

April 2018  
 News & Sales Flyer

Tool and Hardware Specials:

<p><b>CHAN NEL LOCK</b>                  8 gal Stainless Steel                  Wet/Dry Vac</p>  <p><b>\$85.99</b>                  352503</p>	<p><b>shop-vac</b>                  1 gal Wet/Dry Vac</p>  <p><b>\$22.89</b>                  302384</p>	<p><b>DEWALT</b>                  Recip. Saw 12V</p>  <p><b>\$79.89</b>                  333867</p>	<p><b>DEWALT</b>                  6 pc Recip.                  Blade Set</p>  <p><b>\$10.59</b>                  385549</p>	<p><b>JOHNSON</b>                  24" Aluminum                  Box Level</p>  <p><b>\$14.99</b>                  365831</p>
<p><b>Do it Best</b>                  Retractable                  Utility Knife</p>  <p><b>\$2.89</b>                  301272</p>	<p><b>STANLEY</b>                  HD Utility Blades                  5 pk</p>  <p><b>\$1.29</b>                  333366</p>	<p><b>Do it Best</b>                  HD Snap Blade                  Knife</p>  <p><b>\$2.49</b>                  314196</p>	<p><b>WISS</b>                  Snips Straight Cut</p>  <p><b>\$11.29</b>                  332410</p>	<p><b>Milwaukee</b>                  25' Tape Measure</p>  <p><b>\$8.89</b>                  302622</p>

Building Material Specials:

<p><b>USG</b>                  Dust Control Lightweight                  Joint Compound 3.5 gal</p>  <p><b>\$15.69/pail</b>                  JCDC</p>	<p><b>USG</b>                  Sand Paste Stipple 5 gal</p>  <p><b>\$56.99/pail</b>                  SPS</p>	<p><b>DOW</b>                  Styrofoam™                  2' x 8' x 1"                  Square Edge Styrofoam</p>  <p><b>\$8.80/pc</b>                  STY128</p>
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Around the House Specials:

<p><b>Do it Best</b>                  Leaf Rake                  w/ Fiberglass Handle</p>  <p><b>\$12.99</b>                  756280</p>	<p><b>Best GARDEN</b>                  24" Bow Saw                  &amp; Folding Saw Set</p>  <p><b>\$9.99</b>                  701051</p>	<p><b>Do it Best</b>                  Brown Jersey Gloves</p>  <p><b>\$.89/pair</b>                  708764</p>	<p><b>Do it Best</b>                  Nylon Gardening Tools</p>  <p><b>\$.75 each</b>                  734489 734462 734470</p>
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## Commodities Update:

Steel stud manufactures continue to push for increases, especially with the Trump talk of tariffs on steel. Another 10% increase was announced by most producers effective April 2.

Likewise, ABC, a metal siding/roofing vendor has announced a 10% increase effective April 9. We'd bet that other similar product vendors will do the same.

Panel products: While buyers have been pushing for lower prices on both OSB and SYP plywood, mills have been able to resist because of solid order files going into April. So the good news is that prices aren't really increasing (much) at this point, but have not really dropped (much) either.

Spruce dimension lumber is showing more weakness lately with some \$10MBF drops, but it is not expected to be falling on the large scale and if demand perks up these decreases will reverse themselves quickly. We've inserted a commentary from February Builder magazine issue for your reference.

## Eye on Housing 2018 LUMBER OUTLOOK

Softwood lumber prices closed out the year at or near record highs in most areas of the country, making the average Random Lengths Composite Price for 2017 the highest in 20 years.

"Prices surged early in the year due to the arbitrary tariffs levied on softwood lumber imports from Canada, which impacted roughly one-third of U.S. supply," says David Logan, NAHB's tax policy analyst who continually monitors the pulse of building materials prices. "Then in mid- to late 2017, widespread wildfires in British Columbia and the Pacific Northwest, combined with the damaging hurricanes in the south, resulted in tighter supply and fueled further price increases."

According to Logan, the outlook for lumber prices in 2018 likely will be more of the same. Lumber supply will gradually increase as forests and mills in Canada and the Pacific Northwest recover from a devastating wildfire season. And historically, as production and supply improve, prices will begin to moderate.

"We've already seen the effects of increased capacity in the OSB market, in which prices have fallen substantially from record levels in mid-2017 as new and idled mills have come online," Logan says.

However, he notes that any price decline that would result from increased lumber supply will likely be offset by the duties on Canadian imports, which could have significant impacts on the housing industry and the broader U.S. economy.

Visit [NAHB's-eyeonhousing.org](http://NAHB's-eyeonhousing.org) for additional market insights.

## Quote to Think About:

"Countless, unseen details are often the only difference between mediocre and magnificent."

From Warp's Yuletide Greetings

## Words Worth Reading:

### Life Lesson 623

So, here we are. It's 2 am and she's soiled herself. I'm sleep-deprived, exhausted from all this care and wondering fearfully where we are heading. Yeah, I do what I can to clean her up, clean up the mess, but I'm getting madder by the minute. Then I do what I should not do- I holler at Mom. "What's wrong with you? Can't you control yourself better than this?" And I hurl more insults at her, trying to make her feel worse than she already does, or make me feel better- I'm not sure which.

But suddenly, fortunately, the light comes on in my mind- my "aha moment". I think, "here's this old woman, who gave me life, who sacrificed everything in her own life for me and now that she needs me, this is how I treat her?" Standing before me is a woman I love and would give my own life for. This is my only mother and my time with her is running short.

Instantly I step back and say "I'm sorry Mom. I shouldn't have said those things. I'm sorry. We'll get through this." She looks at me with those sad, tired, always understanding eyes and says "That's ok honey" which makes me feel like an even bigger jerk. But from that moment on I learned a huge lesson and was able to handle the difficulties of dealing with an aging parent with better attitude. Was it a breeze the rest of the way? No! But I had found the perspective that I needed to get Mom and me through this phase of our lives.

I say this to you so that maybe when the time comes for you, you won't have to hurt someone you truly love and won't have to have that "aha" moment that saved me. Maybe you can learn from my mistakes, or, then again, maybe you'll have to learn from your own. After all, isn't that what life is all about?

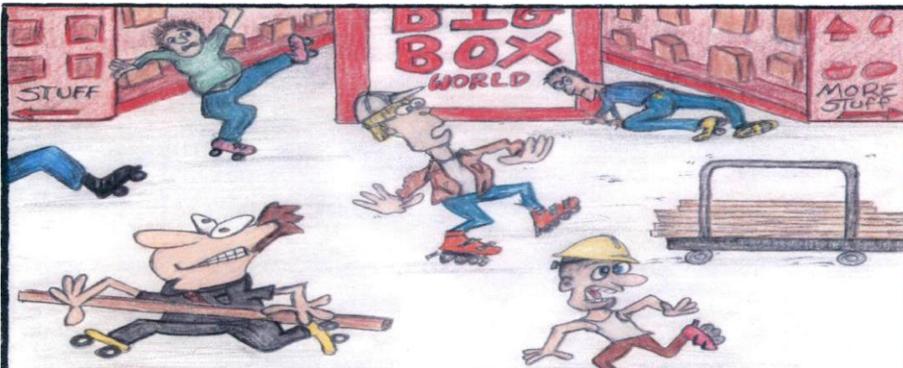
Actual account from Mike Giancotti to Al Cavo

**Brain Builder:** See if you can figure it out! What name is this pictogram puzzle saying?

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



## Hardware Humor:



In an effort to get customers through the miles of aisles, the big box stores have unveiled a new program: Roller Skate Rentals!