

HARDLINES **Blish·Mize** Strategies

DISTRIBUTING RETAIL PROFITABILITY

SPRING 2016, VOL. 16, 1



Bigger and Better

Moundridge Lumber Moves,
Expands Store and Inventory
Page 6

Also in this Issue:

Spring Market Preview *Page 16*

New Discounts at the Market *Page 26*

Hardware House
Gets an Update *Page 28*

IRWIN

NEW!

100% Warehouse Backed

IMPACT MERCHANDISER



SAVE 50% ON THESE IRWIN PLANOGRAMS



NEW!

WISE-GRIP®



WISE-GRIP® 12-PC PERFORMANCE PLIERS MERCHANDISER 1922891

IRWIN WISE-GRIP® Cutting Pliers

IRWIN #	Product Description	Qty.
1902411	6" HIGH LEV Diagonal Cutting Pliers	1
1902412	7" MAX LEV Diagonal Cutting Pliers W/ PS	1
1902413	8" MAX LEV Diagonal Cutting Pliers W/ PS	1
1902414	8" HIGH LEV Lineman's Pliers	1
1902415	9.5" HIGH LEV Lineman's Pliers W/ FT	1
1902416	9.5" HIGH LEV Lineman's Pliers W/ FT; WC	1
1902417	6" STANDARD Long Nose Pliers	1
1902418	8" STANDARD Long Nose Pliers	1
1902419	8" ERGOMULTI Long Nose Pliers W/ WS; WC	1
1902420	6 3/4" Bent Nose Pliers	1
1902421	8" MAX LEV End Cutting Pliers W/ PS	1
1902422	Performance Lanyard W/ Clip	1

WISE-GRIP® 4-PC PERFORMANCE PLIERS MERCHANDISER 1922892

IRWIN WISE-GRIP® Cutting Pliers

IRWIN #	Product Description	Qty.
1902412	7" MAX LEV Diagonal Cutting Pliers W/ PS	1
1902413	8" MAX LEV Diagonal Cutting Pliers W/ PS	1
1902419	8" ERGOMULTI Long Nose Pliers W/ WS; WC	1
1902422	Performance Lanyard W/ Clip	1

IRWIN IMPACT 4' POG 230-PC MERCHANDISER 1910001

IRWIN #	Product Description	Qty.
1906748	Impact Adapters & Extensions 14-Piece Merchandisers	1
1906750	Impact BOLT-GRIP & SCREW-GRIP Extractor 25-Piece Merchandiser	1
1906792	Impact Masonry TAPCON Drill Bit 16-Piece Merchandiser	1
1906794	Impact TURBOMAX Metal Drill Bit 43-Piece Merchandiser	1
1906747	Impact Masonry Drill Bit 16-Piece Merchandiser	1
1906799	Impact 2-3/8" Dbl End Fastener Drive Bit 46-Piece Merchandiser	1
1907922	Impact Nutsetter 28-Piece Merchandiser	1
Open-Stock Promotional Set		
1903520	Impact Double End 5-Piece Mix PH W MAG	5
1903521	Impact Double End 5-Piece Mix SQ W MAG	5
1903522	Impact Double End 5-Piece Mix TORX W MAG	5
1903525	Impact Double End 8-Piece Mix PH SQ TX SL W MAG	5
1882413	Impact Socket 8-Piece Metric 3/8 Drive Rail Set	1
1877481	Impact Socket 8-Piece SAE 3/8 Drive Rail Set	1
1866985	Impact Drawer Set 31-Piece	6
1866976	Impact Mixed Set 5-Piece	6
1866983	Impact Mixed Set 10-Piece	6

VISIT IRWIN BOOTH #531

Change Is in the Air



Some people hate change. I love it. With the change of seasons comes growth, and with our business, change always means new directions and fresh success.

We are featuring four stores in this issue that have decided to make a change and switch BACK to Blish-Mize or switch to us from another primary supplier. This change is something that makes us proud and proves that we treat our customers

better than anyone in the industry. We are one of the only suppliers in the country that considers our customers to be like family.

To learn more about how Galen and Kathy Waltner handled change at Moundridge Lumber in Moundridge, Kansas, take a look at our cover story on Page 6. The couple moved from their old store to a new location last year and continue to expand, adding a greenhouse, Titan LED lighting and more product to their shelves.

Hardware House is also undergoing a change. Lighting, ceiling fans, locksets, quality cabinet hardware, faucets, bath hardware and vanities are all additions that we are focusing on strengthening in 2016. Read more on Page 28.

Our Buying Markets are also changing a bit. At our upcoming spring event we will have 24 items that will have special low market-only pricing. We are also adding some new features that we hope make our Buying Markets not only more exciting, but, most importantly, offer you tremendous value for your attendance.

There's plenty more to learn about in this issue. Find out how one retailer set a promising employee up for success by sending him through the North American Retail Hardware Association's (NRHA) Retail Management Certification Program on Page 24, and learn more about the ins and outs of Blish-Mize's IT department and what they're working on next to help you, on Page 30.

I hope your new year is going well so far, and we're looking forward to seeing you at the Buying Market and discussing any exciting changes in store for your business and your continued success with us.

Jonathan D. Mize
CEO and President

HARDLINES Strategies

Contents

Are You Financing Your Supplier? pg. 4

Customer Feature pg. 6
Moundridge Lumber

Customer Feature pg. 10
Summit Paint & Stain

Market Preview pg. 16

New and Returning Customers pg. 22

RMCP Scholarship pg. 24

THE 24 pg. 26

Hardware House pg. 28

Meet the IT Department . . pg. 30

News pg. 32

Supplier of the Year pg. 34

On the Cover:

Kathy and Galen Waltner of Moundridge Lumber in Moundridge, Kansas, recently moved their store to a new location and continue to add more inventory.

Advertising Information

Hardlines Strategies is published twice every year by Blish-Mize. Copyright 2016. For advertising rates and deadlines, please contact:

Blish Connor
Blish-Mize
223 S. Fifth St., Box 249
Atchison, Kansas 66002
Toll free: (800) 995-0525
(913) 367-1250
(913) 375-2505 (cell)
(913) 367-0667 (fax)
e-mail: blish.connor@blishmize.com



Blish-Mize is a member-owner of Distribution America

Don't Finance Your Supplier

We often counsel customers who have come to the realization that, for years, they have been letting their supplier take money from their businesses each month.

They finally understand their supplier uses their money to buy products to sell back to them (with their markup). Those customers thought this was a “rebate,” which is how it’s often described, but turns out to be a way the supplier uses customers’ money to finance their business.

These “supplier funding schemes” are fairly common in the wholesale hardware industry. They are packaged differently—call it a “rebate adder,” a “support fee” or a “participation fee”—but essentially, they’re all similar. They’re all simply ways to take money from your business to fund theirs. They take that money from you every 15 days, due to

the terms most of those programs require. Many times your funds are returned to you only if you meet a complicated set of rules and regulations in minutia.

At Blish-Mize, we don’t ask for your money to finance our business. We have no mock “rebate” adders. We know your funds need to stay in your business all year long. We appreciate that you need to know your true costs with each transaction, and you need to know they aren’t dependent upon a fictitious rebate.

Would these “supplier funding schemes” make sense in any industry? Probably not. Let’s say there’s a brand-new “rebate” program at a new grocery store that’s just come to your town. Say they offer a 4.5-percent rebate on your annual grocery purchases. That sounds good, so you sign

up. The first trip to the store, you notice that 4.5-percent amount is added to the bottom of your receipt.

“Oh, that’s your rebate, but don’t worry; you’ll get that back next year,” the clerk tells you. He also reminds you that you can’t use the bank card you always used (it’s cash only). In addition, only purchases you make on even-numbered days whose name contains a “u” in them apply for the rebate, but it will be added to all your future receipts. Great program—for the grocery store!

