

Handyman Hardware & Supply

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Mr. Tom Chasteen
The Hardware Conference
91900 Overseas Highway
Tavernier, FL 33070

Dear Tom,

I just wanted to tell you what a great time Margaretjoy and I had at this year's conference. As long time conference attendees its great to see the conference grow, with new vendors and dealers attending each year.

One of the things that I like the most is that there are vendors of all sizes at the conference. This year I purchased the Atwood Rope Company's display at the Saturday night auction. By Monday afternoon the display was up and selling in the store. It is something that I probably wouldn't have seen, or had the time to check out at my co-op's markets.

We recently lost our primary source for bulk screwdriver and drill bits, the company went out of business. We decided to place all of our business with Eazypower. Their catalog is quite large and a little confusing. It was nice to see them represented at The Hardware Conference and to be able to discuss the problems that I was having and get them ironed out.

On Saturday afternoon I spent some time talking with Stuart Hunt from Damp-Rid. We talked about both of our businesses, our backgrounds, and how we had grown over the years. Stuart turned the conversation to the markets. I was surprised that he only went to the May market. Stuart was surprised to hear that I budget twice as much for new items in October versus May. I explained to him that more dealers went to the October market, in part, to pick up their rebate checks, thus they had more money to spend than in May. It was something Stuart had never considered.

Looking around my store I can note all the products that we've purchased as a direct result of conversations and relationships that were formed at The

Hardware Conference. Everything from Shop Vac and Eazypower displays to new items from Protective Coatings and Liquid Nail. Thanks again for organizing such a great conference.

Very truly yours,



W. R. (Rick) Heuser
President