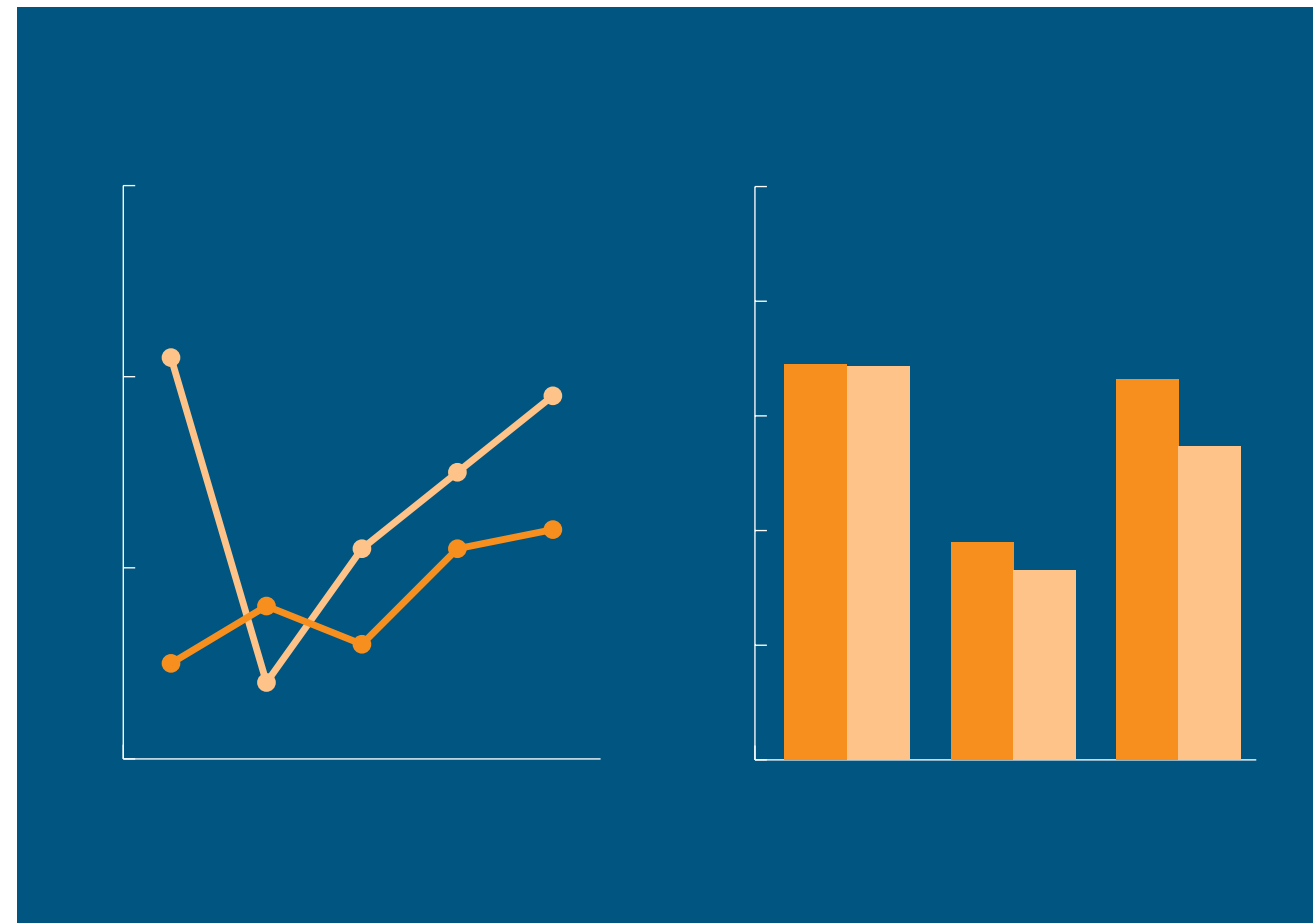


HARDWARE STORES

HOME CENTERS

Home centers are a key part of the home improvement market. In 2014, the market for home centers was valued at \$3.16 billion, up from \$2.67 billion in 2013. The market is expected to continue to grow, with a projected value of \$3.42 billion in 2014 and \$3.41 billion in 2013. The market is also expected to see an increase in the number of home centers, with 10,000 in 2014 and 65,000 in 2013. The market is also expected to see an increase in the number of home centers, with 10,000 in 2014 and 65,000 in 2013. The market is also expected to see an increase in the number of home centers, with 10,000 in 2014 and 65,000 in 2013.

