

BY THE NUMBERS



14,400 Square Feet

The size of Walmart's first Express store. This small format store will be located in Gentry, Ark., about 20 miles southwest of Walmart's headquarters, according to *Bloomberg News*.

\$125 or \$115

The gift card value for a pistol and shotgun (respectively) that customers receive at a Hamilton, Mont., RadioShack for purchasing a two-year Dish Network package. Independent dealer Steve Strand has been giving away a free gun with a subscription since October, according to *The Associated Press*. Customers not interested in receiving a free gun can opt for a \$50 pizza gift certificate.

\$50,000

The amount Pedrotti Ace Hardware, in Benicia, Calif., rose for Japan to aid in the relief from the massive earthquake/tsunami that hit the country. Since raising \$50,000, retailer Gene Pedrotti has decided to increase his goal to \$100,000, according to the Benicia Patch.



HDW Reports Successful Spring Dealer Market

Hardware Distribution Warehouses, Inc. held its Spring Market March 4-6 at the Jackson Convention Complex in Jackson, Miss. CEO and President Kenneth R. Beauvais reported sales for the event were up 29 percent over the spring market last year.

"We hit another home run with this Spring Market with our total sales up 29 percent over our spring market from one year ago," Beauvais stated.

The market was the largest vendor sponsored market to date according to the distributor, and retailers from eight states were in attendance. Seminars and educational events were offered during the three-day event. Phil Mitchell of Discovery Based Retail hosted a Saturday seminar on How to Improve Your Store's Appearance while Allison DeWitt of the North American Retail Hardware Association hosted a seminar on employee training and product knowledge for all attendees on Sunday. ➡

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