

Yarnell~Hoffer

HARDWARE NEWS

Yarnell-Hoffer Hardware News

Volume 4 Number 1 March 1992

STORE HOURS: Monday -Friday 7:30 - 6:30

Saturday 7:30 - 6:00

Sunday 1:00 - 6:00

YARNELL & HOFFER INVADE GERMANY

The title sounds like something in the National Inquirer; however, in this case it's true. Craig and I won a trip to Germany last November for selling Stihl chain saws, blowers and trimmers. Actually, you won it for us by purchasing Stihl products from us. We were glad to go as your representatives though. I know that can be a scary thought having us go overseas to represent the hardware buyers of Chapel Hill, Durham and Carrboro but I tried to keep Craig in line. This article will be in two parts: one in this newsletter and the last part in the next newsletter (around May 28).

Our trip started early one morning on November 3 as we headed off to Atlanta to meet up with the rest of our group. We boarded a Boeing 747 for Amsterdam for the first leg of our journey. Now, we were really excited because we could picture ourselves reclining back in the plush wide seats watching the latest movie on a wide screen while the stewardess served us anything we wanted.

Much to our surprise, the accommodations were much different. We got on the plane, walked right past the plush seats back to the "tourist" part of the aircraft. I had never seen so many seats so close together. We were packed in like sardines for the 8 hour flight. I couldn't sleep from the engine noise but it didn't seem to bother Craig as he dozed off. We were fairly close to the huge TV screen (9 inch

WELCOME TO 1992! *This will be the most exciting year in the history of Yarnell-Hoffer Hardware! As many of you know, we'll be moving to a brand new store in November of this year. Final plans are underway for construction to begin in May. Our new store will be right behind Rams Plaza on Legion Road. I just have to add that there will be plenty of parking so you'll never have to hunt for a space like you do here so much of the time. We'll fill you in later. We hope you enjoy our newsletter this year. Please call us or write us with your comments or suggestions so we can serve you better.*

diameter) so straining I watched the time and air speed on the screen.

We arrived in Amsterdam at 8:00 the next morning with the biggest case of red eye you've ever seen (Where's the Visine when you need it?). We had a six hour layover until our flight to Zurich.

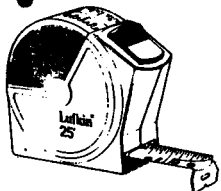

There are two things I remember about Amsterdam. The first one was the security guards. They all carried machine guns and never smiled. I almost finished the trip by myself when Craig decided it would be neat to have a picture of two of them together holding their guns. He marched out into the terminal with his camera and flashed a picture right in front of these two huge security guards. I

closed my eyes so I wouldn't have to see what was going to happen. I think maybe they could tell he wasn't from around there and spared his life. I'm surprised they didn't arrest him though because his eyes were so red from the plane ride.

The second thing I remember is trying to sleep in the airport terminal chairs. Craig is so short that he could almost stretch out but I would have had to cut my legs off at the knees to get comfortable. I tried to relax but the jet lag was terrible. Our bodies said it was 2:00 in the morning when my watch said it was 8:00 a.m. Six hours later we were finally headed for the boarding gate. Craig's luck had run out as we went through the detection gate. I went right through and smiled. Craig went through and smiled but the next thing I knew he was spread eagle against the wall with one of the "friendly" guards frisking him. I was about to say I'd never seen him before, but they didn't find any weapons on him so they let him go. Craig must look like an international terrorist because that wasn't the only time he got frisked on our trip. I told him not to take those pictures!

We landed in Zurich, Switzerland that afternoon where we could see the snow-covered Alps in the distance. Our first night was spent in Wil, Switzerland at a very old hotel. The rooms were quite small, but fairly comfortable. Craig's luck had carried on from the airport because his room was no bigger than an average closet. His bathroom was so small that if he sat on the commode his feet hung out in the shower. I couldn't help but laugh until I found out I had no hot water in my room. Oh, well!

We toured the chain saw chain plant the next day before heading into Germany. Our first night in Germany was spent on Lake Konstanz. It was a beautiful old town at the

March
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mouth of the Rhine River. The weather had cleared up from the rain we had been in since we arrived but it was still very cold. I wore my down jacket more often in Germany than I have in three years in Chapel Hill. The highlight of the stay at Lake Konstanz was the trip to the casino. We exchanged some playing money at the desk but it was hard to believe that a coin could be worth almost three dollars. We gave them the equivalent of \$20.00 each and got back a pocket full of coins. After showing our passport, we strolled into the casino. Neither one of

us had ever been to a casino before so this was an experience. It was even worse since we had no idea what anyone was saying. It made us wish we had ordered one of those "How to win at roulette and 12 other casino games" videos from the television.

