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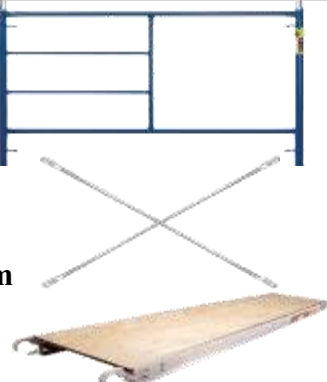
161 W. Main St.
 Ilion, NY 13357

October 2021

News and Sales Flyer

While Supplies Last

Tool and Hardware Specials:

<p>BOSTITCH Coil Roofing Nailer \$219.94</p>  <p>347639</p>	<p>Makita 7-1/4" 15AMP Circular Saw \$97.86</p>  <p>322016</p>	<p>IRWIN 7-1/4" 24T Circular Saw Blade \$3.87</p>  <p>370355</p>	<p>DEWALT 5" HD Orbital Sander 3AMP \$55.47</p>  <p>366641</p>	<p>Milwaukee 15pc Black oxide Drill Bit Set \$18.75</p>  <p>358874</p>
<p>CHAN NEL LOCK 65" Compact Laser Distance Measure \$27.77</p>  <p>346107</p>	<p>JOHNSON 2' Aluminum I- Beam Level \$6.96</p>  <p>365740</p>	<p>JOHNSON 9" Rubber Edge Magnetic Torpedo Level \$4.79</p>  <p>365696</p>	<p>METALTECH 5X5" Scaffold Cross Frame \$83.97-771057 7'X4'X1" Scaffold Cross Brace \$31.48-771060 7' Scaffold Platform Deck \$137.76-771063</p>	

Building Material Specials:

Paint Specials:

<p>ROCKWOOL Comfort batt Insulation R15X15" 59.75SF/Bg \$49.28/bg</p>  <p>R1515</p>	<p>DUO-CORP. Aristoclass Vinyl Hopper Basement Window 32"X15" White \$95.97 (other sizes in stock!)</p>  <p>3215WH</p>	<p>CIC Ballistic Nylon Pro Knee Pads \$21.58</p>  <p>364274</p>	<p>Best Look Paint & Primer in One Interior Satin Finish Feather Quill Gray Color \$28.22</p>  <p>770300</p>	<p>Do it Best 4"X12" Floor & Wall Scraper \$5.07-308188</p>  <p>10pk Scraper Blades \$3.22-308323</p> 	<p>Best Look 3pc Roller Cover Set 3/8" Knit Fabric Set \$4.46</p>  <p>772373</p>
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Around the House Specials:

<p>Rubbermaid 20gal Trash Can with Lid \$11.86</p>  <p>632589</p>	<p>ERICKSON 1"X25' HD Ratchet Strap w/hooks 3000lb. \$13.84</p>  <p>573809</p>	<p>STEEL Entry Lockset Bright Brass \$9.77 239054 Brushed Nickel \$10.41 225580</p> 	<p>WERNER 24' Fiberglass Extension Ladder Type 1A (orange) \$238.21 782106 6' Fiberglass Stepladder Type 1 (blue) \$63.20 791598</p> 
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Commodities Update:

- Panel products & Dimension lumber: Both product groups seem to have found the bottom of their fall from this year's earlier run-up and both panels and dimension lumber, after its slow rise from 6-8 weeks ago seem to be rising faster. Where as in the previous few months, we were seeing \$15-20/weekly hikes, now it is not unusual to see \$50/m increases each week. Might be prudent to commit now if you have lumber/panel needs.
- Gypsum wise, we have raised our retails for drywall, joint treatments and accessories.
- Looks like Dupont will increase the XPS foam (blue extruded rigid insulation) again this year by 8% the first of October. Polyisofoam (Hi-R sheathing) will increase around 10%.
- Our fiberglass basement blankets (R19 6'X50') will increase by 8% in early October.
- Again, steel studs will increase by 10% early this month. While not announced yet, it would be expected to go up again in November since we've seen 10-15% increases each month for about a year now. We would expect other steel products-rebar, mesh, etc. to remain strong in price through the end of this year.
- Larson will increase their products (storm doors and windows) by 7-8% effective October 18.
- In the millwork department, we have been informed from one of our primary vendors that flush interior door units will increase by 20% in early October. Residential fire rated exterior door units will increase 11% also.
- USG Interiors will increase ceiling grid products up to 10% effective October 11.

Brain Builder: See if you can figure it out!

A truck driver drives 240 miles at 40 MPH, then 240 miles at 60 MPH. What is the average speed? (That might also be why we've had so many late deliveries from our vendors lately!)

**illionlumber.com
for the answer!**

Quote to Think About:

“It must be good to die in the knowledge that one has done some truthful work and to know that, as a result, one will live on in the memory of at least a few, and leave a good example for those who come after.”

Vincent VanGogh

Words Worth Reading:

EIGHT LIFE LESSONS CONCRETE HAS TAUGHT ME

Our industry is not for the faint of heart, the lazy, or the bigoted.

Growing up, my dad would often say, “Experience is a great teacher...if it doesn't kill you.” When we worked together in the late 1980s and early '90s, not a week went by without him repeating this mantra. It was his way of saying, ‘Pay attention, always try to learn something, and be careful.’

Our trade can be dangerous and it has a lot to teach us. Think of the poor guys who've lost fingers setting up ready-mixed chutes or who've lost hands in conveyors or in pumps. Or those who, tragically, lost their lives on the job.

Concrete has taught me many personal lessons, and I'm sure I'm not alone. It's taught me to monitor the economy just like the weather – many years are feast or famine in our trade. It's taught me that having a rock-solid work ethic is the best way to build a good reputation, which is priceless.

Concrete has taught me to ignore the color of someone's skin, their educational credentials or lack thereof, and their physique. Some of the smartest people I've worked with didn't graduate from high school, some of the hardest-working people are multiethnic, and some of the toughest people I know don't weigh 130 pounds soaking wet.

Concrete has taught me time and time again about the value of mentoring. When I started finishing, I grew only because of the seasoned finishers who invested their time in me. As I led people later on, I felt fulfilled only when I was pouring my heart and soul into those who followed. Now that we're in our third year of owning and operating a concrete pump, I'm perpetually aware of my reliance on Charlie McIntosh, a contractor who also sells and services Reed equipment throughout the Southeast. He's the pumping guru in our region.

Working in concrete is all about timing. We can't just stop in our tracks whenever we're tired, hurting, or frustrated. Furthermore, I've learned that getting anxious and panicking only makes matters worse. Learning to stay calm and be patient are the two absolutely essential traits everyone should develop.

Concrete has taught me that, no matter how much pressure we're under, we are problem solvers with great imaginations. Every day is a new challenge, and we adapt and overcome by thinking through these problems and using our imaginations to envision the best possible way to accomplish what the ordinary citizen could never do.

For me, concrete reinforces the maxim “mind over matter.” Whenever I feel I've stretched the limits of my endurance (like working 18-hour days) and reached my breaking point, I've somehow been able to do what it takes to get the job done. Stamina, endurance, a high tolerance for pain, confidence, and grit – these are the gifts concrete offers.

Concrete teaches us that, above all, with the right mindset, even though our muscles are cramping up and our joints and tendons are strained and sore, we will never give up. Concrete teaches us we have what it takes.

By Craig Cottongim- reprinted from Concrete Construction Magazine 02/19.