

JAN/FEB, 2011

RESERVATIONS: Nov. 29 **MATERIAL DUE:** Dec. 8 **MAIL:** Jan. 10, 2011

COVER STORY: Outstanding Retailer Award Winner

FEATURES

- State of the Industry roundtable—Industry professionals look back on the past year and set the stage for the year to come
- LBMAO & ABSDA show previews

PRODUCTS

New product showcase

MAR/APR, 2011

RESERVATIONS: Jan. 28 **MATERIAL DUE:** Feb. 8 **MAIL:** Mar. 7

COVER STORY: Dealer Education—An in-depth look at industry efforts to prepare the next generation of home improvement retailers

FEATURES

- Store security—We talk to the experts about how to protect your business from theft, fraud and electronic attack
- National Hardware Show preview

PRODUCTS

New product showcase

MAY/JUN, 2011

RESERVATIONS: Mar. 25 **MATERIAL DUE:** Apr. 5 **MAIL:** May 2

COVER STORY: Outstanding Retailer Award Winner

FEATURES

- Materials management—A look at the equipment you need to run an efficient building supply dealership
- Outdoor living trends for summer

PRODUCTS

New product showcase

Regular Features

Retro Hardware

A snapshot of hardware retailing from another era, selected from the 120-year-old archives of *Hardware Merchandising*.

New Products

Absolutely the best print showcase in Canada for vendors launching new SKUs to both building supply dealers and hardware stores.

Retail News

A roundup of the most important industry developments affecting Canadian home improvement retailers.

JUL/AUG, 2011

RESERVATIONS: Jun. 3 **MATERIAL DUE:** Jun. 13 **MAIL:** Jul. 11

COVER STORY: The Top 100 Report—Our annual overview of the Canadian hardware/home improvement retailing marketplace, complete with company profiles, sales figures, market share data, trends and analysis

FEATURES

- National Hardware Show Report

PRODUCTS

New product showcases

SEPT/OCT, 2011

RESERVATIONS: Aug. 5 **MATERIAL DUE:** Aug. 15 **MAIL:** Sep. 12

COVER STORY: Outstanding Retailer Award Winner

FEATURES

- Tool trends—We talk to the big power tool manufacturers about the new trends in this important contractor and DIY category
- Home décor—Maximizing this key product segment

PRODUCTS

New product showcase

NOV/DEC, 2011

RESERVATIONS: Oct. 7 **MATERIAL DUE:** Oct. 18 **MAIL:** Nov. 7

COVER STORY: Outstanding Retailer Awards—Profiles of all the winners from the industry's top annual awards program

FEATURES

- Prairie Showcase Preview – We preview the upcoming annual WRLA show held in early January in Saskatoon

PRODUCTS

New product showcase

Q&A

Short, right-to-the-point interviews with Canadian retail entrepreneurs, executives, and association leaders.

Contractor Sales

Fundamentals of growing a successful lumberyard or building supply dealership serving professional builders and renovators.

Briefly

Companies are invited to send in announcements regarding new appointments, promotions, retirements, anniversaries and store openings. Our Briefly section keeps readers up to date on people on the move in the industry.

One Minute Read

A humorous and/or offbeat look at a person, product or recent event in our industry.