It doesn’t make sense for you to participate in this program, so why would you do essentially the same thing with your supplier?

If this sounds all too familiar and painfully true, we’d like to talk to you about a better way to lead your business that allows you to use your funds to grow your business.

Won't Crack . . . It Just Stretches

Extreme Elasticity + Powerful Adhesion

Get Your FREE Big Stretch® T-Shirt!

Visit us at **Booth #325** and get a FREE Big Stretch® T-shirt when you purchase a drop ship Big Stretch® display.

Front **Back**

Follow Sashcoinc

sashco 800-767-5656 www.sashco.com
Products That Work

Big Stretch®
Caulk & Seal Your Windows, Doors & Siding
High Performance Elastic Sealant
10.5 FL. OZ. (310 mL)

Your Fastener Connection



SAVE!
Between 5% & 10%
and receive 120 days dating when using
the coupons below at the **SPRING MARKET**



**Ledger Board
Screw Display**

#17682



Starter Display

#17433

Bigger Bite. Better Drive.
SABERDRIVE
Multi-Purpose Screw



**Tan Saberdrive
1 lb. & 5 lb. tubs**

#17412



**Key
Tower
Starter
Display**

#17613

MIN 1 AT

\$399.99

Order Qty

Booth# 119

MIN 1 AT

\$631.37

Order Qty

Booth# 119

MIN 1 AT

\$533.26

Order Qty

Booth# 119

MIN 1 AT

\$850.00

Order Qty

Booth# 119

Growth Continues

Kansas Retailer Sees Expansion with New Building and Products

When a close friend who owned a hardware store in Moundridge, Kansas, was tragically killed in a car accident in 2002, Galen and Kathy Waltner took over the store to keep it running for the community.

They purchased the store in January 2003. Galen, a contractor and part-time farmer, took over running the store.

“We were very concerned that the community continue to have a locally owned lumberyard to serve its needs,” says Galen.

Not only did the business survive, thanks to the Waltners, but in the years since they’ve taken over, it has thrived.

A New Building

About 60 percent of the store’s customer base is local contractors, with most of the balance being DIYers. One unique customer is a large local manufacturing company the store works with to provide shipping crates.

In 2014, the couple purchased a 7,000-square-foot warehouse building a block from the original store and showroom. (At this time, Kathy, a teacher, left her job to work at the store full-time). The new building includes 3,300 square feet of showroom space, with the rest being used to house millwork, doors, windows and hardwoods.

“With the purchase of the additional building, we were able to increase the size of our showroom so that it’s now two and a half times larger,” Kathy says. “This gives us the opportunity to actually display many of the products we’ve had all along. We are



Galen and Kathy Waltner, owners of Moundridge Lumber, purchased a 7,000-square-foot warehouse building in 2014 that became the new home for the store.

slowly adding, especially to our plumbing, electrical, automotive, gardening and outdoor living departments.”

Other popular products the store sells include lumber and building materials, fasteners and paints and stains.

“We focus on selling the finest lumber,” says Galen. “We find that once contractors and even DIYers use a quality product, they are willing to pay a small premium for it.”

While there are a few competitors nearby, it’s customer service that keeps their customers coming back.

“People who choose the big-boxes often have had to rely on us to fix problems with their products or get them the right thing,” Galen says. “Once they have had a bad experience there, we generally have a customer for life.”

Along with the warehouse, the store has expanded with the addition of a greenhouse.

MAKE AN IMPACT

LINZER PRODUCTS

Visit us at booth 307



Blish·Mize

WE GET THE JOB DONE!

SUPERIOR QUALITY – EXCEPTIONAL SERVICE – INNOVATIVE PRODUCTS

Please contact our customer service at www.linzerproducts.com

Or call us at Headquarters 800-221-0787 / Midwest Division 888-332-7874 / Western Division 800-423-3254

LINZER

CUSTOMER PROFILE

“We added that to help with our garden center,” Kathy says. “We’re continuing to expand that aspect of our business. We’re adding more bulk seeds, seed potatoes, sweet potato slips, annual and

“We are small-town America, and we focus on quality products and unmatched customer service. I think Blish-Mize shares that philosophy.”

**—Galen Waltner,
owner of Mountridge Lumber**

perennial bedding plants and more quality soils, rock, sand and other garden and landscape needs.”

Along with a new building came other changes, such as lighting. The couple chose to use Titan LED lighting, which they found thanks to the company’s partnership with Blish-Mize.

“We had to do some minor remodeling and repairs to make our new building functional,” says Galen. “One obvious need was lighting. We chose to jump in with Titan LED lighting and have really appreciated the nice bright appearance it gave our showroom.

“We get many compliments on the light and have sold several projects by showing the difference it has made in our store,” he says.

Of course, the move to the new location meant a busy time for the store.

“Moving is a lot of work and takes a lot of planning,” says Galen. “We tried to make a smooth transition with only minimal down time.”

The couple chose to close the store for one weekend as they moved, but even during that time, they were able to help customers who had specific needs.

There’s still some work to do—“We were able to start doing business at our new location that following Monday, but it’s still a work in progress,” Galen says.

Working With Blish-Mize

The Waltners chose to work with Blish-Mize when they took over the store in 2003, and they haven’t looked back.

“We are small-town America, and we focus on quality products and



A larger building has allowed the Waltners to add more inventory to many departments in their store. Some of the popular products they sell include lumber and building materials, fasteners and paints and stains.

LEARN MORE AT
BOOTH 239



NEW FOR 2016 PREMIUM PAINT STRIPPERS NOW AVAILABLE

SEMI-PASTE AEROSOL LIQUID



nexeo
solutions

unmatched customer service,” Galen says. “I think Blish-Mize shares that philosophy.”

He says he appreciates the efforts Blish-Mize makes to help their store stay competitive. “They keep our overhead low and prices reasonable with low freight rates and willingness to break packs, which helps us keep our inventory at a good level. They have great deals at markets and throughout the year. They also hook us up with some vendors who have some unique product choices.”

The couple says they like the real-time inventory and like to use pool orders for products not in the warehouse. They also enjoy attending markets, where they always learn something new.

“We really appreciate the opportunity to meet with representatives from the manufacturers we work with and have a chance to provide feedback on the products we have, as well as see new products that are coming out,” says Kathy. “We also find that often, a small store like ours is offered the same buying incentives usually only available to much larger customers—that’s a great benefit for us.”

They also appreciate the opportunity to work with the Blish-Mize staff. “They have a great staff that’s willing to work with us,” says Galen. “They always try their best to help us out—they are helpful and personable and care that we are successful. I definitely would recommend working with Blish-Mize.”

INTRODUCING DECORATIVE INTERIOR SLIDING DOOR HARDWARE

Perfect for bedrooms, bathrooms and other living spaces

Offered in oil rubbed bronze and stainless steel

Designed and tested to follow ANSI/BHMA Grade 1 standards

Kits include 72" track, hangers, doorstops, anti-jump discs and floor guides

Come visit us at Booth #227 to learn more

Blish·Mize

**National
Hardware**

A New Venture

Retailer's Experience Helps Build a Successful Business

Several years ago, Andy Koppen decided he wanted to be his own boss. And with 10 years' experience working in a paint store, he knew what kind of business he could start. And with that, Summit Paint and Stain was born.

Getting Started

Koppen and his partner, Betsy VanderPloeg, opened the store in Frisco, Colorado, three years ago.

"Betsy and I talked about what kind of business we wanted to open, and paint made sense, as I had a lot of experience and connections in the industry," says Koppen. "And then an opportunity got thrown in our laps."

In the next county over, there was a little paint store the owner wanted to sell. Koppen and VanderPloeg bought the store and moved it to Summit County, where they live.

