

CALL FOR NOMINATIONS



14<sup>TH</sup> ANNUAL

**2010**

**AWARDS PROGRAM**



**NRHA**

North American Retail  
Hardware Association

**Nominate An Outstanding Young  
Person to Become One of the  
Hardware Industry's 2010  
"Young Retailers of the Year"**

jointly sponsored by:

**COOPER** Tools

**3M**

**Scotts**

**ahma**  
The Industry Advantage

**Fluidmaster**  
The Most Popular Name in Toilet Care

# 2009 HONOREES

## Under \$2 Million

### Brian Young

Owner  
Young's PRO Hardware, Prattsville, N.Y.



- Remerchandised his entire store, with the result of a 50 percent increase in sales during the past five years. He used a loft area to house a niche in sporting goods, which has made the store a destination for even more shoppers.

### Eventt Norris

Owner  
Ossian Do it Best Hardware, Ossian, Ind.



- Remodeled an existing hardware store, turned sales around to consistent double-digit increases, and has continued to find opportunities despite a lagging economy.

## Over \$2 Million

### Kirk Reams

Manager  
Hooten's Hardware, Emory, Texas



- Directed the expansion of his store twice to its current size of 40,000 square feet with sales of more than \$5 million, each time expanding product lines and adding niches to expand his customer base.

### Chris Beilhartz

Owner/manager  
Echo Bay Home Hardware Building Centre,  
Echo Bay, Ontario



- After purchasing his store, he tripled the size of the building and increased sales from \$1.8 to \$3.2 million in the first year, and has continued to grow despite competition from a saturated market.

# Purpose OF THE AWARD



The need to keep - and bring - the next generation of young retailers into the hardware business has never been greater. Perpetuation at the retail level has long been a concern of the industry. This program - sponsored by industry leaders 3M Company, The Scotts Company, Cooper Tools, Fluidmaster and the American Hardware Manufacturers Association - recognizes the success and accomplishments of young hardware/home center retailers who show others what can be accomplished and represent the future of the business.

## Who Is Eligible

Nominees should be role models to other aspiring young retailers and demonstrate potential for a promising career in the industry through dedication, positive attitude and outstanding job performance. Sales associates, supervisors, managers/owners and persons in other management positions at retail hardware and home center outlets in the United States and Canada 35 years of age and under are eligible for this award. (Age as of entry closing date of competition.) All other past entrants who have not been honored are eligible to submit updated profiles. All nominees receive a certificate of recognition for their accomplishments.

## Categories of the Award

Outstanding "Young Retailers of the Year" will be chosen in each of three retail categories:

- ▶ Retail outlets with sales under \$2 million
- ▶ Retail outlets with sales over \$2 million
- ▶ Multiple-store retailers

## Awards

Young Retailer of the Year honorees in each category will receive:

- ▶ Industry-wide recognition for their accomplishments.
- ▶ An all-expense paid trip for two to the North American Retail Hardware Association Convention in July 2010 in Savannah, Georgia.
- ▶ A trophy recognizing this outstanding achievement.
- ▶ A feature article in *Hardware Retailing* magazine outlining achievements.
- ▶ Profile on NRHA's Web site

## Closing Date for Entries

Closing date for receipt of entries is March 30, 2010, at the office of:

**North American Retail Hardware Association**

6325 Digital Way #300

Indianapolis, IN 46278

# How TO ENTER

All nominations MUST be accompanied with information detailing the accomplishments of the individual. Documents to back up the entry are photographs, press clippings and other examples which support the achievements.

**The entry form on the back of this brochure profiling the entrant and the category being entered must accompany the supporting material.**

**For full details and tips on putting together the nomination presentation, go to [www.nrha.org](http://www.nrha.org) and click on the Young Retailer of the Year section. Also, you can click on the 2009 honorees to see their success stories.**

The nomination presentation should focus on the personal and professional activities and accomplishments of the entrant. All information that demonstrates the success of the entrant is encouraged. The judging is based on the entrant's performance. Judges consider accomplishments in the following categories:

- ▶ **High Points of Career**—how the entrant has contributed to the success of the store, career advancements, other worthy achievements in the business.
- ▶ **Community Involvement**—successful retailers have always been involved in community activities to increase the profile of the store and develop increased customer loyalty. Show how the entrant has supported community activities.
- ▶ **Hardware Education**—continuing hardware education is important to keep pace with product knowledge, management techniques, etc., in order to stay abreast of changing conditions.
- ▶ **Bonus Activities**—other areas in which the entrant has distinguished himself or herself in their hardware/home center career.
- ▶ Please include any photos relevant with the entry materials, including a head shot of applicant.

## For Questions or Information, Call:

### North American Retail Hardware Association

**Attn: Freda Creech**  
6325 Digital Way #300  
Indianapolis, IN 46278  
800-772-4424  
fax: 317-328-4354

## Judging

The panel of judges will be comprised of hardware industry leaders appointed by the sponsors. Judging will take place during April 2010. The judges' decisions will be final. All submitted materials will become the sole possession of the sponsors and will not be returned.

## Presentation of Awards

Presentation of awards will take place at the opening banquet for the NRHA Convention in July 2010. Winners will be notified in May 2010.

# 2009 HONOREES

## Multiple Store Operations

### Kirby Kuklenski

Owner

Mile High Ace Hardware, Federal Heights, Colo.  
Ace Hardware Uintah Gardens, Colorado Springs, Colo.



- Together with his brother Nick, he opened two hardware stores in two years, including one extensive remodel and one ground-up store, each time with sales outperforming expectations.

### Nick Kuklenski

Owner

Mile High Ace Hardware, Federal Heights, Colo.  
Ace Hardware Uintah Gardens, Colorado Springs, Colo.



- Guided the merchandising process for both stores he owns with his brother, Kirby, and sought out a variety of niches that continue to draw customers, including outdoor power equipment, lawn and garden and kitchen gadgets.

### Mike Skinner

Vice President

Tahlequah Lumber, Tahlequah, Ok.  
Pryor Lumber, Pryor, Ok.



- Expanded his store to a second location, and then directed the remodel of the interior and expansion of product lines. The store is now on track to increase sales \$1 million from the previous year.

### Marty O'Hara

Owner/Manager

O'Hara True Value Home and Hardware, Darien, Ill.



- Directed the purchase and renovation of a second location for the family business, then found a third location and was again involved in every aspect of remodeling and setting up the new store.



# Nomination FORM 2010

Complete this entry form and attach to materials which you are submitting. Please submit all materials at one time.

Entry deadline: March 30, 2010

Entrant's Name: \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Home Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Current Position: \_\_\_\_\_

Current Retail Employer: \_\_\_\_\_

Store Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Category Entered:

Under \$2 million sales volume

Over \$2 million sales volume

Multiple-store retailers

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

Contact Person For More Details: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

I agree to abide by the rules and the judges' decision. All decisions of the judges are final. All submitted materials will become the sole possession of the North American Retail Hardware Association and will not be returned.



**Send your entry materials to:**

**North American Retail Hardware Association**

6325 Digital Way #300 • Indianapolis, IN 46278

Attn: Freda Creech • Phone: 800-772-4424

jointly sponsored by:

