LAWN AND GARDEN/ OUTDOOR TOOLS

Overall Sentiment: Even as we near the end of the season for many key Lawn and Garden categories, vendors continue to see much larger than anticipated demand. The demand increases coupled with continued labor shortages, raw material shortages, and import delays have led to longer than initially anticipated recovery dates for some vendors.

Hudson, Mfg (garden sprayers) - demand for spray pumps has increased to the point that the vendor needs to consolidate SKUs to maximize production efficiency. This is impacting all Green Thumb® sprayers (TV#**131384,** TV#**131385,** TV# **246676**, TV# **246677** and TV# **246678**). Until sprayer demand normalizes, Hudson will be substituting their national brand versions (TV#**826527** and TV#**826535**) as referrals. These are currently stocked in the RDCs. Full recovery on Green Thumb is not expected until September. Additionally, TV #**172290** is out of stock and we have brought in TV#**246699** as a referral. **Updated 8/31**

Woodstream has provided a listing of items where they are anticipating temporary shortages. This listing changes on a week to week basis, but some items will not recover until September-November. We are currently working to balance inventory where necessary to minimize potential impact, and in addition any delayed items now have the 'extended out of stock (EXS)' code along with a referral where applicable.

Spectrum Brands (insect/animal repellants) is facing temporary out of stocks on items due to demand increases. ETAs range from mid-July to October. We are adjusting forecasts and bringing in additional inventory on referral items

MTD will be out of **front and rear tine tillers** for the remainder of 2020 due to unprecedented demand. Additional inventory on Generac tillers will be arriving throughout September. **Updated 9/14**

Ames (long handled tools/wheelbarrows) is currently running at 80% capacity due to social distancing guidelines and reduced labor. This has caused several orders to ship late. We are extending lead times going forward to mitigate risk and have placed a forward buy of inventory.

Also, due to unprecedented demand, Ames has made the difficult decision to exit production of private label items, which will impact Green Thumb. Extended out of stock codes and referral SKUs have been added to the impacted items. Below is a cross reference for Green Thumb. Please note that we are still working to build up inventory on many referrals due to vendor delays.

GreenThumb ITEM NBR	MODEL NBR	ITEM DESCRIPTION	Referral	Referral Model #	Referral Item Description
137695	163118000	GT PH Digger	194223	78005	Ph Digger
146483	163124000	GT 22" LWN/Leaf Rake	194215	2915212	24" Spring Brace Rake
161342	163116700	GT 7" Scraper	878124	78202	7" Forged Stl Scraper
161343	163116900	GT Welded Bow Rake	132072	163118400	16t Bow Rake
161344	163117000	GT Welded GDN Hoe	132068	163118600	6" Weld Gdn Hoe
161345	163117100	GT Welded Cultivator	163199	163118700	4 Tine Hd Cultivator
161347	163118900	GT LHRP Shovel	132056	163119300	Lhrp Digging Shovel
161348	163119000	GT LHSP Shovel	132061	163119500	Lhsp Scooping Shovel

163266	163123700	GT GDN Hoe	132068	163118600	6" Weld Gdn Hoe
193006	163119200	GT FBG SP Shovel	202617	2594500	Fbg Lhsp Shovel
193055	163118300	GT FBG GDN Hoe	132068	163118600	6" Weld Gdn Hoe
230180	263125200	GT DH RND PT Dig Shovel	132065	163119600	Dhrp Digging Shovel
230181	263125300	GT DH Transfer Shovel	132064	163119700	Dhsp Scooping Shovel
230182	263125400	GT DH Spade/WD Handle	132057	163119800	Dh Gdn Spade
230183	263125500	GT DH Dig Drain Spade	132053	163119900	Dh Drain Spade
230185	2935212	GT 24" LWN & Leaf Rake	194215	2915212	24" Spring Brace Rake
248283	263123600	GT Bow Rake	132072	163118400	16t Bow Rake
248297	263123000	GT 44" LHRP Shovel	132056	163119300	Lhrp Digging Shovel
296889	163118200	GT FBG Bow Rake	215167	2853900	60" Fbg Bow Rake
433839	163116800	GT Poly STL LWN Rake	194215	2915212	24" Spring Brace Rake
482163	163119100	GT FBG LHRP Shovel	202616	2594400	Fbg Lhrp Shovel
498342	263123100	GT LHSP Transfer Shovel	132061	163119500	Lhsp Scooping Shovel
560216	163124200	GT 24" Poly LWN Rake	161047	1919200	26" Poly Leaf Rake
683964	163123900	GT 30" Poly LWN Rake	668194	64309	Util Lwn Rake

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Espoma is out of six items due to demand increases and running low on raw materials. Weekly orders are shipping 2-3 weeks late due to increased demand and labor shortages.