They had to act quickly, as the owner wanted the process completed within 30 days. "It was fast and furious," Koppen says.

They gathered their cash and chose a location for the new store—right across the street from a local Sherwin-Williams.

The 1,400-square-foot store has only two employees—Koppen and VanderPloeg—and a customer base made up of about one-third homeowners and two-thirds contractors.

Thanks to the ski industry, Summit County sees plenty of tourists and visitors who have vacation homes in the area. Many of the homes are log homes.



Andy Koppen and Betsy VanderPloeg opened Summit Paint and Stain about three years ago, after buying an existing paint store that was for sale in a nearby county.

"We definitely do really good business with the log home industry," Koppen says.

Exterior stains are among some of the store's most popular products. "They're by far our biggest sellers," he says. "In this area, people rarely paint anything outside—everything exterior is usually stained."

Using Connections

Koppen's connections came in handy as he and VanderPloeg got the store ready for business. While some shelving and other materials came with the store, he also attended an auction at a former employer's store, which was going out of business, and bought more shelving and some product.

DEWALT

Blish·Mize

DELIVERING MORE

40V MAX* DEWALT OUTDOOR PRODUCT

COME BY BOOTH #125 TO CHECK OUT THESE NEW ITEMS

DCCS690M1

40V MAX* Lithium Ion XR® Brushless 16" Chainsaw

- Low Kick Back 16" Oregon® Bar and Chain
- Auto-Oiling with LubriLink™ and LubriWell™ for continuous lubrication



DCBL790M1

40V MAX* Lithium Ion XR® Brushless Blower (4.0 Ah)

- 400 CFM and 120 MPH performance
- Variable trigger and speed lock



DCHT860M1

40V MAX* Lithium Ion 22" Hedge Trimmer (4.0 Ah)

- Powerful high output motor for cuts up to 3/4" thick
- 22" laser cut, hooked-tooth blade design



DCST990M1

40V MAX* Lithium Ion XR® Brushless 15" String Trimmer (4.0 Ah)

- Dual 0.080" line with bump feed
- Variable trigger with speed control



With respect to 40V MAX, maximum initial battery voltage (measured without a workload) is 40 volts. Nominal voltage is 36.

Copyright ©2015 DEWALT. The following are examples of trademarks for one or more DEWALT power tools and accessories: the yellow and black color scheme; the "D"-shaped air intake grill; the array of pyramids on the handgrip; the kit box configuration; and the array of lozenge-shaped humps on the surface of the tool. MW Blish Mize Outdoor Ad 121615.ai/lh/GDS/15-50715

CUSTOMER PROFILE

“We filled out the rest of the store with products from Blish-Mize,” he says.

It was an easy decision to use Blish-Mize as the store’s supplier, Koppen says. He had previous experience working with Denver Randol, his current Blish-Mize sales representative.

“Denver was actually one of the first people I talked to when thinking about plans to open my own store,” he says. “I already had a good relationship with Denver, and Blish-Mize offers great service and pricing. He helped us get an awesome opening order together.”

His connections helped when it came to customers, too.

“We live in a small, tight-knit community,” Koppen says. “I got to know a lot of homeowners and contractors in all those years of selling paint. When we opened our doors, they came right into our store. Now, in my own store, I have the same



The customer base at Summit Paint and Stain, where Koppen and VanderPloeg are the owners and only employees, is made up of about one-third homeowners and two-thirds contractors.

SharkBite® Push-Fit Products
www.sharkbite.com

**20% OFF
PLANOGRAMS**

**10% OFF
DROPSHIPS**

**SharkBite®
Plumbing Solutions**

**VISIT US AT BOOTH
#519**

**NOW AVAILABLE—
PVC FITTINGS &
TEE STOP VALVES**

White Collar

PVC Pipe Connection

**Copper, PEX,
CPVC & PE-RT
Pipe Connection**

Manufactured and Distributed by
Reliance Worldwide Corporation

www.sharkbite.com



PPG Architectural Coatings

VISIT BOOTH #313
FOR GREAT CASH COUPON DEALS!

PPG Architectural Coatings is an industry leader in residential and commercial coatings and products. Our family of products include stains and specialty coatings marketed under well-recognized product lines such as DEFT,[®] FLOOD,[®] LIQUID NAILS[®] and HOMAX[®] brands.



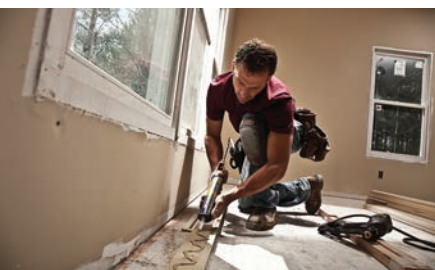
Trust *Deft* for the highest quality wood finishes and stains for all types of wood finishing projects. With a full line of interior and exterior finishes available in both water based and solvent based formulas.

ppgpaints.com



From the first board you brush to the last, you'll find it's surprisingly simple to protect and beautify your deck, fence, patio furniture and more. *Flood* provides a broad range of quality woodcare prep and finishing products for deck, fence and siding projects.

flood.com



Pros know that to get the job done right, you need the right tools. That's why they turn to *Liquid Nails* brand adhesives and sealants to deliver fast, effective, proven results every time. So, when glue won't do, choose *Liquid Nails*.

liquidnails.com



Homax products have been providing home improvement solutions for Professional Contractors and Do-It-Yourselfers for more than 25 years. Our extensive line of innovative products make complicated, time-consuming projects faster and easier without compromising results.

homaxproducts.com

CUSTOMER PROFILE

products I used to sell and the same customers I've worked with."

It's helpful for him to be able to get that business, considering the number of competitors in town. Besides the Sherwin-Williams across the street, there's also a Benjamin Moore store in town, and a Lowe's opened nearby the same month as Koppen and Vanderploeg's store did.

"Blish-Mize is a fair, honest family company, and that really fits well with us and our business."

—Andy Koppen, owner of Summit Paint and Stain

"The people in our community like shopping local and would rather go to a small mom-and-pop store like ours," Koppen says.

Working With Blish-Mize

Koppen says he likes Blish-Mize's products and their reliability with deliveries. He finds it especially helpful since he has a small store and can't stock everything a customer might need.

"Deliveries are like clockwork—it's great," he says. "If I have an order in by Monday at 9, it arrives by Tuesday at 9. The longest turnaround for me is three days. For my competitors, it could be two weeks.

"When a customer needs something, I can go on the website and get it to them within a day or so. That kind of quick, easy access to products helps me out with special orders and keeps my overhead low, too."

He also enjoys attending the spring markets (he doesn't always have time to go to the fall market, as it's the busiest season at the store). "I can buy in bulk the things I'll need for a busy summer season, and with our stain-heavy market, it's always a good time to find deals on stains and other related products."

What he appreciates most about Blish-Mize, though, is the high quality of customer service he receives, and especially the face-to-face service with salesperson Randol.

"Denver is a great rep," Koppen says. "He always stops by the store to talk in person, rather than just emailing me. I can call him with questions, and if he doesn't have the answer, he will find it.

"That level of personal service is just amazing," he says. "Blish-Mize is a fair, honest family company, and that really fits well with us and our business."



The Best Weapon Against a Home's Worst Enemies.

Protect against water, mold and weather damage with **Silicone by GE.**

Visit us in booth #138 to learn more.

GE is a trademark of General Electric Company and is under license by Momentive Performance Materials Inc. *Trademark of Momentive Performance Materials Inc. Copyright 2015 Momentive performance Materials Inc., all rights reserved.



