



1027 JEFFERSON AVE. UTICA, NY  
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# August 2016 News & Sales Flyer



161 W. Main Street - Iliion, NY 13357  
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## Tool and Hardware Specials:

<p><b>CHAN NEL LOCK</b></p> <p>HD Hammer Holder</p>  <p><b>\$3.89</b> 354477</p>	<p><b>5-Pocket Nail &amp; Tool Bag</b></p>  <p><b>\$18.79</b> 354473</p>	<p><b>Makita</b></p> <p>11-Amp Reciprocating Saw</p>  <p><b>\$84.00</b> 307432</p>	<p><b>Milwaukee</b></p> <p>9-pc Recip Saw Blade Set</p>  <p><b>\$13.29</b> 362786</p>	<p><b>CHAN NEL LOCK</b></p> <p>8 gal Wet/Dry Vacuum 4HP</p>  <p><b>\$56.96</b> 365297</p>
<p><b>JOHNSON</b></p> <p>9" Magnetic Aluminum Torpedo Level</p>  <p><b>\$3.99</b> 365696</p>	<p><b>Do it Best</b></p> <p>7-pc Titanium Drill Bit Set</p>  <p><b>\$4.29</b> 305654</p>	<p><b>SHINN FU</b></p> <p>Z Creeper Seat</p>  <p><b>\$26.89</b> 570148</p>	<p><b>3M</b></p> <p>20-count Sanding Respirator (2-strap)</p>  <p><b>\$11.99</b> 798568</p>	

## Building Material Specials:

<p><b>Dow Styrofoam</b></p> <p>1" x 2' x 8' sq. edge</p>  <p><b>\$9.29/pc</b> STY128</p>	<p><b>Reflectix</b></p> <p>Foam Expansion Joint 1/2" x 50'</p> <p>4"  <b>\$9.79</b> EJ4</p> <p>6"  <b>\$12.69</b> EJ6</p>	<p><b>USG</b></p> <p>Sanded Paste Stipple Wall &amp; Ceiling Texture (1 gal)</p>  <p><b>\$10.97</b> SPSG</p>	<p><b>Do it Best</b></p> <p>6 pc Roller &amp; Tray Set</p>  <p><b>\$6.99</b> 789895</p>
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## Around the House Specials:

<p><b>Do it Best</b></p> <p>Bathroom faucet with pop-up</p>  <p><b>\$43.89</b> 457482</p>	<p><b>Do it Best</b></p> <p>Woodsman Insect Repellent</p>  <p><b>\$3.00</b> 740654</p>	<p><b>CITRUS MAGIC</b></p> <p>Air Freshener</p>  <p><b>\$3.99</b> 622567</p>	<p><b>CRC</b></p> <p>Keyboard duster spray</p>  <p><b>\$3.89</b> 591440</p>	<p><b>Jackson</b></p> <p>Professional Wheelbarrow 6 cu. ft.</p>  <p><b>\$82.00</b> 702312</p>
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While Supplies Last

## Commodities update:

- Panel products: OSB continues its growing strength in cost and producers have order files well into August, so we'll most likely see further increases, even though they may be small incremental ones. SYP plywood is also trying, with some success, to increase prices. As of this writing, there have been no major upward movements though.
- Dimension Lumber: Both eastern and western spruce have seen recent gains in price and with upcoming mill shutdowns, are bound to continue increasing. While each week's increases are minimal, the longer term look might be more alarming.
- USG Interiors, as announced in last month's newsletter, will increase ceiling tile prices by 5% on August 8<sup>th</sup>.
- Steel stud manufacturers have announced another 15% increase for August 1<sup>st</sup>. This is the 3<sup>rd</sup> or 4<sup>th</sup> increase of this magnitude in just the past few months, so unless this is a raw materials based reason for increasing, my guess is that it may not go up this much, or might be a short-lived increase.
- Some gypsum manufacturers have announced increases of 10% effective August 15<sup>th</sup>. Our main supplier, United States Gypsum, has not yet announced any increase but has stated they may go up \$10/MSF at some point this year and will give us a thirty day notice if they so choose. (So much for the notion of only one increase at the beginning of each year, huh?)
- JM, our primary fiberglass insulation vendor, has not yet announced an increase, while Owens Corning and Knauf have announced 4% and 9% increases respectively for early August. If we do see JM announce an increase it will most likely be on the lower end, and not for a couple months.
- ABC steel roofing/siding will increase again in August—10% August 15<sup>th</sup>.
- Most major shingle producers have announced increases of 5% for August 1<sup>st</sup>. If we see the increase sticking, we may raise prices for late August, early September.
- Note of information only: In July, Heidelberg Cement AG (parent company of Lehigh Hanson) acquired the Italcementi Group (Essroc cements), and thus our Essroc cements and Federal White cements will change to Lehigh Cement packaging. This will be a phased-in change.

## Words Worth Reading:

### **On words that come out of our mouth:**

"It really makes a difference what we say, the words that come out of our mouth. I note this from a woman who survived Auschwitz, one of the rare survivors. She went to Auschwitz when she was 15 years old, her brother was 8 and the parents were lost. And she told me, she said, 'We were in the train going to Auschwitz, and I looked down and I saw my brother's shoes were missing, and I said, 'Why are you so stupid?! Can't you keep your things together?! For goodness sake!'...the way an elder sister might talk to a younger brother. Unfortunately, it was the last thing she ever said to him because she never saw him again. He did not survive.

And so, when she came out of Auschwitz, she made a vow, she told me this, 'I walked out of Auschwitz and into life. And I made a vow, and the vow was: I will never say anything that couldn't stand as the last thing I ever say.'

Now, can we do that? No, and we make ourselves wrong and others wrong. But it is a possibility to live into. Thank you.

**-Benjamin Zander, "Ted Talk", Feb. 2008**

### **Hardware Humor: Close to Home – John McPherson**



### **Brain Builder: Try it! See what you come up with.**

**If a farmer has 5 haystacks in one field and 4 haystacks in another field, how many haystacks would he have if he combined them all in another field?**

**For the answer to this month's**

**BRAIN BUILDER!**

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