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April 2025 News & Sales Flyer








Tool and Hardware Specials:

While Supplies Last

20V Max Cordless Jig Saw (tool only) Variable Speed \$155.00ea 300312 	 13pc Titanium Drill Bit Set \$14.75ea 301550 	37pc Screw driving Bit Set \$14.75ea 302586 	 100' Speedwind Chalkline \$4.85ea  306177	 100pk HD Utility Knife Blades \$8.95ea  335998
 Blue Medium Duty Tarp 8'X10' 10'X20' \$4.75ea \$14.75ea  700541 709123	 26" Concrete Mixing Tub \$6.55ea  115386	 Skeleton Gun 10oz. 1qt \$6.25ea \$11.40ea  782092 778222	 Colored Electrical Tape 3/4"X66' \$1.25rl  528277 528250 528234 528269	 25' Fat Max Tape Rule \$16.95ea  344346

Building Material Specials:

Paint Specials:

We have a nice stock of treated lumber at very competitive prices! 	6-6/10-10 Concrete Mesh Sheet 5'X10' \$9.79pc 661010S  1/2"X20' Rebar \$9.05pc 12REBAR 	 Eggshell Interior 1 gal Bright White Ultra White \$35.10ga  780818 770296	 Paint Roller & Tray Set 4 pc \$9.35ea  775910
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Around the House Specials:

 Poly Leaf Rake 24" \$7.85ea 30" \$11.95ea  756211 756220	Poly Shrub Rake \$5.75  760117	 Precision Angle Broom with Dust Pan \$8.65ea  600911	 28" Bypass Lopper \$13.85ea  757539	 Entry Door Handle Set Deadbolt Combo Matte Black Brushed Nickel \$76.75ea  228807 222761
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Commodities Update:

The number one question on everyone's mind is "how is the tariff situation going to affect me and my business?" Well, as of this writing, the on again- off again tariffs have already begun to raise your costs for products ranging from lumber, steel, masonry, tools and many others. Some products we are seeing monthly increases already and the tariffs are not yet fully in effect. Further, many builders are asking themselves "How will my customers react to the increased costs? Will they continue forward or will they put the brakes on and postpone project plans?" No one has these answers, but we'll find out fairly soon. Nationally, housing starts are a robust 1.5 million and interest rates are steady.

- Dimension lumber: Both SPF and SYP species are mostly up from the last two months.
- Panels: OSB and SYP plywood have fairly short order files which is helping to keep costs down.
- Steel products: Steel studs, after a 3/1 and 4/1 increase of 10%, is rumored to be announcing a 5/1 increase as well. Screws and nails from one of our suppliers are expected to increase 25% on 4/7 with coil roofing nails as much as 45% up. Steel roofing/siding has seen at least two increases recently.
- Roofing: We'll wait to digest where the market goes after the proposed early April increases announced by the major shingle manufacturers.
- Masonry: Haven't heard of any new increases but with a large amount of raw materials for cements coming from Canada and Mexico, if tariffs are actually implemented, prices will rise.
- Other: Our primary hardware/tool/plumbing/electrical/paint source, Do it Best, has informed us that more than half the products stocked in their distribution centers will be impacted by tariffs.

Hardware Humor:



Words Worth Reading: Life Lesson 1728

I was getting more and more cranky as time passed. It had been a long "airport day" already when Sue and I boarded the last flight home. Bad enough that this was one of those smaller 75 seat twin prop commuter planes, but the heat inside the cabin was stifling and the flight crew kept apologizing for the AC not working. "Maybe once we get air born the air conditioning will kick in" they kept saying.

On top of that I found my window seat was right next to the propeller. Besides the added noise, all I could imagine was what would become of my body if that propeller broke free. You can tell I'm not one of those relaxed flyers, huh? Well, we took off and the flight was going smoothly (except for the heat which did not improve once we were air born!) but after about ten minutes, at what I would guess was about 10,000 feet, I noticed the propeller start to slow down and, after about thirty seconds, stop completely. I poked Sue excitedly and said "Look hon. Look the propeller's not spinning". We sat there in shock and a moment later the passenger in front of me noticed it too and motioned to his seatmate. Another moment later the pilot made an announcement that we had lost power in one of the engines, but that the other engine would get us back to the airport after we got rid of some of the fuel. We found out later that landing a plane on full tanks of fuel is much more challenging and dangerous than normal landings. So after another ten minutes or so of flight the airport came into view again. We were instructed by the flight attendants to assume the crash position that they demonstrated for us.

All of our fellow passengers remained calm throughout, as did the brave attendants, even after we saw the runway lined with emergency vehicles and personnel. While all was tense, the pilot executed a perfect landing and a spontaneous cheer erupted among all of us passengers. Shortly thereafter the airline arranged for another plane and we boarded again on a similar model plane and assumed the same seats as the original flight (crazy, huh?). Yup, I got the window seat next to the propeller again but this time the flight was very uneventful and we arrived back home safely. I tell this story not for the excitement of this harrowing adventure but for some of the important lessons that came to me that day.

First, the heat. That minor annoyance that set me into a "tailspin" of a bad mood disappeared completely after the engine gave out. Funny, I didn't think once about how hot I was after the really serious situation developed. It goes to show you that as bad as some conditions become, sometimes they are hardly worth complaining about because, as is often said, things could always get worse. So, sometimes the best thing to do is just recognize the inconvenience but not concentrate on it and let it take over your mood, outlook/attitude.

As well, for the short time between the engine giving out and the landing, I thought of some of the dear people in my life- my family and close friends I might be leaving behind if the worst were to happen. Would they really know how I felt about them and what they meant to me? When we returned home in the weeks and months afterwards, I made a concerted effort to speak with them- my family and special friends, to make sure they knew how I felt about them.

So, as I learned some important lessons from this experience, I now pass that on to you as well. My advice to you- don't let minor setbacks ruin your day and don't wait until the propeller gives out to let your loved ones know that you love them.

Al Cavo

Quote to think about:

*"Before peace there is struggle.
Before progress there is pain.
Before success there is sacrifice."*