

**BUYER CONNECT**  
connecting retailers and suppliers



**Home Hardware “MEET THE BUYER” DAY**  
**Tuesday, 17th October 2017**

**We are delighted to announce that the two leading Industry Trade Associations, BHETA & GIMA, have confirmed a “Meet the Buyer” event with the UK’s largest retailer owned organisation Home Hardware South West.**

Home Hardware is the largest organisation of its kind in the UK and has over 450 retail members including; independent hardware retailers, homewares shops, cook shops, ironmongers and garden centres. Home Hardware has a central buying function based at its head office in North Devon, and operates out of 2 warehouses located in Barnstable and Bedford. Members are supported via a series of initiatives, such as 6 seasonal promotional leaflets, catalogues, trade shows and 4 business development managers.

Home Hardware are looking for suppliers of products to feature in their key 2018 Home and Garden Brochure and Summer Leisure Brochure that will be distributed to over 1.2 million homes during 2018. The objective is for the catalogue to feature new and innovative products offering outstanding value as a number of chosen lines will, subject to performance over the promotional period, also be stocked ongoing in both their warehouses and will form part of the core product offering to its 450 plus members. This initiative also offers suppliers the opportunity to support and target new independent retail channels as well as reinforcing their commitment to the independent sector.

To assist the process of understanding Home Hardware retailers we suggest you visit your local store: <http://www.homehardware.co.uk/>

**The event will take place on Tuesday 17th October at a hotel in or near to Barnstaple.**

Participants will be allocated a **20 minute appointment time** with relevant buyers and the team will be headed up on the day by Jim Chadwick and his team of 5 buyers.

A maximum of 2 people from each supplier company will be allowed and suppliers are urged to use the time available to concentrate on the features and benefits of the products they have to offer supported by cost price proposals.

This is a unique opportunity for new and existing Home Hardware suppliers and as such, is sure to attract a big response. There will also be a limit to the number of people that can be accommodated on the day and the event will need to be carefully organised and planned.

Buyers from all the main Garden categories will be participating including:

**Garden Chemicals, Garden Gifts, Garden Accessories,  
Garden Lighting (Solar),  
Wild Bird Food & Accessories, Hand Tools, Power Tools,  
Lawn Mowers, Propagation,  
Storage, Outdoor Living & Barbeques**

With this in mind, could you please complete and return the [attached form](#) indicating by return, which product category or categories you would be interested in. We will then make the arrangements on your behalf and confirm to you well in advance of the day.

To offset the cost of the day, there will be a charge of **£99.00+VAT for GIMA members** and **£199+VAT for non-members**. We look forward to receiving your nominated product categories and payment no later than Friday 22nd September and we will be in contact again with further updates of the event.