TITAN LED

Changing the world one socket at a time

Blish·Mize
DELIVERING MORE

LED lighting for small businesses

Titan LED and Blish-Mize have come up with a brilliant idea: an innovative lease-to-own program that makes the lower cost, energy savings and brighter atmosphere provided by LED lighting available to qualified small businesses across the country. You'll have no up-front cost and ongoing savings of 50%-75% off the illumination part of your electric bill—plus you'll be making a significant positive effect on the environment.

You should know that LED lighting:

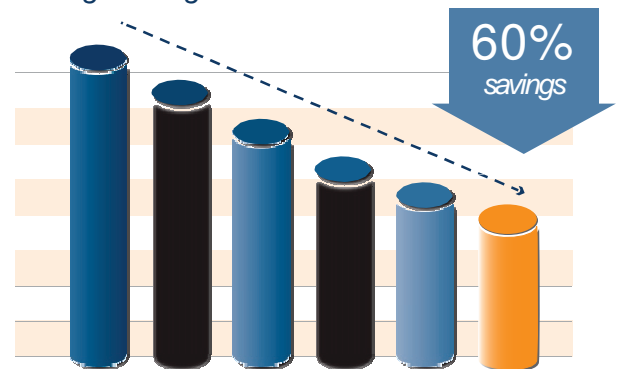
- Is 98% recyclable
- Reduces power consumption by a minimum of 50%
- Is a much healthier alternative to traditional lighting versus many mercury-filled products
- Seldom needs to be replaced, since it provides a lifespan 10 times longer than traditional lighting

Why should you partner with Titan LED? We've helped thousands of businesses achieve lower energy bills and ongoing cost savings while brightening their environments with our innovative LED lighting solutions. Plus, we're committed to American standards, American quality and American manufacturing.

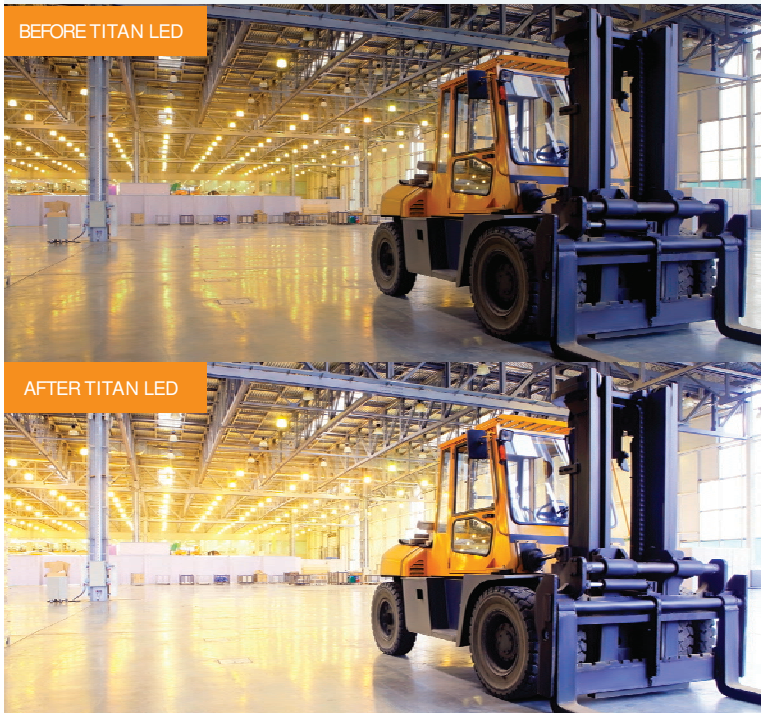
LED vs. Fluorescent Lighting

LED Lighting	Fluorescent Lighting
Provides steady, constant light (natural white or cool white)	Suffers from frequent flickers and buzzes (yellowish)
Stays cool even if left on all day	Heats up to dangerous temperatures
Made from environmentally safe materials	Contains mercury and phosphor
Uses less than half the power	Uses double the power
Rated at 100,000+ hours	Lasts from 7,000-10,000 hours
Offers ongoing savings (lower energy bills, no maintenance, no ballasts, reduced cooling costs)	Does not offer ongoing savings
Maintains its light output	Loses 30% of its light output in its first 1,000 hours of operation

Average Savings in First Year



TITAN LED clients saw an average of a 60% drop in their lighting energy bills.



FIND OUT MORE!

Stop by the TitanLED Booth #219.

You can't miss us, we're the brightest booth on the show floor!

800-995-0525
www.blishmize.com

Say 'Aloha' to Savings

It's Time For the Blish-Mize Spring Buying Market, March 18-19

Spring weather is on its way, and so are great deals, new products and educational opportunities. Find these at the Blish-Mize Spring Buying Market, which will be held March 18-19 at the Overland Park Convention Center in Overland Park, Kansas.

“This market will be the best opportunity ever to have fun, save money and see what we have that is fresh and new,” says Blish Connor, communications director. “We are trying new things, having exciting events and of course, serving great food. I hope everyone sees the value in attending!”

Once you finish placing your orders, take some time to attend an educational session, chat with some other retailers, or meet up with your Blish-Mize sales rep or another team member who can help you build your business or answer any questions you might have.

Cash Coupons, a group of special coupons featuring key selling items at hot prices, will be used for cash and prize drawings. They'll be featured at the market, and you can find them in your online or printed SmartBook.

Additional cash spiffs will also be offered on select coupon items. Participating vendors will pay the cash spiff when you place your order at their booth. To learn more, visit blishmize.com or refer to your SmartBook.

There will also be some new ways to win cash and prizes at this market. “At this show, our customers will collect prize tickets from eligible vendors, and be able to select which



Make plans to attend the Blish-Mize Spring Buying Market, which will be held March 18-19 at the Overland Park Convention Center in Overland Park, Kansas.

Genova
PRODUCTS

DROP SHIPPING

DEALS

BOOTH #529

Fittings

5% Savings
on ALL fitting orders

Prepaid \$1500



Pipe

Savings
on ALL pipe orders

Prepaid \$3000



Gutter & Downspout

5% Savings
on ALL gutter orders

Prepaid \$1500



800-521-7488

cash or prize giveaway to enter their tickets into,” says Clay Uhrmacher, vice president of sales and marketing. “We’ll have a selection of cash drawings and a mix of cool prizes.”

Orders of our Cash Coupons, which should be placed at the vendor’s booth, will be redeemable for one prize ticket, and if the order exceeds \$250, an additional bonus ticket will be awarded, he says. “It will be a fun option for our customers to be able to decide which prizes they’d like to take their chances on winning in the drawings.”

Want to see the newest items in the industry? Visit the “WHAT’S NEW!?”

room, where you can see new products and fresh displays. Take a look and find new products to sell to your customers, or look for some ideas on how to change your endcaps, power aisles or other displays.

When you’re finished on the showfloor, it’s time to take a break and grab some dinner. There will be a frozen drink reception from 5:30 p.m. to 6 p.m., and after that, dinner from Fiorella’s Jack Stack, Kansas City’s famous barbecue, will be served. Stick around after dinner for some music from Soca Jukebox.

THE 24

One of the biggest features at this market will be THE 24, which includes 24 select items that will be showcased with unbelievable discounts.

“We’re doing a lot of new things at this show, and THE 24 will be the biggest highlight,” says Uhrmacher. “This one is an eye-opener. This is a huge opportunity for our customers to take advantage of deeply discounted buys on top-selling items.”

These items, which cover a variety of manufacturers and categories, will be prominently displayed and can be ordered at the vendor’s booth. As with Cash Coupons, orders of THE 24 will be redeemable for one prize ticket, with a bonus ticket for any orders over \$250.

The deals are offered only at the market. Make sure that you attend to take advantage of the savings. Learn more about THE 24 on Page 26.

Hardware House

While you’re browsing the market floor, make sure to take some time to check out new products from Hardware House, Blish-Mize’s private label brand.