Gulfstream /Central Garden had delays with their packaging suppliers due to COVID-19. As of now, 25 items are expected to be out of stock until October with some skus that will be out until 2021. Sevin products are the most heavily impacted.

Teknor has halted production on 25ft hoses and specialty hoses to focus production on top-selling SKUs. As of 7/20, Teknor is having labor shortages and continues to struggle to keep up with increased demand. This is impacting inventory on all items. Going forward, we will be receiving a weekly allocation. As that allocation is received, additional orders will be placed. **Updated 9/14**

Items that are in production/ in transit: 305946, 203050, 773309, 539454, 211575, 137885, 784470

Items currently not being produced:

Item #	Sku Description
120395	Gt6hose Reel Lead Hose
156211	Gt 5/8x125 Med Hose
156212	Gt 5/8x25 Hd Gdn Hose
156356	Gt 5/8x25 Nyl Gdn Hose
172724	Gt 25 Soaker Hose
172729	Gt 50 Soaker Hose
172731	100 Soaker Hose

172732	Gt 75 Soaker Hose
172733	Gt 25 Sprinkler Hose
172738	Gt 50 Sprinkler Hose
177971	3/4x100 Farm/Ranch Hose
177972	3/4x75 Farm/Ranch Hose
180075	3/4x50 Farm/Ranch Hose
201067	5/8x6hd Fem Leader Hose
211577	Zero-G 25 Gdn Hose
243012	3/4x75 Comm Gdn Hose
243013	5/8x10 Leader Hose
259577	5/8x6 Leader Hose
528422	1/2x25 Wht Boat Hose
587046	Gt5/8x100neverkink Hose
587053	3/4x50 Neverkink Hose
669133	Gt 5/8x75 Nyl Gdn Hose
784678	Gt5/8x75neverkink Hose
802991	Gt5/8x50 Neverkink Hose
886202	3/4x100neverkink Hose

Suncast (hose reels/deck boxes): Due to increased demand and production delays, there could be temporary outages on about 20 items. If we anticipate being out of stock, EXS (extended out of stock) codes will be applied along with a referral where applicable.

SC Johnson: Because of component shortages, labor reductions due to COVID and capacity constraints, SCJ will have shortages affecting Raid and OFF. EXS codes have been added along with ETAs where applicable

Lamplight is facing supply shortages due to demand increases. Additional inventory will be shipping late July, but a few items have delays until August and September

Scott's Miracle Gro has many delays on plant food due to overconsumption and maintenance on their production lines. Inventory outages will occur until October. We are looking for suitable referrals where possible.

Watering (sprinklers, hose nozzles, hose repair): Due to sales being up over 40%, we have oversold many of our forecasts on this imported program. Additional orders from Fiskars, Melnor and Orbit will be arriving throughout September and October.

Kaytee has had extended lead times due to unprecedented demand, which has caused late shipments into the RDCs. Also, due to a nectar shortage, there are extended out of stocks on 142375, 142374, and 142376 through mid-November. We are increasing lead time and balancing inventory across RDCs where we are seeing delayed shipments. **Updated 9/14**

Panacea: Due to over consumption in the 2020 season, Panacea will not have the below items available to ship until mid-November: **Updated 9/14**

SKU	Model Number	Description
259410	89782gt	Gt 12pk 4 Bamboo Stake
259412	89784gt	Gt 12pk 5 Bamboo Stake
259388	84180gt	Gt 6pk 6 Bamboo Stake
692643	84186	6 Hd Sturdy Stake
758466	89788	6 Mtl Plant Stake
692684	89797	7 Hd Plant Stake

Formosa Tools (pruning and hand tools): due to strong sales over the summer months and long vendor lead times, we are currently out of stock on many pruning and hand tool items. Domestic referrals are being added where applicable. Multiple containers are in transit from overseas with an ETA of mid-October. **Updated 9/14**

ELECTRICAL

- **Square D**'s facility in Mexico is back up and running, but many items have delayed ETAs. As of 7/20, their facility was at 60% capacity and they anticipate being at 100% by the end of August. We will see partial recovery on ship laters in September, with full recovery in November. **Updated 9/14**
- **PT Ho Wah (cords):** Due to a sales increase and an increase in vendor lead time due to COVID, ship laters have been increasing on cords. Additional orders are in transit along with more orders sailing late August. For any items at risk, we are looking for domestic availability. Updated 8/10
- **First Alert** continues to operate according to strict COVID guidelines issued by the Mexican government. The vendor is currently allocating product on a monthly basis. The stated anticipated get-well date is September. We continue to work closely with First Alert to prioritize highest-impact items and RDCs as recovery continues.
- **GE Lighting** has recently had an increase in ship laters due to delays at West Coast ports. They expect most containers to arrive to their plants by late September, with full recovery in October. **Updated 9/14**

PAINT

We have seen significant increases in demand for both paint and sundries. We continue to work closely with our suppliers to get ahead of the demand curve and remain in stock.

