</b> Commercial Black top Patch 50lb <b>\$9.15/bg</b></p>  <p>BGCOLE</p>
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## Commodities Update:

- By now most of you are aware of the shortages and resultant price increases that are hitting many product lines in the building trades. All lumber panel products (SYP plywood, OSB and Zip sheathings) have taken such huge increases over that last few months that many people believed it couldn't be sustained for long. The fact is, though, that somehow the prices continue to rise rapidly and still we have to struggle to find product to supply our needs. Replacement costs are now much higher than we were selling for only a short time ago.
- Dimension lumber has joined the price increase party like pressure treated did a few months ago (and speaking of treated and 4X4's are still next to impossible to find) and many mills are so busy they are not quoting-they are off the market. Again, there seems to be no let up.
- Our vinyl siding supplier has been so busy that some special orders have been pushed to three weeks out or more. Usually we are 2-3 days out on siding orders. Some hardware items, paints and stains are various plumbing items are becoming short of supply as well.
- Other than that, it is business as usual! It might be a good idea for those of you using contracts for your projects to include some clause that allows you to increase your price if you can show that your building products used will be substantially increasing. Like wise, we are protecting ourselves and are only able to hold our quotes for one or two weeks, rather than the usual one month.
- Fiberglass insulation manufacturers have announced a 4% increase effective October 1 (almost inconsequential isn't it!?!?!?)

## Quote To Think About:

Compassion is not weakness, and concern for the unfortunate is not socialism.

Hubert H Humphrey

## New Inventory items:

We've finally started carrying a deck flashing product made of vinyl in a Z shape for flashing the area where the deck meets the house structure.



## Words Worth Reading:

### The Ways I Wish My Life Was Different

I wish my parents didn't argue so much when I was growing up-especially over money.

Then again, it helped me realize what I wanted in my future mate and to never argue over money with her, so maybe I wouldn't wish that.

I wish my father had a more professional occupation, rather than coming home tired and dirty as a building supply owner.

Then again, I would have missed out on following in his shoes and having a career that I have found to be most rewarding and fulfilling, so maybe I wouldn't wish for that.

I wish I had studied harder in high school so I could have gone to a more prestigious college.

Then again, I would have missed out on finding the wife of my dreams at the college I did attend, so I would not wish that.

I wish I had not worked so hard at my job and had relaxed more.

Then again, my kids would not have seen me work as I did and might not have been as driven as they were to succeed in their pursuits, so I guess I don't wish that.

I wish I was more outgoing and comfortable around people.

Then again, maybe I would not have developed some of the talents I do have to cope with being introverted and have enjoyed life more because of it, so maybe I don't wish that.

It's funny in life how some aspects, as we experience them, seem to be painful but with hindsight are really the formative lessons of our lives that shape our future and the futures of those around us. And in the long run, those painful times, those lapses of judgement, those tough situations may turn out to be blessings in disguise. Upon reflection, it's not hard to see Providence at work in our lives and how most of the time, with determination and effort, the experiences we wished had not occurred may prove to be the foundations of our greatest achievements.

I do wish I could sing better, though.

Al Cavo

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

Your parents have six sons including you and each son has one sister. How many people are in the family?

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

## Hardware humor:



"I told Jerry the measurement was wrong, but he cut it anyway. You know how stubborn he can be.!"