As you look around, take note of a few changes to these projects, including updates to ceiling fans, lighting, vanities and decorative bath hardware. All changes were made based on research and feedback from customers.

To learn more about Hardware House changes, see the story on Page 28.

Seminars

The market is the perfect opportunity for some additional educational training. Scott Wright of the North American Retail Hardware Association (NRHA) will present “The 5 Keys to Growing Transaction Size” at 9:45 a.m. on Friday and 9 a.m. on Saturday.

BWI will present both days as well, at 2:30 p.m. on Friday and 12:30 p.m. on Saturday. This presentation will cover the latest in the lawn and garden category and give you some ideas of how to update your selection this year.



At the Spring Buying Market, retailers can look for new products, speak with manufacturers, and network with other retailers.

MINIMUM EFFORT. MAXIMUM REWARDS.

*With Krylon® SUPERMAXX™,
say no to sanding and
priming, and yes to
maximized sales.*

Your customers want a premium aerosol paint that bonds to hard-to-adhere surfaces, and provides maximum rust protection. Krylon® SUPERMAXX™ is a best-in-class paint formulated with proprietary Superbond® Technology that offers ultimate adhesion.

SUPERMAXX™ requires no sanding or priming, saving your customers time and money. It provides superior durability and offers 2X less finger fatigue with the Easy Push Spray Tip®. It's the easy way to make projects – and sales – look great.

Contact your sales representative today for further details or visit krylon.com.

Visit us at booth #605



At 3:30 p.m. on Friday, Central States will host a presentation that will offer some ways you can make a bigger profit on metal roofing materials.

SmartBook

Start planning your buying now so you can save time at the market later. The SmartBook is customized for your store and includes out-of-warehouse purchases from the last 12 months and ordering amounts over the next three and six months to help you better plan your purchases.

Personalized SmartBooks are sent after you register for the market. You can print yours out ahead of time or view it online.

In addition to your purchase history, SmartBooks include "Market Coupon Items" from participating vendors and a list of any new items Blish-Mize has added from that vendor in the last year.

Sales Booth

If you need help with your advertising, website, signage or another related service, visit the sales booth. Staff at that booth can offer information on the following:

- Advertising Services
- Website Development
- Grainger Program
- Retail Services
- Remote Ordering Devices
- Hick's Sporting Goods
- Tradavo Snack Program
- Pricing & Profitability Programs
- Interior/Exterior Signage
- Trusty Helper Rental
- VDI/Variety Housewares Program
- RMS Assortments
- Office Depot Program
- Partscription Parts Program
- Warren Automotive
- Store Design & Merchandising
- Demographic Information

Premium quality

Metal Roofing

Siding, Trim & Accessories



- ✓ Consistent delivery and double-checked orders.
- ✓ Fast estimate turnaround & online ordering with CentralLink®



WWW.CENTRALSTATESMFG.COM

VISIT US
AT BOOTH
106

shop·vac®

POWER HAS A NEW NAME



INCREASED PERFORMANCE
AND LONGER MOTOR LIFE*

VISIT US AT BOOTH #112

WWW.SHOPVAC.COM

©2016 Shopvac Corp. All Rights Reserved.
*Compared to Shopvac® model #16RHT650C.



Blish-Mize Spring 2016 Market Schedule of Events:

Friday, March 18, 2016

- 8:00 a.m. . . . Specialty Coffee Bar & Krispy Kreme Donuts
- 8:30 a.m. Market Opens
- 9:45 a.m. "The 5 Keys to Growing Transaction Size"
Presented by the North American Retail
Hardware Association (NRHA)
- 12:00 p.m. Lunch
- 2:30 p.m. "Update Your Lawn and Garden
Selection for 2016" Presented by BWI
- 3:30 p.m. "Compete and Profit in Today's Metal
Market" Presented by Central States
- 5:30 p.m. Market Closes
- 5:30 p.m.-6:00 p.m. Customer Appreciation
Reception
- 6:00 p.m. KC BBQ with a Tropical Twist and Dancing
Cash and Prize Giveaways!

Saturday, March 19, 2016

- 7:30 a.m.-8:30 a.m. Specialty Coffee Bar &
Krispy Kreme Donuts
- 8:00 a.m. Market Opens
- 9:00 a.m. "The 5 Keys to Growing Transaction Size"
Presented by NRHA
- 11:00 a.m. Kansas City's Best Brunch
- 12:30 p.m. "Update Your Lawn and Garden
Selection for 2016" Presented by BWI
- 2:45 p.m. Cash and Prize Giveaways!
- 3:00 p.m. Market Closes

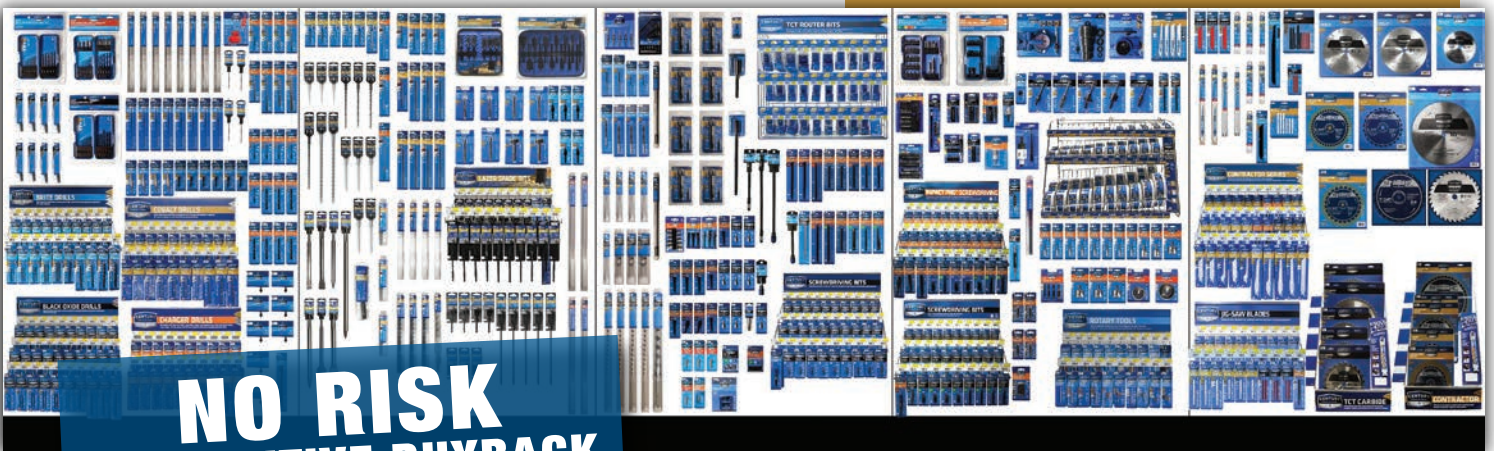


INDUSTRIAL QUALITY

**STOP AT BOOTH #505 TO ASK
HOW WE CAN UPGRADE YOUR
CUSTOMER'S TOOLBOX.**

50% OFF SELECT DISPLAYS*

*INDUSTRIAL MASONRY, PORTABLE BANDSAWS, IMPACT PRO™,
AND DAMAGED SCREW REMOVERS



**NO RISK
COMPETITIVE BUYBACK
SHOW PROMOTION**

FULLY SUPPORTED
POWER TOOL ACCESSORY WAREHOUSE PROGRAM



CENTURY DRILL & TOOL CORP. • 1160 Contract Drive, Green Bay, WI • PHONE 800-621-4776 • FAX 800-621-4774 • VISIT www.centurydrill.com

A Very Good Fit

Customers Share Why They Partnered With Blish-Mize

Many retailers find themselves switching distributors from time to time. We spoke with some customers who have found a good fit with Blish-Mize—some returning

to Blish-Mize after some time away—and they shared their thoughts on what they like so much about working with the distributor.