Leaktite – Heavy demand spikes accompanied by labor shortages at production facilities are resulting in accumulating ship laters. Production focus remains on buckets and tray liners until Q4. The vendor has added equipment to their Phoenix facility, which will be online by the beginning of Q4 and add 30% production capacity. Full recovery is expected by late October.

Trimaco –The main issue is coveralls, which will be heavily allocated until early October when the vendor expects full recovery. Shoe guards are also heavily impacted by these allocations, as both items are imported by the vendor from Asia. Recovery is expected by mid to late September. Unfortunately, there are no alternative vendors in stock at the moment. **UPDATED 9.14.20**

Kaps Tex – Massive demand spikes on several items have caused increased out of stocks across the enterprise. Our POs were delayed in China due to inspection delays and high transportation demand; however, all POs are marked "hot" and being expedited once received at our ports. Focal points are around our hurricane regions and we will transfer inventory when the opportunity exists. The majority of items/RDC inventory is in a good place with additional inventory on its way.

Rustoleum/Zinsser – Massive demand spikes across a large majority of items and in-house COVID cases in their warehouses are causing heavy out of stocks. We continue to work with the vendor weekly as they are providing inventory levels on their side. Currently, the vendor is operating at a 1-2 week lag in production due to continued heavy demand across the nation. Unfortunately, the vendor continues to deal with Covid cases surfacing in their facilities causing further delays. We continue to work with them weekly prioritizing our top POs.

Saint Gobain – Vendor is getting closer to catching up on the 8 tape SKUs they were previously out of stock on as we are starting to receive more and more product each week. Demand is still up over 25%; however, we are seeing consistent drops in ship laters week over week.

3M – The vendor has been out of their sandpaper SKUs over the past couple of months due to heavy demand. Original recovery was mid-September; however, the vendor has been shipping as of last week and we will continue to get more in over the next month. Partial recovery is expected by mid-September and full recovery by early October. **UPDATED 9.14.20**

Linzer – The vendor was forced to shut down due to COVID-19. They are unable to ship to us until mid-Q4. We are currently working with Premier (an alternate vendor) and other vendors on like items and solidifying go-forward demand. Orders have been placed with Premier, Wooster, and Great American Marketing (GAM) for any suitable replacements.

TOOLS & HARDWARE

Overall sentiment

Overall sentiment from our key suppliers is mixed. Most feel confident about their supply positions, but there has been an element of risk introduced with mandated work stoppages and quarantines in China. While most say their production is close to full capacity, the lag created in the supply chain is real. Any service disruptions will most likely be felt in the Q3/Q4 time frame. Our Hardware & Tool departments have been proactively working with our key suppliers to identify items/categories that may be impacted and stocking up accordingly to mitigate this risk.

Disposable Face Masks

We have secured disposable 3-ply and KN95 masks domestically until N95 are in available supply. We continue to source alternative items to fill this need going forward.

Respirators

These items continue to be in short supply. We are leveraging three main manufacturers to fulfill our needs (3M, Safety Works and DDME/Softseal).

- **DDME** has been hit extremely hard with massive demand spikes around masks. Product has not available for the past 5+ months; however, we do have a container arriving and expect ship laters to be reduced by approximately 40% with this inventory arriving into our DCs in mid to late September.
- **Safety Works & 3M –** 3M is working on potentially shipping some P95 masks in late September; however, they will continue to only service government and frontline workers. Safety Works hopes to ship some respirators in late September but cannot confirm yet.

Dremel/RotoZip— Unfortunately, after a slow reopening phase of their factory, a new COVID case caused another short shutdown delaying full recovery. We continue to work with the vendor weekly; however, they are working with limited staff until the Mexican government will allow them full capacity, possibly starting in mid-August. We are seeing product become more available however full recovery will not be until the end of September at best.

Master Lock— Similar to Dremel, the Mexican government ordered a mandatory shut down of the Master Lock facility and has now allowed them to slowly reopen. Currently, the vendor is behind about two weeks on production due to the limited staffing, and out of stocks are starting to increase across our enterprise. The good news is that we are starting to receive more and more product as the vendor is showing more signs of better production.

Plaskolite— This vendor is running at a 10+ week lead time on certain items due to extremely heavy demand across the nation. We have been receiving weekly updates in regard to available inventory and will order accordingly to get everything on hand as soon as possible. Full recovery expectations are not until early October at this point.

