

The Hardware Hook-Up

The official newsletter of Modern Hardware & Paint Co
January, 2012, Volume 15



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Thoughts from Christine

Happy New Year! Happy Winter! Or is it? When we think of the New Year and January, we often think of cold, harsh weather and lots of snow, right? We are buried in winter jackets and boots. We are all doing our best to keep our homes winterized and driveways dry. This season has been much different, huh? Talk about mild.

We at the store are definitely feeling the effects of the mild winter. We are loaded with snow blowers, salt, snow brushes, ice scrapers, ice choppers, Snow-Brums, roof rakes and more! This time last year we had over 70 inches of snow or so. Someone I know was actually able to start building his new home this December, the foundation was poured in January. Some people are very glad, while others are worried about what the next months will bring. Every season is it's own. I was reading the news today and noticed how the mild weather has been pretty easy on the State's pocketbook. What a difference from last season. Meteorologists say December temperatures in the region were the warmest in five years. Massachusetts recorded 12 days when the temperature was more than 10 degrees above normal.

So we came up with this idea... heating bills are less, spend more on paint! Funny, right? Why not take advantage of those projects you would normally conquer in the spring now? There are so many things you can do now that prior Januarys haven't seen. Window replacements, indoor and outdoor painting, redesigns, revamping and so much more. I guess it's a win-win situation for most of us. I have to be honest however - I definitely miss the snow. Maybe Mother Nature will give us one nice storm this season. If she does, you know where to find us!

In Other News...

Modern Hardware & Paint Co. will be featured on *livingsocial.com* and Amazon Local starting January 12th and up for several days. Look for a valuable coupon voucher to use in-store or online!

MHP recently donated to the James Fucci Memorial Fundraiser, the Medford Police Department and Medford's Courtyard Nursing Care Center. We are always eager to help out the local community and encourage you to share your favorite charitable organizations with us!

Don't forget, you can now take advantage of our convenient online purchasing at www.modernhardwarepaint.com!

Do you have any news, stories or ideas you would like to see covered in our next newsletter? If so, please email us at modernhardware@comcast.net! We always look forward to hearing from our customers! Thank you everyone!

Does This Sound Like Someone You Know?

A client of ours recently shared this story with us:

A client's tenant had recently moved out and decided he would take with him all the acoustical ceiling tiles as well as the door locks. But why? Do you know who did this? How would this benefit him? Perhaps, he was planning to sell them on Craig's List or maybe even use them at his new apartment? Weird...

Does this sound like someone you know?

We thought it might be funny to hear your thoughts. Email your theories to modernhardware@comcast.net. We obviously welcome any humorous ideas as to why this tenant would need ceiling tiles and door locks. In fact, the funnier the better!

Did you Know? Mobile Banking Fun Facts

40% of consumers were interested in the ability to store gift card information, loyalty and discount programs and coupons on a mobile phone.

62% of Americans who use a mobile phone would be open to using the device to make payments.

\$22bil in pay-by-phone transactions will occur by 2015



Modern Hardware & Paint, Co. Looking to Add Point of Sale Technology

Welcome to the 21st Century! MHP is in the process of developing a Point of Sale System to the store not only to make customer's experience more efficient and convenient, but to assist with marketing, sales and management. We are planning to launch the new system by end of first quarter... fingers crossed! We are confident our new system will allow us to have a better handle on inventory and to assist us with billing management. We are thrilled to offer this new technology and look forward to sharing it with you! Move over "big box" stores, MHP is coming through!

What is Point of Sale? According to Wikipedia, **Point of sale (POS)** (also sometimes referred to as **Point of purchase (POP)**) or **checkout** is the location where a transaction occurs. A "checkout" refers to a POS terminal or more generally to the hardware and software used for checkouts, the equivalent of an electronic cash register. A POS terminal manages the selling process by a salesperson accessible interface. The same system allows the creation and printing of the receipt. The POS unit handles the sales to the consumer but it is only one part of the entire POS system used in a retail business. "Back-office" computers typically handle other functions of the POS system such as inventory control, purchasing, receiving and transferring of products to and from other locations. Other typical functions of a POS system are to store sales information for reporting purposes, sales trends, inventory, and cost/price/profit analysis. Customer information may be stored for receivables management, marketing purposes and specific buying analysis.

Grass Cloth Wallpaper Gains Popularity

It seems lately so many people are asking how to effectively take down and put up wallpaper. We've also seen an increase in the amount of people using wallpaper in their homes. Grass cloth wallpaper has definitely gained popularity with our customers. What Is Grass Cloth? Grass cloth, a cloth made of woven plant fibers, has long been a popular choice for home decor, primarily as a wall covering. Because grass cloth comes in different textures and a wide range of colors, it can function as a dramatic focal point in a room or as a subtle backdrop for furnishings.

Grass cloth adds a textured look to any room. Available in both coarse and fine styles, grass cloth evokes a sense of nature and the outdoors with materials and designs that suggest everything from meadows to woodlands to tropical settings. Several different types of plants and fibers can be used to create grass cloth, including grass, jute, hemp, ramie and silk. The weight and texture of grass cloth varies, depending on the type of material used; for example, grass cloth made of silk has a soft feel and a slight sheen. Grass cloth can be attached to walls using a clear vinyl adhesive with low-water content. Because natural based fibers such as those used in grass cloth may stain when moistened, the adhesive should be tested on a small section of the cloth before it's applied to larger areas. Because of its natural composition, handmade quality, durability and versatility, grass cloth has become an increasingly popular choice in decors featuring eco-friendly and green design elements. This versatile textile can be used to decorate more than just a room's four walls. Grass cloth can be applied to ceilings or a room divider, and can also serve as furniture upholstery fabric.

How to Remove Wallpaper from the DIY Network

Step 1: Prepare the Room Place drop cloths at the base of the walls to be stripped. Remove all switch plates and outlet covers from the walls. Cut the power to the room.

Step 2: Score Wallpaper Use a wallpaper scorer to create small holes in the paper, which allows the solution to penetrate through to the adhesive base.

Step 3: Products to Remove Wallpaper MHP sells various products to remove wallpaper. If you're not sure, ask! We are always happy to recommend what might work best for you.

Step 4: Soak Walls Use a spray bottle to saturate a section of the wallpaper. Spray only as much of the wall as you can comfortably strip in a 15-minute period. Allow the solution to soak the paper for a few minutes before beginning.

Step 5: Strip Wallpaper Grab pieces of wallpaper at a bottom corner and carefully pull upward. Use a wide putty knife to facilitate the removal of the paper. Repeat the above steps until all the wallpaper is removed.

Step 6: Clean Walls In a bucket mix a tablespoon of dish detergent with very hot water. Use a sponge to wipe down the walls, scrubbing carefully to remove all traces of wallpaper adhesive. Finally, rinse down the walls with clean water and towel dry.