Webb Home Center, Abilene, Kansas

“We’ve been long-time Blish-Mize customers. We feel Blish-Mize is true to their word and delivers what they promise. The sales representatives are dependable and go above and beyond when we ask them to help us with anything. They’ve always been more than accommodating.”

—*Matt Engle*



Garnett Siding and Lumber, Garnett, Kansas

“We’ve worked on and off with Blish-Mize since 2000. In fact, they’re probably the best company I’ve ever worked with in my 41 years of business. We came back to them in 2013—they had built up their product selection, and I think that selection is now better than ever. They are really easy to work with.”

—*Jim Miller*



Edgewood Hardware, Edgewood, Texas

“Our Blish-Mize salesman kept telling me how good they were, so we decided to give them a try. I can always call him if I need help with anything, or someone with the company is available to help. I’ve also been very pleased with their billing system; it’s really easy to understand.”

—*Linda Whitfield*

Kingman Lumber, Kingman, Kansas

“If I need something from my Blish-Mize sales rep, it’s an easy call, and he’s quick to help me out. Everyone is so personable and friendly. Blish-Mize offers that high level of personal service. Their vendors are amazing, and they’re quick to help us with any challenge that comes up.”

—*Ashlee Mertens*

Blish-Mize
DELIVERING MORE

See Us At **BOOTH # 724**
NEW
UnionTools, True Temper,
& Razor-Back POGs!

AMES
EST. 1774

**PALLET AND DISPLAY PREPAID
DROP-SHIP SPECIALS**

**90 DAYS
DATING**



R6STSP25 True Temper
D/S Special
\$83⁵⁸ each
BUY 12
GET A
FREE RACK



RP810 True Temper
D/S Special (10 each/pallet)
\$89⁶² each

16302178
Razor-Back
D/S Special
\$477¹²



163031798
Razor-Back
D/S Special
\$516³⁸



2704079
True Temper
D/S Special
\$209⁸⁸



2630078
True Temper
D/S Special
\$376⁸⁸



© 2016 The AMES Companies, Inc.

465 Railroad Ave. • Camp Hill, PA 17011 • 1-800-393-1846 • www.us.ames.com

THE FUTURE IS ON®

LEVITON

Smart
Smarter
SmarTest™



Okay, so maybe the Leviton SmartlockPro® Self-Test GFCI isn't smarter than the wheel...but we don't think your customers are plugging their electric shavers into a granite slab. The new UL standard, that took effect June 29, 2015, requires that every box-mounted GFCI manufactured must perform a self-test. We've had a Self-Test GFCI for years and have always believed it is a smart solution for safer protection. Now we have an entire line! Plus, all SmartlockPro Self-Test GFCIs feature our patented Reset/Lockout, preventing reset if damaged and unable to respond to a ground fault. Safety is NOT an option - it's our mission.

SmarTest - Changing the Course of GFCI History

Visit us at **booth 208** for other featured products, promotions and show specials.



© 2015 Leviton Manufacturing Co. Inc. All rights reserved. www.leviton.com



**Innovative Products and a Full Line
of Number One Sellers!**



See us at **Booth #625**

Blish-Mize
DELIVERING MORE



You'll find us in all the right places.®

dap.com



Follow @DAPproducts

Blish-Mize Gifts Scholarship

Jeff Goebel, who works at Star Lumber in Wichita, Kansas, recently completed a course that gave his career a boost—thanks to some help from Blish-Mize.



Jeff Goebel, second from right, received a scholarship from Blish-Mize to attend the RMCP class.

Goebel was a student in the most recent class of the Retail Management Certification Program (RMCP), presented by the North American Retail Hardware Association (NRHA).

RMCP is a six-month, college-level course that helps high-potential hardware retailing employees hone their leadership and management skills. For this past course, Blish-Mize offered a scholarship for half of the tuition to Goebel, who was happy to accept.

“I wanted something that set me apart at my company, and RMCP was it,” Goebel says. “It shows I’m eager and willing to improve in my work and ready to gain the skills I need to move up at Star Lumber.”

He says he was honored to receive the scholarship from Blish-Mize. “It was an

awesome opportunity. If Blish-Mize is willing to invest that money in to the program, then they obviously believe in it—that says a lot for the program.”

“We are excited about Jeff taking this course, because we have been looking for ways to effectively invest in our next generations,” says Patrick Goebel, president and COO of Star Lumber. “What I like about the course is that he is learning the value of networking and how to apply what he learned in school.

“I really appreciate Blish-Mize offering this opportunity and introducing us to the program!” he says.

To learn more about RMCP, contact Scott Wright, executive director of the Retail Leadership Institute, at 317-275-9417 or swright@nrha.org.

Milwaukee

M18 FUEL
DRIVEN TO OUTPERFORM

**UP TO
30% OFF**
ON NEW DEALER PROGRAMS

SEE OUR LATEST WAREHOUSE ADDITIONS
AND INNOVATION IN BOOTH #305

milwaukeetool.com

WASCO
Larsen Supply Company

“The Right Choice”
“The Right Mix with the Right Price”

ALOHA TO SPRING SAVINGS!
Blish-Mize SPRING BUYING MARKET
March 18 & 19, 2016
Overland Park Convention Center
Overland Park, KS

Up to **50% OFF**
**DEALER
CONVERSION PROGRAMS!**

25% OFF
DISPLAYS
BOUGHT AT MARKET

Visit Us At Booth #321

Introducing...

PENOFIN SOLID STAINS

Penofin Solid Stain

- 100% Acrylic formula
- Water repellent
- Rich opaque color, providing an even uniform appearance that allows the texture and wood grain to show
- Platinum level UV protection and durability against the elements
- Use on decks, siding, fences and concrete



Penofin RenewAll

- Unique elastomeric resin system with premium flexibility and adhesion
- Locks down splinters, smoothes rough surfaces and fills cracks to 1/4"
- Creates a finely textured, barefoot friendly, skid resistant surface
- Platinum level UV protection
- Use on decks, concrete and walkways



1-800-PENOFIN

www.penofin.com

Save Big With THE 24



Are you ready to find an incredible deal? You will find 24 of them in a new promotion at Blish-Mize's Spring Buying Market, which will be held March 18-19 at the Overland Park Convention Center in Overland Park, Kansas.

The new promotion, known as "THE 24," debuts at this market and will offer big savings on these special items.

"THE 24 will offer unbelievable deals to all retailers who attend the

Spring Buying Market," says Clay Uhrmacher, vice president of sales and marketing at Blish-Mize. "These are 24 select key items from various manufacturers and categories. The value on this promotion alone will be well worth the trip to Overland Park."

Whether you use those savings toward your bottom line or pass them on to your customers is up to you, Uhrmacher says. "It's going to be an opportunity for retailers to either pass along that savings by offering their customers tremendous promotional prices or increase their margins on these key items."

THE 24 will be promoted and on a display, and anyone who wants to order any of these items can do so at the specific vendor's booth.

"In exchange for orders, the vendors will also be handing out tickets for prizes and giveaways," says Uhrmacher.

"We'll be incentivizing orders of the THE 24 and Cash Coupons with enhanced opportunities to win," he says.

The deals available on THE 24 are only available at the market, so you must attend to take advantage of these prices, Uhrmacher says.

"We have retailers taking time away from their stores for the weekend to attend the show," he says. "We want to reward our customers who attend our show by offering them deals that will not be matched anywhere else."

"Our goal is to provide tremendous value for attendance at the market," Uhrmacher says.

Take Advantage of Our Organization



This compact display is a great way to stay organized. Products are easy to reach and it makes inventory a snap!

