

Yarnell~Hoffer

HARDWARE NEWS

Yarnell-Hoffer Hardware News

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PLEASE HELP us get more people on our mailing list. If you know people in the area who do not get a newsletter, please tell them to come by or call to sign up. That's the only way they'll have one sent to them personally each time. We would love to tell more people about things that happen around here. We want them to come to your favorite hardware store, too. After all, where else would you meet friends and neighbors on a Saturday morning with a bag full of rotted-out plumbing traps from under the kitchen sink? **Happy Hardware!**

Congratulations to Craig on the new addition to the Yarnell-Hoffer work crew (maybe in a few years). Craig is the proud father of a baby boy born on July 3. He even has a hardware name, Michael Craig Yarnell.

THE GOOD OL' DAYS

Many of you know about how Craig and I got started thirteen years ago from reading the first newsletter we sent out, but I never told you what it was like in the early days of Yarnell-Hoffer Hardware. We have lots of memories, but there are a few that really stick out in my mind.

The first one is of the lovely experience we had putting epoxy paint on the concrete floor before we opened. Craig and I left Jeff (now one of our partners and general manager for Yarnell-Hoffer Enterprises) on a big job for a few days so we could come in and paint the floor right quick. I mean, how hard could it be to paint a concrete floor with a roller? You know how optimistic we are about new things, trying anything at least once. We started early in the morning on a nice, warm September day when the temperature got up to about 95 degrees. Since the building was closed up, we thought the fumes might be kind of bad, so being the smart guys we were, we decided to wear some dust masks. We figured the disposable masks would be fine. I mean, after all, that's all we had ever used when we did any other painting.

Well, about 3:30 that afternoon, Jeff came by to check on us and nearly fainted when he opened the door. Craig and I were having a good time by then, but we had noticed it was becoming a little hard to roll a straight line. Jeff immediately dragged us outside into some fresh air and threatened to call the rescue squad to get some oxygen for us. He then yelled at us for being so stupid and not having the proper safety masks for all those fumes. He asked us how we ever expected to run a hard-

ware store if we couldn't even use the proper equipment ourselves. For some strange reason, it didn't really matter what he was saying to us because we were feeling a little lightheaded. He went and bought the proper masks for the job, and we finally finished painting about 9:00 that night.

The next funny story that comes to mind is the time we got all the store fixtures in. We had ordered about \$20,000 worth of fixtures and were waiting around on the day they were to arrive when we heard the soon-to-become-familiar sound of air brakes behind the store. Boy, were we finally glad the fixtures were here. It was about 10:00 in the morning and we wanted to be done by lunch time. We had never really thought about how many fixtures it took to fill up a store this big but we were soon to learn another valuable lesson about retailing.

Anyway, we went to the back doors and threw them open. After all, it was pretty exciting to actually unload our first truck. The truck driver hopped out of his cab, put on his gloves and met us at the back door. His first question was "Where's your forklift?" Craig looked at me, then he looked at the driver, held out his arms, made a forklift motor noise and said "Here it is, an instant forklift." Now, we both thought that was pretty funny so we

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busted out laughing. For some reason, the driver didn't get the joke, and his response was to open the back door of the semi. We were still laughing as we heard the big door rolling up. It squeaked all the way up as if someone was scraping his fingernails across a chalkboard. What happened then cannot properly be put into words. There was a stack of fixtures ten feet high and sixty feet long filling the entire trailer. After we started breathing again from the shock, the driver asked us if the rest of the crew was inside. We looked at each other and figured it was time to level with the guy. I said, "This is it." He shook his head and said "I'll be in the cab taking a nap. Wake me up when you finish." At first I thought he was kidding, but he walked off and climbed into the cab for probably the longest nap he had ever taken at a delivery site.

Well, to make a long story short, about nine

hours later, after the sun had almost gone down, we were finished. We couldn't believe it. We had never worked so hard. We were covered in sweat and were starving because we hadn't eaten since breakfast. We wondered if the hardware business was really what we had been waiting for all these years. Anyway, by then, the driver had been up for a while waiting for us to finish. I guess it wasn't in his job description to help us, so he just stood there and watched us sweat. We never thought that awful squeaky sound of the back door would sound so good, but this time it was music to our ears. Craig signed the freight ticket and we sent the driver on his way.

These stories don't seem to fit the title of "The Good Ol' Days," but we can laugh at them now since they happened so long ago. Next issue, I'll tell a few more.

DON'T THROW IT AWAY, SHARPEN IT!

Many of you already know about our sharpening service, but I'm sure there are some of you who don't. At Yarnell-Hoffer Hardware, we offer the most complete sharpening service in Chapel Hill. We can sharpen just about anything you have from a shovel to a sterling silver letter opener. If it has an edge on it, we can have it sharpened. Anything you bring in is machine sharpened to exact tolerances where needed (like carbide-tipped

circular saw blades). It usually takes only a matter of several days to get your items back, and, as always, they come with a money-back guarantee. We are extremely proud of this service because of the high quality of the sharpening. Below, you will find a list of some of the things we have sharpened for people. Give us a try next time you pull a dull utensil out of the cabinet or storeroom.

AXES
CIRCULAR SAW BLADES
GRASS SHEARS 477
HAND SAWS
HEDGE CLIPPERS
GARDEN HOES 377
SHOVELS
LETTER OPENERS

KNIVES
MOWER BLADES
PRUNER SHEARS
PUSH MOWERS
ROUTER BITS
SCISSORS
DRILL BITS
PLANER BLADES

TOENAIL CLIPPERS
BEARD TRIMMERS
SWORD CANES
ELECTRIC HEDGE TRIMMERS
ELECTRIC HOLE SAWS
SWING BLADES
PAPER CUTTERS
LAWN AND GARDEN TOOLS

B U Y E R S

Special

reg. 26.59

14⁸⁸



6-pocket leather
work apron

315 4271#483X While supplies last.

J U L Y

J U L Y

HWI

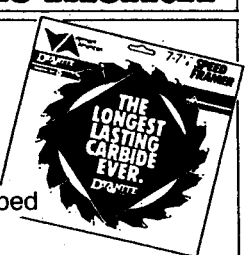
the friendly ones.

special

of the month

reg. 13.39

6⁹⁷



Dyanite™ 7 1/4" carbide tipped
saw blade

315 028#27810 While supplies last