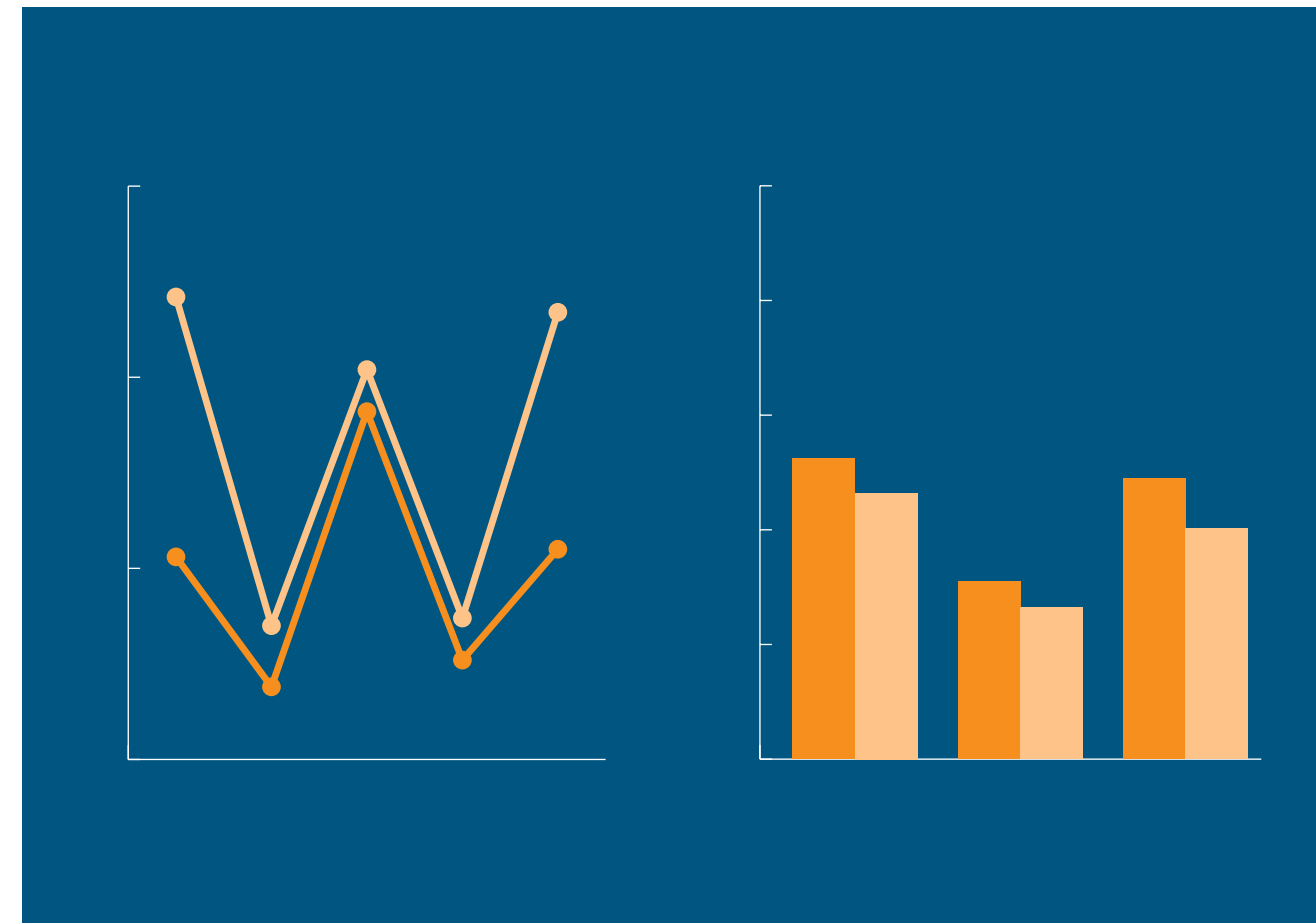
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LBM OUTLETS

LBM outlets are a key part of the home improvement market. In 2014, the market for LBM outlets was valued at \$1.7 billion, up from \$1.5 billion in 2013. The market is expected to continue to grow, with a projected value of \$1.7 billion in 2014 and \$1.5 billion in 2013. The market is also expected to see an increase in the number of LBM outlets, with 10,000 in 2014 and 65,000 in 2013. The market is also expected to see an increase in the number of LBM outlets, with 10,000 in 2014 and 65,000 in 2013. The market is also expected to see an increase in the number of LBM outlets, with 10,000 in 2014 and 65,000 in 2013.