Booth 121
\$200
Show Special

Also stop and see our new Premium Coat Star Drive Screws and take advantage of our other show specials.

MAZEL & Co.



www.mazelandco.com

THE LOOK OF HARDWOOD FLOORS OUTDOORS

BEAUTY THAT
STANDS UP TO MOTHER NATURE



- First coat penetrates
- Second coat seals
- Wears gracefully over time

SEE IT AT BOOTH #105

Metal Roofing Made Easy

Quoting a metal roof has always been simple to those who are familiar with the product. However, for retailers and salespeople who are unfamiliar with the product, it can be daunting. But now,

CentralLink is also very helpful when upselling to a more profitable metal roof. It is easier than ever to provide multiple quotes and show how little it costs to upgrade to a quality metal roof from Blish-Mize.

Blish-Mize has the tools to make it easier than ever to quote metal roofing.

While using shingles means simply ordering the number of squares needed to install, metal roofing is much more complex and requires accounting for length of panels, overhang, trim pieces and much more. Ordering the wrong length of metal roofing can result in scrapping an entire section of the roof materials and lost profits.

That is why Blish-Mize has partnered with Central States Manufacturing to offer CentralLink, an online roofing estimator to make quoting easier.

CentralLink allows a retailer to generate a quote for four styles of metal roofing. It returns three estimates to choose from.

“The first person to submit a quote has the best chance of getting the job,

and CentralLink helps me get the quote to the customer quickly and accurately,” says Doug Chapuis, owner of Keosauqua Lumber.

CentralLink is also very helpful when upselling to a more profitable metal roof. It is easier than ever to provide multiple quotes and show how little it costs to upgrade to a quality metal roof from Blish-Mize.

CentralLink also allows you to set markups and email the quote directly to your customer, and is also available for contractors who buy through a retailer. Retailers can set markups, and contractors can access CentralLink directly from their smartphones during the sales call.

For more information on how CentralLink can make quoting easier, visit www.mycentrallink.com, or ask your Blish-Mize sales representative.

INTRODUCING “NEW” HARDWARE HOUSE PRODUCTS

See us in Booth #405

Bring this AD in & receive an extra 5% discount off your order.

OVER 125 NEW AND EXCITING ITEMS HAVE BEEN ADDED!! SPECIAL DEALS ON LIGHTING, CEILING FANS & BATH HARDWARE. STOP BY BOOTH #405 AT THE SHOW.

“WITH HARDWARE HOUSE PRODUCTS IT’S IN THE HOUSE.”

Changes to Hardware House

There are some exciting changes taking place in 2016 with our private label brand, Hardware House. As the company is constantly looking for the best categories of goods, we are delivering a fresh selection of products and a better edit of those products that are most successful.

“This change allows us to focus on our strengths and key categories where Hardware House is the leader and primary vendor of choice,” says Jonathan Mize, president and COO for Hardware House. “It also allows us to broaden the selections with new styles and finishes and continue to offer products with improved quality and price.”

These changes pave the way for higher standards, better selection and, most importantly, better margins for Blish-Mize customers. The changes are

based on considerable research and customer feedback.

“A total revamp of the lighting program and ceiling fan lines will bring a designer’s touch to the line,” says Dennis Bigler, Hardware House merchandise manager. “Our outdoor lighting program is also being broadened. We are introducing more decorative bath hardware and more vanities. The line is really moving in a positive direction.”

All of these changes will be featured at the Spring Buying Market in the Hardware House Showcase. Builders’ hardware and cleaning products will be discontinued.

“Hardware House allows the retailer to make good margins at retail, allowing our customers to compete against big-box retailers,” says Clay Uhrmacher, vice president of sales and marketing at Blish-Mize.

“The products offer great quality at a tremendous retail value to the consumer.

“Blish-Mize is planning tremendous promotions in 2016 to give our customers a great opportunity to refresh their offering of all of the new Hardware House products,” Uhrmacher says.



Learn more about Hardware House changes at the Spring Buying Market.

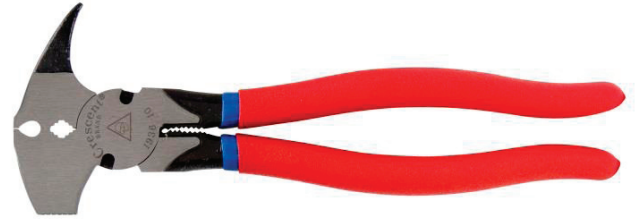
WE’VE GOT YOU COVERED!!

Be sure to visit Rust-Oleum Booth 425 to see our innovative new products and great show specials





APEX
T O O L G R O U P



H26N- Crescent 6" CeeTee Pliers
BM# 4323002

193610CVSMN-Crescent 10" Fence Plier
BM# 4376166



CRESCENT
BRAND®



L625 - Lufkin 25' Tape
BM# 4318002



7000627- Campbell 3/16" Uncoated
Galvanized Cable 250'
BM# 2327856

Lufkin®

Campbell®

Come by the booth for these and other specials

IT Staffers Are Here to Help

Have you recently had a technology challenge in your store? If you have, you've probably spoken with Andrew Cross at the IT Help Desk, or maybe one of his colleagues in the IT department.

The six members of the team stay busy updating the Blish-Mize website, working with handhelds, designing ordering software and more. If a retailer or anyone in the corporate office or distribution center has an IT-related problem, the department is there to help.

"There's never a dull moment," says David Griffin, vice president of information technology. "Right now, we're working on voice-picking technology in the warehouse. We do just about any project that comes up that's technology-based. There's always

something we can develop and build to be better."

Besides Griffin and Cross, other members of the department include David Webb, IT technical and database specialist; Darren Reder, IT software developer/analyst; Scott Howard, IT software developer/analyst; and Mary Therese Lee, computer operator.

Webb was responsible for developing the Blish-Mize mobile app.

"The obvious best feature of the app is the barcode scanner that makes it easy to look up item information," says Webb.

"The less-obvious best feature is the way the shopping carts are kept in sync so that you can start an order from the app and finish it on our website, or vice versa."

And the IT department continues to stay busy. "Right now, we're working on a new

look for our website, and we're making some internal updates to keep systems running at optimal speeds," says Griffin.

Have a question for IT? Contact Andrew Cross at the IT Help Desk by calling 800-995-0525, ext. 142.



The IT staff of (left to right) Howard, Webb, Griffin, Lee, Cross and Reder.

Kwikset

NEW ONE-TO-SHOW, ONE-TO-GO PLANOGRAMS



2 sizes
available
4' or 8'

Updated Planogram Specials Available!

NOW AVAILABLE AT THE BLISH MIZE SPRING SHOW!

Place your order at the Kwikset Booth #229

#1 SELLING U.S. LOCK BRAND



See us in
Booth #734

Makes your house
a home.

soft white
LED



ETERNA-KOTE®

Silicone Waterproofing Technology by **gardner**

High Performance SILICONE Roof Coating



Grow your business
with silicone coating.

Eterna-Kote® S-100
Silicone+ Roof Coating
is a 100% white silicone
coating that provides the
ultimate durability and
longevity to roof surfaces.

- Easy application
- Solves ponding water problems
- 50 Year warranty
- Can help lower cooling cost

Visit us at
Booth #514

www.gardner-gibson.com

Sikkens®

ProLuxe™

Wood Finishes



Visit booth #317

Representatives will be on hand to discuss:

- Premium Wood Care Opportunities
- Sikkens ProLuxe Wood Finishes Program
- Support Materials

Learn about our well-known products like Cetol SRD®,
Cetol DEK®, RUBBOL® and more.