We walked around for a while jingling our tokens in our pocket until Craig got up the nerve to play Black Jack. We didn't know how to say "hit me" but we learned the sign language quick. Every time Craig raised his finger he got another card (after several lost tokens, we finally figured that out). Anyway, I couldn't stand it, so into the game I went. I was an expert from watching Craig so I was very confident. I could just picture myself cashing in a big pile of tokens like you see on TV. Well, it didn't quite work that way. I won the first couple of hands but my luck turned sour after that. I surrendered my spot at the table to another poor soul who thought he could beat the "house".

By this time, Craig had advanced to the Roulette table. Now, this was where the big hitters were. I finally found someone who could speak English (or who would admit they could anyway) and proceeded to get a quick lesson in how to win at Roulette. This guy was hard core. He even had a Roulette watch on. He said he comes to the casino

three or four times a week when he's in this part of the world. Apparently, that's what he did for a living - kind of strange I thought. Anyway, he had this little pad with him so he could write down every outcome of the roll. He calculated how many times even numbers came up, how many times odd came up, how many times red or black came up and numerous other weird combinations.

Well, about 30 minutes had passed since I had lost any money and those tokens were burning a hole in my suit pocket. Oh, by the way, Craig actually had to wear a suit to this place - what a sight! Stop by the store sometime and I'll show you a picture of what he looks like in one because you probably will never see it again. Being an expert at the "wheel" now, I pulled Craig aside and shared my wealth of knowledge with him.

Now, we were ready! We waited for a standing spot at the table (the chairs were re-

served for people betting more than 10 deutsche marks or about \$6.00). We started putting down one token at a time on a spot that gave us a 50/50 chance of winning. After winning the first two rounds, Craig was possessed. He started betting 10 marks at a time. I tried to control him but he just knew he could win.

After another hour at the casino, we were worn out. We didn't end up too far down though, only losing about ten dollars each. We did save one token each as a reminder of our night at the casino. I guess the most amazing thing I remember about the casino was the amount of money people were losing. We saw people betting 50 and 100 marks at a time. It was a good thing I didn't give Craig any tokens that big. □

Watch the next newsletter for more of the Germany adventure. -Mike

SPRING GRASS GROWING TIPS

Now is the time to plant grass and/or fertilize for the spring growing season. Here are some of the tips that we have found to make your yard look great for those spring cookouts.

1. Put lime down (pelletized is preferred) at a rate of 40 lbs. per 1000 square feet over the entire yard. The soils around Chapel Hill are extremely acidic, and the lime serves to neutralize the acidity. Keep in mind, however, that the lime actually takes one full year to work, so it will help some immediately, but will be most effective next spring.

2. Fertilize with 1 pound of nitrogen per 1000 square feet, using a top grade turf fertilizer. We recommend "StaGreen" lawn fertilizer with a 29-3-6 mix. It will give you over 1 pound of nitrogen per 1000 square feet and the entire bag will feed 5000 square feet (As a side note, the first number stands for nitrogen, which greens the lawn, the second number is Phosphorus, which develops the root growth and the last number is Potash, which makes the seed drought resistant and increases its winter

hardiness). The "StaGreen" also has a slow release nitrogen in it which is the most important ingredient you can get in a fertilizer. This bag has a 50% slow release nitrogen which is well over any other products we've had in the past.

The idea behind slow release is that the nitrogen will release into the soil in small amounts so the grass can use it constantly for about three months. Brands like "Scotts" have

POLYON PRILL

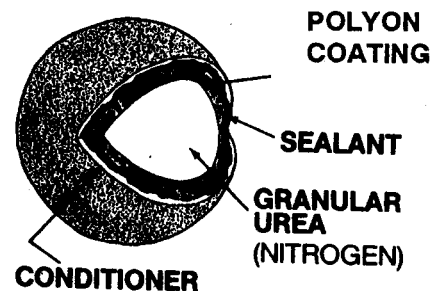


Diagram A