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JANUARY

- Home Depot
- True Value
- Lowe's

FEBRUARY

- Ace Hardware
- Lowe's

MARCH

- Lumber Liquidators



APRIL

- Orgill, Inc.
- Do it Best Corp.
- Amazon
- Ace Hardware

MAY

JUNE

- Blish-Mize
- Ace Hardware
- PGA Tour
- True Value Company

JULY

- RONA Inc.
- House-Hasson Hardware
- Long-Lewis Hardware
- Home Depot

AUGUST



SEPTEMBER

- Home Depot
- PRO Group

OCTOBER

- Hardware Holdings, LLC
- World and Main, LLC
- Uber
- UberRUSH
- Ace Hardware
- Emery Jensen Distribution

Bright Prospects for 2016

2015, the hardware retailing market in the U.S. experienced a significant recovery, with sales up 6.1% from 2014. This growth was driven by a combination of factors, including a strong housing market, a recovering economy, and a focus on value-added services. Looking ahead to 2016, the market is expected to continue its upward trajectory, with several key drivers identified:

- Housing Market:** The U.S. housing market is projected to remain strong, with home sales expected to reach 6.1 million units in 2016, up from 5.6 million in 2015.
- Economic Recovery:** As the economy continues to grow, consumer confidence is expected to rise, leading to increased spending on home improvement projects.
- Value-Added Services:** Hardware retailers are increasingly focusing on providing services such as installation, design, and maintenance, which can drive higher margins and customer loyalty.

Gross Domestic Product

The U.S. economy is projected to continue its recovery, with GDP growth expected to reach 2.5% in 2016, up from 2.1% in 2015. This growth is supported by a combination of factors, including a strong labor market, a recovering economy, and a focus on innovation and technology. The hardware retailing market is expected to benefit from this overall economic growth, as consumers have more disposable income to spend on home improvement projects.