National— The vendor continues to work through massive demand spikes across the nation. This is a long line vendor, so the out of stocks seem high; however, the majority are short term as the vendor is doing everything they can to obtain enough materials to keep up. Our demand is aligned, and we are working with them weekly regarding updates on new out of stock issues. Full recovery is not expected until late September, but improving week over week.

Ali Industries— The vendor has been experiencing intermittent COVID cases in their factory, causing continued delays with manufacturing and shipping. We continue to work with them on item availability and should see a drop in ship-laters by mid-September. Full recovery is looking like late September. **UPDATED 9.14.20**

Richelieu/Mibro— Heavy demand spikes and vendor delays have caused an increase to our out of stocks over the past couple of months. The vendor is working with us and shipping everything they can; however, we have continued to see out of stocks fluctuate throughout the past couple months and expect more of the same until late September.

Pyramex— Massive demand surges on protective items are causing heavy out of stocks. Limited product is shipping on several items, specifically face shields and goggles. Although full vendor recovery is not expected until late September, we are seeing more and more product being shipped. **UPDATED 9.14.20**

Bosch — Heavy demand increases have caused out of stocks on several items, with various recovery dates ranging from one to eight weeks. The vendor also shares factories with Dremel and had a brief shutdown due to another COVID-19 case inside the warehouse. We continue to work with the vendor on recovery dates and transferring of inventory when possible. Currently, the vendor is 10-14 days behind due to the heavy demand.

Quikrete—Huge spike in demand for concrete has caused outages across several DCs. We are working with the vendor to get these orders expedited and with our RDC receiving team on immediate put away. The vendor did update us that they are recovered on concrete and within one week of being recovered fully on bagged goods (rocks, pebbles, etc.)

PLUMBING

Brass Valves

- **B&K** – The vendor is experiencing a slowdown in output at their Monterrey, Mexico facility. Daily staffing is in flux due to required protocol and restrictions on vulnerable personnel. There have also been disruptions in daily operations due to cleaning/ sanitizing. The packaging facility is struggling due to limited hours and personnel. Demand is still running at an abnormally high rate, contributing to the backlog. This directly impacts Sched. 80 PVC, poly nipples and copper fittings. Please see the referral list available on MOL.
- **Brasscraft** – the manufacturer has extended lead time of four to six weeks on gas connectors due to COVID, which is limiting shifts and increased demand on items. The manufacturer is shipping as they make the units, so shipping partial orders. This delay is expected through the end of the year. Updated 9-14

Water Heaters

- **Reliance** – based on the closing and reopening of their facility in Juarez, Mexico, they are working to get production to full capacity but anticipate an additional lead-time on products (approx. 30-45 days). All Reliance water heater orders have transitioned back to FOB EL Paso, TX, but the extended lead-time will continue until Reliance is caught up with production.
  - Reliance (31344) Pump tanks delayed a week to 2 weeks. Increased demand from all channels has resulted in a short-term lead time extension for this category.

Filters

3M – there was an increase in demand due to COVID-19 and a temporary shutdown of their Mexico plant. Limitations on products exist through the end of the year. A cross reference list is available on MOL. 3M is expanding production with additional warehouse space and will begin supplying the four top-selling SKUs from their Canada warehouse in the next couple of months. 3M is shipping partials against orders and orders are potentially getting pushed out an extended 2-4 weeks past ship date. Updated 9-14

1000MPR: limited availability across the entire line in the next 60-90 days. Increased availability 90 days out (mid-October).

1500MPR: Top sizes should be good in singles. 4ct and 6ct cases (16x20, 16x25, 20x20, 20x25, 14x25, 14x20). All others limited for the next 90 days (until mid-October).

Flanders – Their primary challenge continues to be staffing the production equipment in their manufacturing facilities due to COVID.

Faucets

Moen - lead time went from 5 to 12 business days due to challenges with production and staffing. Updated 9-14

Import items

- **Homewerks, B&K and Plumbshop** have been affected by increased demand and longer lead times. Additional 23 lead time delays with import containers.

Pipe & Fittings

- **Charlotte** – Demand has increased across pipe and fittings and **Charlotte** is experiencing delays in their plant due to a reduction in shipping staff related to COVID. Beyond this unprecedented demand, Charlotte is also dealing with the aftermath of Hurricane Laura, which has caused production limitations on some non-core items. Charlotte is working to catch up on demand and fulfill orders, but they have extended lead times expected through October. Pipe orders are delayed based on delivery appointments with carrier constraints. View a letter from Charlotte here.
- **Lasco** continues to have labor issues due to COVID-19 and unemployment incentives in their state. They don't expect improvement until late September/early October.

Underground Irrigation

- **Orbit** is still behind in July shipments and working to catch up to the increase in demand and limited stock for the season. No cross references are available, as this product is not universal.
- **Rainbird** is currently filling orders and shipped several backorders the week of 8/31.