For more information visit us at www.perfectwoodstains.com
or call 1.866.745.5367 (1.866.SIKKENS)



Now Available
in Warehouse

Cetol, Cetol DEK, Rubbol and Sikkens are registered trademarks of AkzoNobel.
ProLuxe is a trademark of PPG Architectural Finishes, Inc. © AkzoNobel

90th Birthday Celebration

Gwen Hendricks, who founded Hendricks Hardware in Alma, Kansas, with her husband Marvin in 1952, celebrated her 90th birthday last year. The birthday celebration included an open house at the store, as well as a presentation of the Golden Hammer award, sponsored by Estwing. The award was given to Hendricks for her 63 years of involvement with the hardware industry.

“I’ve learned so much over the years,” says Hendricks. “And I really appreciate the Golden Hammer award.”

Blish-Mize Territory Sales Representative JR Rodgers and Marketing Director Jason Drury presented Hendricks with the award.

“For more than 60 years, Gwen and Hendricks Hardware have been Blish-Mize customers,” says Drury. “We are so proud to include them in our Blish-Mize family and to be able to celebrate this milestone with her and her two sons, Larry and Don, who have grown up in the business.”

Larry and Don now own the store, but Hendricks still comes in daily.

“I just help my sons out now,” she says. “I’ve been here for so long that it’s just part of my life now.”



Gwen Hendricks, who founded Hendricks Hardware with her husband Marvin, celebrated her 90th birthday and received the Golden Hammer award for her 63 years with the hardware industry.

Long-Time Blish-Mize Employee Retires

After nearly 50 years in the hardware industry, Blish-Mize employee Lloyd Evans retired December 31, 2015.

Evans worked as the customer service manager for Blish-Mize, joining the company in 1989, and quickly becoming a “go-to” employee everyone could rely on and learn from. He developed many friendships during his time at Blish-Mize.

Evans’ plans for retirement include spending more time with his family and cockatiels, as well as working more on some of his hobbies, including photography, woodworking, traveling and volunteering at the Patee House Museum in St. Joseph, Missouri.

Employee Appreciation Week

Blish-Mize celebrated its annual Employee Appreciation Week in October. The highlight of the weeklong festivities was a company tailgate cookout.

Office employees were provided a ride aboard the Atchison Trolley to the distribution center, where CEO and President Jonathan Mize and Executive Vice President Greg Lutz grilled as a special treat.

Blish-Mize recognized employees for outstanding service, and employees participated in a company trivia game for prizes.

Making Hardware EASY4U

We recently introduced our new Blish-Mize Mobile App. This tool will allow you to use your mobile device as an inventory and ordering device. Once this tool is loaded onto your mobile device, you will be able to use it to scan a product UPC code or bin label to see if that item is in the Blish-Mize inventory. This enhancement is available ONLY on Blish-Mize Mobile, available from your APP store. Blish-Mize Mobile includes the following features, ALL IN THE PALMS OF YOUR HANDS!

- Full inventory availability, in real time
- Full product image
- Current product pricing
- Your custom retail price
- New items show up instantly
- Quantity buy savings
- Complete ordering functions
- Search and sort

If you have any questions or just want help getting started, more information will be available at the Spring Market.



Blish-Mize’s annual Employee Appreciation Week was held in October.



You wanted it. You got it.

You asked for a 6-Year Warranty Electric Water Heater with 48-gallon capacity that would fit in tight spaces and meet a .95 EF (Energy Factor). We gave you all that, and more. Introducing the U.S. Craftmaster® 48-gallon Lowboy Electric Water Heater.

Blish-Mize
DELIVERING MORE

**Visit
Booth
#421**

ENERGY
EFFICIENT
**NAECA
COMPLIANT
2015**

**U.S. CRAFTMASTER®
NOW IN STOCK
48-GALLON LOWBOY**



Supplier of the Year

Home Lumber & Supply Co. of Ashland, Kansas, recently awarded Blish-Mize Co. with its Supplier of the Year award. It was the seventh time that Blish-Mize has received this award.

Home Lumber, which has 16 locations in Kansas, is Blish-Mize's oldest customer. Blish-Mize has been serving Home Lumber since it was founded in 1905.

"We are honored to be named Supplier of the Year with Home Lumber & Supply Co.," says Jonathan Mize, CEO and president of Blish-Mize. "This award is voted on by all of the store managers of Home Lumber. It is a testament to our service and longstanding 115-year relationship with this company that we accept this award."



Jonathan Mize, CEO and president of Blish-Mize; John H. Mize, Blish-Mize executive chairman; and John Humphreys, president of Home Lumber.

THE WEATHERIZATION INDUSTRY LEADER



SHOW SPECIALS!

VISIT US
AT BOOTH

113

DOOR SWEEPS



DELUXE SILVER MD# 05389

BACKER ROD



3/8" x 20' MD# 71464

M-D Building Products, Inc. | 1-800-654-0007 | www.mdteam.com

DEWALT

Blish·Mize

DELIVERING MORE

NEW PRODUCTS FROM DEWALT

COME BY BOOTH #125 TO CHECK OUT THESE NEW ITEMS

DWASHRIR 18GA Shear Attachment

- Cuts up to 18GA material
- 360 degree swivel head



DCA1820 20V MAX* Battery Adapter for 18V Tools

- Allows for use of 20V MAX* Compact Batteries in most DEWALT 18V Tools



DCN660D1 20V MAX* 16ga Angled Cordless Finish Nailer Kit

- Drives 16GA 20 degree finish nails 1-1/4" to 2-1/2" lengths
- Sequential Mode for precision placement and bump mode for production speed



DWST08810 ToughSystem® Music + Charger

- Premium sound - 1 Subwoofer + 4 full range Tweeters
- Charging capability - built-in charger ensures jobsite productivity by charging 12V MAX* and 20V MAX* DEWALT batteries



With respect to 12V MAX, maximum initial battery voltage (measured without a workload) is 12 volts. Nominal voltage is 10.8.

With respect to 20V MAX, maximum initial battery voltage (measured without a workload) is 20 volts. Nominal voltage is 18.

Copyright ©2015 DEWALT. The following are examples of trademarks for one or more DEWALT power tools and accessories: the yellow and black color scheme; the "D"-shaped air intake grill; the array of pyramids on the handgrip; the kit box configuration; and the array of lozenge-shaped humps on the surface of the tool. MW Blish Mize New Items Ad 121615.ai/lh/GDS/15-50715

BRAND POWER YOU WON'T FIND ANYWHERE ELSE.

Top Brands in All Categories—All in One Place.

Visit these powerful brands at this year's show and see what's going on with the most comprehensive lineup in the business. Everything you need is in one booth, so you spend less time buying and more time selling.

BOOTH
#605

Interior & Exterior House Paint

Interior Wood Stain and Clear Finishes

Exterior Waterproofer and Wood Protectors

Innovative Spray Paints

High-Quality Applicators

Caulks and Sealants

Concrete Stains and Sealers



www.snowroof.com

KOOLSEAL
REFLECTIVE ROOF COATINGS

www.koolseal.com

Purdy
PROFESSIONAL PAINTING TOOLS

Pros Demand...Purdy Delivers
www.purdy.com



Make It Yours
Make It Yours®
www.krylon.com



PRATT & LAMBERT
PAINTS
Never Compromise™
www.prattandlambert.com

Geocel
Setting the Standard®

Setting the Standard
www.geocelusa.com



Makes and Keeps Wood Beautiful™
www.minwax.com

Thompson's
WaterSeal

The Seal You Can Trust
www.thompsonswaterseal.com

BESTT LIEBCO
CRAFTED WITH QUALITY™

Crafted with Quality
www.besttliebco.com



We Get You Movin!!!
www.triflowlubricants.com



The Professional's Choice for
Premium Caulks and Sealants
www.wlcaulk.com



Live the Outdoors!
www.superdeck.com