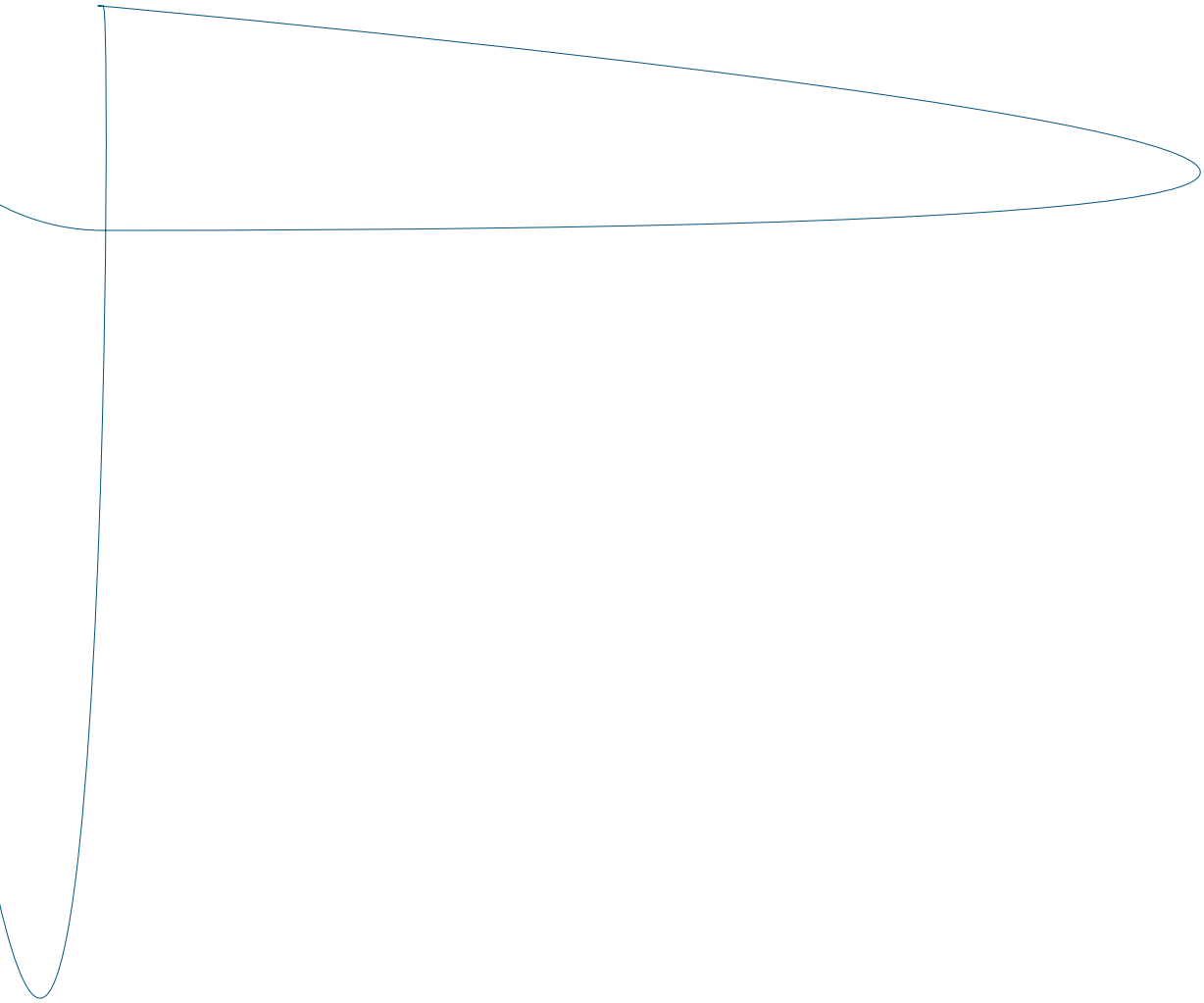
Improvement in 2016

The hardware retailing market is expected to show significant improvement in 2016, with several key metrics projected to rise:

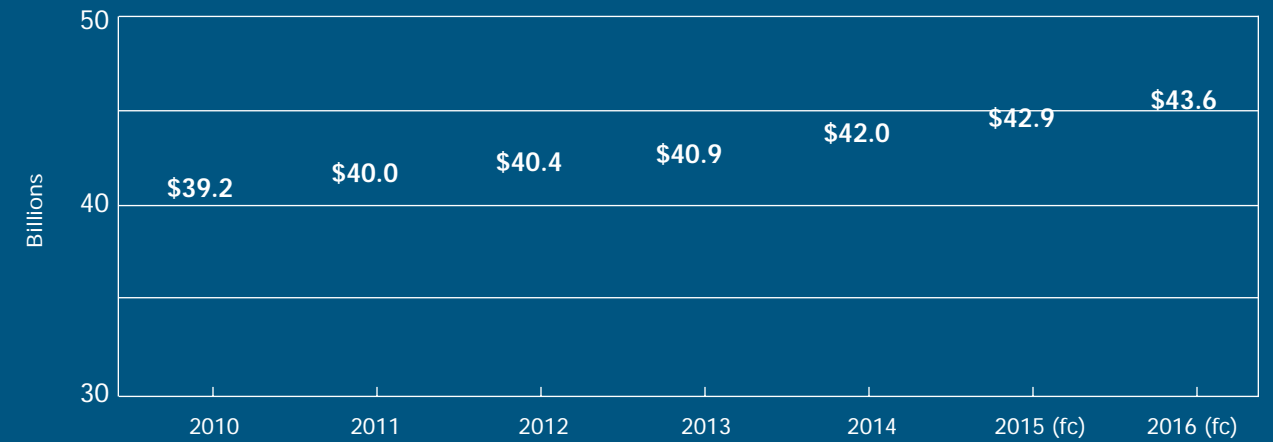
- Sales:** Total hardware retailing sales are projected to reach \$12.3 billion in 2016, up from \$11.6 billion in 2015.
- Home Sales:** Home sales are expected to reach 6.4 million units in 2016, up from 5.6 million in 2015.
- Market Share:** The hardware retailing market is expected to capture 7.6% of total retail sales in 2016, up from 7.3% in 2015.
- Profitability:** The hardware retailing market is expected to achieve a profit margin of 4.1% in 2016, up from 3.2% in 2015.

Home Sales

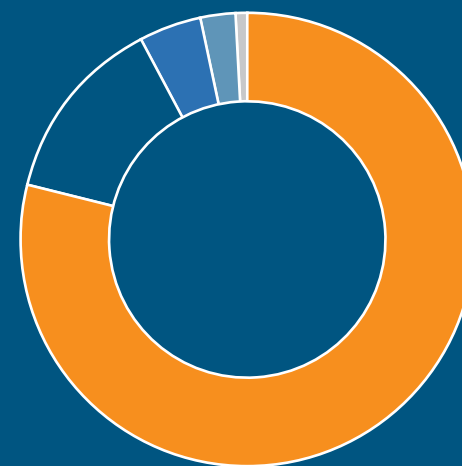
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Historical Sales Growth



Market Share



- 78.9%
- 13.5%
- 4.3%
- 2.6%
- 0.7%

* Big-box stores only

Source: Industry Analysts, Hardlines

Top 10 Retailers

Rank	Company	2014 Sales in Millions
1	Home Depot Canada	\$5,655
2	Home Hardware Stores	\$5,489
3	RONA inc.	\$5,476
4	Canadian Tire Retail	\$5,264
5	Tim-BR MART Group	\$3,000
6	ILDC	\$2,073
7	Sexton Group	\$1,800
8	Castle	\$1,720
9	BMR (La Coop fédérée)	\$1,700
10	Lowe's Canada	\$1,100
	Rest of the industry	\$8,694