FRAP

- **Neogen –** Current allocation on gloves. IPA is no longer on allocation and shipping.
  These Nitrile gloves have an updated ETA: Updated 9-14
  - 224918 – eta of 1/21/21
  - 224919 – eta of 1/21/21
  - 156674 – eta of 1/21/21
  - 156675 – eta of 1/21/21
  - 224916 – eta of 2/26/21
- **ITW** – Spray Nine Cleaners – 626879 & 381845 – product is on allocation and limited inventory has been shipped.
- **Kimberly Clark** – current allocation on shop towels due to increased demand. Item #570978 55Ct & 161932 200pk.
  - Possible referral items over to Intex (new vendor)
    - Item #161932 to refer to item #269272
    - Item #570978 to refer to item #269273

- **Harvest Honey** – Limited quantities and out of stocks continue for this vendor until mid-November. We anticipate that the majority of items will not be in stock at the RDCs until December or Q1 2021.
- **BERGAN LLC -** Increase in demand across products and vendor is working to catch up to demand.
- **My Healthy Hen** – increased demand on coops and obtained additional items from another vendor. Item 242674 - ETAs into warehouses will be late October; other coops and accessory items will be November-January. 8-31 updated
- **Pet Food -** Demand outpaced supply for pet food across the board due to Covid and unprecedented consumer purchasing. Purina items are on allocation with lead-time currently at four weeks.
- **Poultry Netting** – Demand spikes across this category. Receiving a portion of ship later items in mid-August, but product is imported and balance of the top SL items won't arrive until September-November.
- **Behrens** – increased demand and limited production capabilities with machinery. Product on allocation into Q1 2021.
- **Livestock Animal Needs** - Manna Pro - Vendor delays with shipping import POs. POs not due into final RDCs until September.
- **DOUBLE HH -** the following backordered items are starting to ship the weeks of 9/14 and 9/21. Updated 9-14
    - 146233
    - 146274
    - 146238
    - 146236
    - 146289
    - 145828

- **K&H**
    - 260239 - Delay due to Covid - September due date - duck waterer
    - 260238 - September - Honeybee Waterer
    - 260240 - September - heat duck waterer

- **APACHE HOSE&BELTING –** No current update yet on these items – updated 9-14
    - 185564 - Bio Fuel hose supplier stopped making this hose - looking for a new source/expected by mid-October
    - 185568 – Bio Fuel hose supplier stopped making this hose - looking for a new source/expected by mid-October
    - 185569 - Bio Fuel hose supplier stopped making this hose - looking for new source/expected by mid-October

HOME

General Sentiment:

- Cleaning & Sanitizing and Paper Products are still largely supply constrained. Suppliers have customers on allocation based on historical purchases. Many of the cleaning and sanitizing products are expected to be constrained into 2021.
- Many additional suppliers are experiencing supply constraints due to unprecedented demand as an in-direct result of COVID and have limited or reduced production capability due to safety practices. Some of these suppliers have customers on allocation. (Ex: Jarden Canning)
- Sales continue to surge across numerous classes within Home. In total, wholesale sales are up 24% year to date, and 35% over 2019 since the start of COVID, with numerous classes up greater than 50% over 2019.
- Sell-thru on heavily seasonal categories has far exceeded plan, and in some cases, we have limited or no replenishment ability during the season (i.e. ACs).

Please click here for a detailed cross-reference list for our top out items. Note that in-stock positions on referral items are likely to vary, as many of the referrals are also supply constrained items.

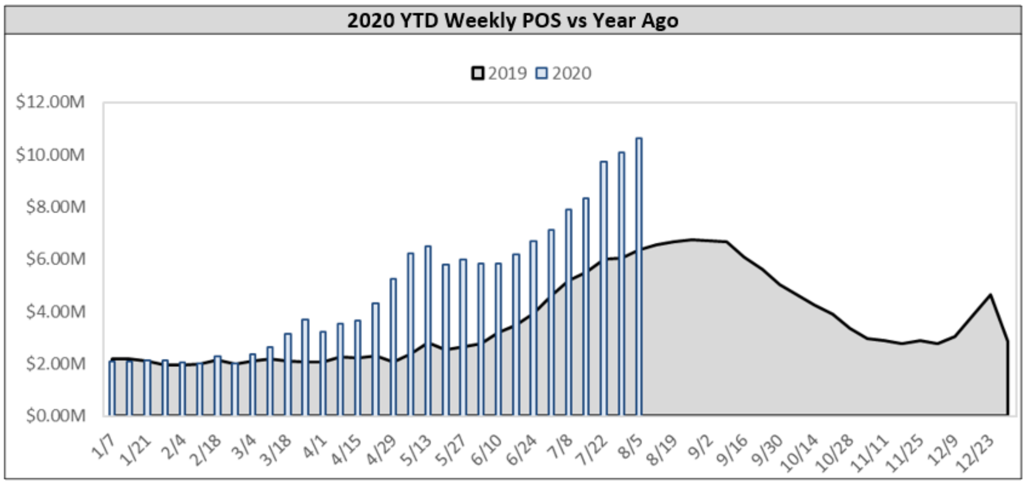
Vendor Updates:

- **Reckitt Benckiser (Lysol) - Cleaning:**
  - Extreme demand increases and supply constraints due to COVID, primarily on Disinfectant Wipes and Lysol Disinfectant Sprays
  - RB has all customers on allocation based on pre-pandemic historical purchases (2019).
  - RB is stating allocation is likely to last into Q2 2021, though we should see increases in allocation quantities over time as they are ramping up production capabilities to keep up with demand.
- **Clorox Company - Cleaning:**
  - Extreme demand increases and supply constraints on cleaning products due to COVID. Bleach, Wipes, Spray Disinfectants, and Trash Bags too.
  - Clorox has all customers on fair share allocations based on a blend of pre-pandemic historical purchases and post-pandemic historical purchases.
  - Projected “get well” dates by category:
    - Bleach - Sept 2020 – **MOST BLEACH ITEMS ARE BACK IN STOCK! Updated 9/14**
    - Trash bags - Oct 2020
    - 409 Spray - Oct 2020
    - Pinesol & other sprays - Q1 2021
    - Wipes - Q2-Q3 2021
- **Procter & Gamble – Cleaning & Paper Goods:**
  - Extreme demand increases on paper goods and sanitation products due to COVID
  - All customers are on allocation based on historical purchases, and not all items being produced.

    - Allocations on paper goods have been improving steadily over recent weeks, but we are still not able to obtain the supply we need.
    - P&G is projecting get well dates of Q4 2020 for cleaning products
    - P&G is projecting get well dates of Q1 2021 for paper goods.
    - View an update about Swiffer and Dawn Ultra displays here.
- **Gojo – Hand Sanitizer:**
    - Gojo is reserving most hand sanitizer inventory for first responders and healthcare customers. Gojo has been allocating minimal amounts to us and is providing a weekly update of any inventory that will be allocated.
    - Gojo projects supply constraints to last into Q2 2021
    - See Hand Sanitizers section under the What's New section below for alternate skus that are in stock and available.
- **Big Time Products – Disposable Gloves:**
    - Extreme demand increases and supply constraints on disposable gloves due to COVID.
    - Supply to remain constrained into Q2 2021
- **Ammex Corporation – Disposable Gloves:**
    - Extreme demand increases and supply constraints on disposable gloves due to COVID.
    - Has all customers on allocation based on pre-pandemic purchases
    - Supply is essentially not obtainable at present from Ammex, and they are projecting supply constraints into 2021.
- **S C Johnson - Cleaning:**
    - COVID demand and supply constraints.
    - All items being produced but on allocation, and we are seeing drastic cuts to POs.
    - Hand sanitizer not available until at least Sept. as vendor is donating to first responders.
    - Other top outs are mostly hand soaps and all-purpose cleaners.
    - Component issues with triggers for Mrs. Meyers skus pushing recovery dates into November.
- **Method Products - Cleaning:**
    - Due to high COVID demand, they are only producing core items and allocating product weekly.
    - Method projects supply constraints to last thru 2020.
- **Delta Industries – Spray bottles:**
    - COVID demand and impacts of the pandemic on their global imports has left them severely supply constrained for months. We are anticipating receiving product again by early October.
- **Zep – Cleaning Chemicals & Spray Bottles:**
    - Severe supply constraints due to increased demand. Key impacted items:
        - 183001 - 32oz Clean/Disinfectant – October ETA – **Zep confirmed they will be shipping this item starting now, mid-September. UPDATED 9/14**
        - 521107 - Gal Zep Antibac Cleaner – Limited Supply Available Now
        - 150870 - 32oz Zep Empty Sprayer – Limited Supply Available Now
        - Zep – COVID-19/Supply Release
- **Colgate Palmolive – Cleaning:**
    - Covid demand and supply constraints on all purpose cleaners and hand soaps.

