



# THE HARDWARE HERALD

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**Fall is Here**

**Time To Tuck Your Garden In For The Winter With**

**Bulbs!**

	<b>Tulips</b>		<b>Narcissus</b>
	<b>Hyacinths</b>		<b>Dafodills</b>
	<b>Hippeastrum</b>		<b>Iris</b>
	<b>Amaryllis</b>		<b>Alliums</b>

## The Island Hardware Way

Over fifty and a small business owner? You might want to read this...

Did you ever wonder how Island Hardware is able to pay its staff an ORCAS living wage and still maintain mainland prices? You might think you could only do one or the other—but we've found a way to do both!

First off, employee pay isn't based on "industry standards," which usually means paying as little as possible while staying competitive. WRONG! At Island Hardware, our employees' pay is directly tied to their share of the store's profits. Their compensation is limited only by the prosperity of the store. No salary caps here.

The next step is the tricky part: building a lean, motivated crew—and then getting out of their way. When you do that, amazing things happen. In fact, the IHS team outperforms a certain unnamed orange competitor by almost three times in sales per employee. Doesn't it make sense they should earn close to three times the pay?

The result? Virtually no turnover. Each of our 13 employees leaves their shift knowing they're appreciated—by their peers and by the 2,600 families who keep private IHS charge accounts.

So, have I caught your attention? Imagine being mostly retired, making more than you ever did working 12-hour shifts, while watching the value of your business grow many times over.

By the way, I've been basically retired for 24 years.

If this interests you, leave your number at 4200. I'll get back to you—just don't expect me to be behind a desk.



**DONT GET CAUGHT WITH YOUR AMPS DOWN!!!!**



Think about what it takes to keep yourself amped up all day, every day—it's not always easy! Now, think about your car, motorcycle, lawn mower, RV, or boat batteries. Let's make sure they can fire up in January after sitting idle for months.

## TRICKLE CHARGERS FOR THE WIN!

We've got a little charger for our cars, mowers, and other infrequently used equipment—and let me tell you, it's been an absolute game-changer!

Schumacher SC1355  
Battery Maintainer, 0.4  
A Input, 6/12 V Output

**ONLY  
\$55.29**



Schumacher SC1300  
Battery Maintainer, 0.4  
A Input, 6/12 V Output,

**ONLY  
\$59.99**



Schumacher SP1356 Battery  
Charger, 6/12 V Output, 2 A  
at 6 V, 3 A at 12 V Charge

**ONLY  
\$73.19**



**COME ON IN AND LETS GET TO TRICKLING A CHARGER!**

**BE SURE TO CHECK OUT THE BACK PAGE FOR A RERUN OF AN ARTICLE FEATURING ANOTHER GREAT USE FOR YOUR BATTERY MAINTAINERS!**

"Money rusts in your pocket, but when you share it, it shines."

~DENZEL WASHINGTON

# OCTOBER BRINGS FALL COLORS BUT THE RATS



MAKE IT REALLY FEEL LIKE

# HALLOWEEN

**THAT'S RIGHT! IT'S THAT TIME WHEN RATS ARE EXTRA MOTIVATED TO FIND SOMEPLACE TO GET WARM, LIKE YOUR VEHICLES!**

**WOULD YOU LIKE TO PROVIDE PROTECTION FOR YOUR VEHICLES FOR LESS THAN 50 CENTS EACH VEHICLE A MONTH ADDED TO YOUR OPALCO BILL?**

As close as I can figure, that's about what I am paying to protect my beloved pile of old, 4-wheeled friends. Each vehicle is equipped with a 60 watt equivalent LED bulb in a cheap, brooder light fixture pointed toward the engine. There is also a 1.5 amp battery maintainer to protect the life of the battery. These very low wattage bulbs are attached to a simple appliance timer set to go on and off every half hour nightly. I am told that rats hate change and bright light.

For a few more added steps, I have been parking the wheels on 27" X 97" metal lath sheets. When the little critters try crossing the lath to get to the tires, their toenails will get stuck. I have also added dryer sheets tucked in the engine near wiring or small rubber hoses. Lastly, especially for the pacifists among us, there are Shake-Away packets. These are sealed, non poisonous packs that smell good to us and bad to rats.

In closing, may I just say that most of the equipment necessary to install this rodent abatement system can be purchased at your friendly hardware supply store located in Crow Valley, where the coffee and advice are still free.



**UPDATE: It's been three years now, and this system continues to work flawlessly—saving me thousands in repair costs!**

**CHECK OUT OUR DEALS ON BATTERY MAINTAINERS ON THE FRONT PAGE!**