

JAN/FEB, 2010

RESERVATIONS: Nov. 25 MATERIAL DUE: Dec. 4

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

Decking & flooring

MAR/APR, 2010

RESERVATIONS: Jan. 27 MATERIAL DUE: Feb. 5

COVER STORY: New Dealer—The changing face of the Canadian hardware/home improvement dealer

FEATURES

- Buying Group analysis: making sense of buying group alignments and consolidation
- Banner Focus: a detailed look at one of the banners in the Canadian hardware/home improvement marketplace

PRODUCTS

Power tools, roofing, windows and doors

MAY/JUN, 2010

RESERVATIONS: Mar. 24 MATERIAL DUE: Apr. 6

COVER STORY: Outstanding Retailer Award Winner

FEATURES

- Managing your workforce—How to build sales through staff training
- Outdoor living trends for summer

PRODUCTS

Building materials & hand tools

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, 2010

RESERVATIONS: Jun. 2 MATERIAL DUE: Jun. 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

Kitchen & bath, housewares

SEPT/OCT, 2010

RESERVATIONS: Aug. 4 MATERIAL DUE: Aug. 13

COVER STORY: Outstanding Retailer Award Winner

FEATURES

- Facing Succession: an analysis of one of the major challenges facing the hardware/home improvement retailing industry.
- Banner Focus: a detailed look at one of the banners in the Canadian hardware/home improvement marketplace

PRODUCTS

Paint & Decor

NOV/DEC, 2010

RESERVATIONS: Oct. 2 MATERIAL DUE: Oct. 9

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

FEATURES

- WRLA Preview—A sneak peak at the upcoming early January showcase in Saskatoon.

PRODUCTS

Retail technology and green products

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.