



IN EVERY ISSUE

JANUARY / FEBRUARY

RESERVATIONS: November 29 MATERIAL DUE: December 6 MAILS: January 11

FEATURES	<ul style="list-style-type: none"> • The Lumber & Building Materials Issue. Business tips from Canada's most successful building supply dealers—and a look at their buying groups' strategies. • LBMAO & ABSDA show previews. • The Year in Review. Industry professionals look back on the past year and set the stage for the year to come.
DEPT.	<ul style="list-style-type: none"> • Lawn & garden • Decking • Retail technology • Cleaning supplies

MARCH / APRIL

RESERVATIONS: January 24 MATERIAL DUE: January 31 MAILS: March 1

FEATURES	<ul style="list-style-type: none"> • Retailer Focus. A close look at one of the major players on the Canadian hardware/home improvement retailing scene. • Tax Time. Tax tips for the small business operator.
DEPT.	<ul style="list-style-type: none"> • Power tools • Roofing • Hand tools • Windows & doors

MAY / JUNE

RESERVATIONS: March 27 MATERIAL DUE: April 3 MAILS: May 3

FEATURES	<ul style="list-style-type: none"> • The Hardware Co-op Issue. In-depth coverage of a member-owned hardlines distributor and updates on all the hardware groups. • Financing Growth. Ways to fund your bigger, better store – from financial institutions and private investors to evaluating offers from buying groups and co-ops.
DEPT.	<ul style="list-style-type: none"> • Paint & decor • Building materials • Plumbing • Flooring

JULY / AUGUST

RESERVATIONS: May 29 MATERIAL DUE: June 5 MAILS: July 5

FEATURES	<ul style="list-style-type: none"> • The Top 100 Report. Exclusive sales figures, store counts and DIY/contractor mixes for the biggest retailers, buying groups and distributors in Canada. Includes market share data, trends and analysis. • Home improvement retail group map of Canada. A simple guide that shows every major player's strength in each province.
DEPT.	<ul style="list-style-type: none"> • Cleaning supplies • Electronic measuring tools • Housewares • Appliances

SEPTEMBER / OCTOBER

RESERVATIONS: July 31 MATERIAL DUE: August 7 MAILS: September 6

FEATURES	<ul style="list-style-type: none"> • Store Services & Equipment. Tips for the home improvement retailer on making the most of resources in the marketplace that can help you make the most of your business. Topics covered include merchandising, fixtures, signage, lighting, inventory services, consultants, personnel services, retail technology and more. • Customer Seminars. How to run a successful, and profitable, customer DIY seminar program.
DEPT.	<ul style="list-style-type: none"> • Building materials • Power tools • Electrical & lighting • Hand tools

NOVEMBER / DECEMBER *PLUS 2007 RETAILER CALENDAR

RESERVATIONS: September 27 MATERIAL DUE: October 4 MAILS: November 1

FEATURES	<ul style="list-style-type: none"> • The Eastern Canada Issue. A special look at the state of the industry in the Atlantic Provinces. • WRLA Preview. A sneak peak at the upcoming early January showcase in Saskatoon, including trade show specials, speakers and events. • Retailer Liability. Legal issues in the retail environment.
DEPT.	<ul style="list-style-type: none"> • Kitchen & bath • Paint & decor • Flooring • Safety equipment

Retro Hardware

A snapshot of hardware retailing from another era, selected from the 119-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.

Retailer News

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

Contractor Sales

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

Q&A

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

In the Aisles

Tips and tactics for running a better home improvement retail store, with a focus on day-to-day store operations, marketing and merchandising.

Retail Reading

An author Q&A or book review of an important new publication covering a retail or general business topic.

One Minute Read

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