  - They are projecting supply constraints into 2021
- **3M Company – Cleaning:**
  - Coronavirus demand and supply constraints on scrub sponges, dish wands and lint rollers - increased shortages of supply due to Mexico plant closures (since reopened).
  - 3M advising to expect supply challenges thru Q3, into Q4
- **Edgewell – Wet One Wipes**
  - Wet One Wipes are severely supply constrained.
  - We are expecting a shipment of Wet Ones by mid-September.
- **Delta Brands – Dollar Program Cleaning Products:**
  - Severe supply constraints on wipes, bleach and hand soaps. Allocating product as available. Wipes projected to be out of stock for several months.
- **Champion - Bleach:**
  - This vendor has focused production on their germicidal bleach, NEW True Value item 269013. Existing bleach item 185095 is not being produced at this time.
    - 269013 - 128OZ Germicidal Bleach. No supply constraints at this time.
- **Georgia Pacific:**
  - Severe supply constraints on Angelsoft & Quilted Northern toilet paper and Sparkle & Brawny paper towels. Georgia Pacific has limited production to core skus and all customers are on allocation.
- **Kimberly Clark:**
  - Supply constrained due to demand. Key items with supply issues are toilet paper, paper towels and facial tissue, which are on allocation to all customers. The vendor is limiting production to core SKUs.
- **Solaris Paper:**
  - Solaris Paper has limited production to two items – 249942 Fiora 12PK Bath Tissue and 249944 Fiora 6PK Paper Towel and allocated True Value one truckload per month.
- **Lodge Mfg** is limiting production to core items and will expand their assortment as demand and production capacity permits. The vendor is putting customers on allocation and expanding prep time on all orders to 30 days. We are executing a forward buy considering this news.
- **GE Appliances:**
  - Has seen an increase in demand and supply constraints on countertop microwaves. GE has two extended out items with October get well dates
    - 250356 0.7CUFT WHT Microwave
    - 250357 1.1CUFT WHT Microwave
- **Sodastream:**
  - Experiencing significant supply constraints on replacement cylinders, due to a significant reduction in cylinder returns caused by large retailer closures in prior months. All customers are on weekly evolving allocation as supply becomes available. Additionally, all customers have been put on allocation for flavor syrups.

- **Rubbermaid/Jarden (Ball Canning):**
  - Experiencing unprecedented demand due to COVID-19 and significant supply constraints.
  - Jarden has officially put all customers on monthly allocation, based on historical sales in 2019. We will only be able to secure what product we are allotted by Jarden through the end of the year.
  - Jarden shared the below snapshot of their 2020 demand vs 2019 demand, to help understand the cause for supply shortages and reason for allocation



IRI POS– Newell Canning – MULO, Week Ending 08.02.2020

- **Bell Sports**
  - Experiencing increased demand and supply constraints. Top outs are expected to be back in stock and available to ship to True Value by end of May.
- **Franklin Sports** is experiencing increased demand and supply constraints.
- **Interport DBA Whamo** is experiencing increased demand and supply constraints.
- **Intex Recreation** is experiencing increased demand and supply constraints.
- **Wilson Team Sports**

Wilson Team Sports has decided to exit the hardware channel effective February 25, 2020. This has led us to discontinue our warehouse program and they will no longer be taking any direct ship orders.

We are in the process of setting up a new vendor, Penn, to supply us with three SKUs for tennis balls. We are looking to have product available by the end of June.

We have a few vendors available that can fill this void. Please see below contact information:

RAWLINGS SPORTING GOODS (DS ONLY)

Colin Sahli
Office: 872.208.5864

Cell: 630.291.9484
Email: csahli@rawlings.com
Website: https://www.rawlings.com/

CHAMPRO SPORTS (DS ONLY)

Andrew Sherwood
Email: asherwood@champrosports.com
Direct: 847-229-4085
Website: champrosports.com | ub.champrosports.com

SPAULDING SPORTS DIV RUSSELL (WAREHOUSE & DS)

Gregory W Spodney | SPALDING
Office: 262-369-9946
greg.spodney@fotlinc.com
Website: https://www.spalding.com/

What's New:

- **Rubbing Alcohol:**
  - Our incumbent supplier, Great Lakes Wholesale, has been unable to obtain rubbing alcohol for months, due to demand on the product for hand sanitizer production.
  - ***Starting in August, True Value Mfg will begin producing rubbing alcohol! To be stocked in all warehouses. ETAs to all warehouses are late-Sept to early-Oct!*** **Updated 9.14**
    - 273081 - 16OZ 70% Isopro Alcohol
    - 272557 - QT 70% ISOPR ALCOHOL
    - 272556 - GL 70% ISOPR ALCOHOL
    - 273082 - 16OZ 99% Isopro Alcohol
    - 272559 - QT 99% ISOPR ALCOHOL
    - 272558 - GL 99% ISOPR ALCOHOL
- **Hand Sanitizers in stock:**
  - Clean Products 269080 - 32OZ Hand Sanitizer
  - Dr. Bronner's 268920 - 2OZ Pepp Hand Sanitizer
  - Sports Licensing Solutions 269263 - 16OZ Hand Sanitizer Gel & 269284 12OZ Hand Sanitizer Gel - 12OZ Hand Sanitizer Gel
  - Germ Shield 269290 2OZ Spr Hand Sanitizer & 269289 8OZ Hand Sanitizer
- **Clean Products hand soaps in stock!**
  - 269154 - 56OZ CLR Hand Soap
  - 269155 - 56OZ Antibact Hand Soap
- **Fashion Face masks:**
  - #269188 – Fashion Face Mask – mid-September ETAs on reorders.

- #270236 - Kids Fashion Face Mask – mid- September ETAs on reorders.

- #269287 – BLU Cooling Neck Gaiter - in stock now.

OUTDOOR LIVING

Spring/Summer seasonal category sales are up 38% to 2019 in aggregate, largely due to consumers staying at home as a result of COVID-19. Many suppliers are also experiencing supply constraints due to increased demand. Nine classes are experiencing double digit sales growth. UPDATED 8/31/20

- Patio Furniture up 45%
- Pool & Spa Chemicals up 22%
- Flags up 38%
- Fire Pits up 137%
- Grills up 53%
- Grill Accessories up 48%
- Camping up 17%
- Hunting up 80%
- Fishing up 26%

For a detailed cross-reference for our top out items, please see the Outdoor Living Referral List on the Inventory Updates page. Please note that in-stock positions on referral items are likely to vary, as many of the referrals are also supply constrained items.

Charcoal

- **Kingsford** is seeing increased demand due to people being quarantined at home and grilling more. They are monitoring the situation very closely and have placed forward buys to ensure adequate supply position.
  - Kingsford Charcoal is now on allocation to all customers and limiting production to core skus, due to increased demand and supply constraints.
  - Click here for a notification from Kingsford.

Grills/Grills Accessories

- **Traeger** – Traeger is experiencing delays and cannot fill all our upcoming needs on time. They are experiencing increased demand on pellets and supply constraints, despite working around the clock to manufacture them.
  - Traeger is expected to ship significant volumes of top out pellet items on June 15. Beyond that, supply will be constrained further.
  - We have brought in additional inventory from Bear Mountain to help supplement supply.

Flavor	Traeger	Bear Mountain
Hickory	142377	259970

Mesquite	142378	259971
Apple	156402	259968
Cherry	156400	259969
Signature/Gourmet	244888	259972

- **Weber Grills** – Weber has placed 17 grills on allocation as of the end of July. They will be allocating product based on pre-pandemic forecasts.

Desc	Item #
14" SMOKEY JOE BLK US/CA/MX	317180
22" ORIG KETTLE BLK US/CA/MX	724369
22" ORIG KETTLE PREM BLK US/CA/MX	185784
22" MASTER-TOUCH GBS BLK US/CA/MX	185775
GENESIS II E-315 LP BLK US/CA/MX	247027
GENESIS II S-435 LP SS US/CA/MX	245081
GENESIS II S-335 LP SS US/CA/MX	245068
GENESIS II E-310 LP BLK US/CA/MX	245069
SPIRIT II E-310 LP BLK US/CA/MX	232669
18" SMOKEY MTN CKR	105360
SPIRIT II E-210 LP BLK US/CA/MX	232665
Spirit II E-310 NG	232674
GENESIS II E-315 NG BLK US/CA	247029
22" ORIG KETTLE PREM COPPER US/CA/MX -	185785
SPIRIT E-310 LP BLK US/CA/MX	250227
GENESIS II E-335 LP BLK US/CA/MX	245073
18" ORIG KETTLE BLK	724344

Fire Pits:

- We are balancing inventory as we can and placing replenishment orders. However, due to our suppliers being overseas, ETAs into the RDCs are September/October.
  - **Import shipping delays due to transportation capacity may cause these ETAs to shift back to late October. UPDATED 9/14**

Ammo:

- Ammunition vendors are experiencing increased demand during the pandemic. Winchester and Big Rock Sports have True Value on allocation, with severe supply constraints.

Vendor Shutdowns:

- We have not been notified of any present vendor shutdowns due to Covid.

Vendors Reopened:

- **Wahl Clipper –** was closed for the month of April but has since reopened and resumed shipping.
- **Annin Flagmakers** – Was closed from end of March to early May. Reopened and shipping True Value PO's ~5/19-5/26
- **Zippo Mfg** – Was closed for the month of April. Reopened but experiencing 5-week lead time on all purchase orders
- **Adams Mfg** – Was closed for the month of April. Reopened and shipping True Value PO's between 5/8-5/20
- **Interdesign** – Was closed during the month of April, but has since reopened and resumed shipping
- **Stanco –** shut down due to employee positive COVID-19 diagnosis. They were closed for a period of 1-2 weeks in May.
- **Correlle Brands –** Was closed for an extended period due to NY state mandate. Closed from end of March to early July. Have reopened as of early July.