



Retailers' Choice Awards 2006

If you didn't attend the 2006 National Hardware Show® in Las Vegas, then you missed the opportunity to discover some innovative new products. *Hardware Retailing* has been recognizing the most outstanding products at the Hardware Show for more than 35 years with our annual Retailers' Choice Awards. Thirty-four products were selected to receive the 2006 Retailers' Choice Awards out of the thousands of products on display during the three days of the Show.

The magazine uses a panel of retail judges to select the winners, since retailers know best what products have sales potential and innovation. This year's Retailers' Choice Committee included: Wayne Livingston, general manager of Northern Lumber PRO Hardware in Suttons Bay, Mich.; Melodie Wisniewski, hardlines buyer, Big C Lumber, Granger, Ind.; John Martin, merchant for 25-store Marvin's, Leeds, Ala.; Jim Bertoglio with L. Miller & Sons Lumber in Chicago; Janice Westlund, vice president and buyer, Bob's Ace Hardware, Rockford, Ill.; and Tom Green, president of Mayer Paint & Hardware in Rochester, N.Y., as well as current president of the North American Retail Hardware Association.

While Livingston said he has attended regional trade shows, the May event was his first National Hardware Show®. "We are a small business located in a small town and attending an international show like the Hardware Show really expands our view and helps us keep our business fresh," Livingston said. "It is so important for independent retailers like ourselves to be progressive about adding new items because they keep people coming back into our store to shop."

Livingston has been in the lumber business for 35 years working for the Beuerle family of Northern Lumber PRO Hardware. "I give a lot of credit to our store's owners for having the foresight to participate in events like the National Hardware Show®," he said. "By participating on the committee and walking the show we brought back a lot of ideas that will help our business continue to grow." ─



This year's Retailers' Choice Committee included, left to right: John Martin, Marvin's; Jim Bertoglio, L. Miller & Sons Lumber; Melodie Wisniewski, Big C Lumber; Wayne Livingston, Northern Lumber PRO Hardware; Janice Westlund, Bob's Ace Hardware; and Tom Green, Mayer Paint & Hardware.

 The image shows two views of the Carabiner Style Bungee Cord. On the left is a full view of the product in its retail packaging, which is a clear plastic blister pack with a cardboard backing. The packaging features the product name and a "48" size label. On the right is a close-up view of the cord's end, showing a black plastic carabiner hook and a green bungee cord with a spring gate mechanism.

CARABINER STYLE BUNGEE CORD is three times stronger than conventional hooks or standard cord. It features a spring gate that locks secure and a patent-pending design. It comes in three sizes: 24", 36" and 48".

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