



Hardware
Awards
2018



To nominate or enter go to

WWW.HARDWAREJOURNAL.CO.NZ/AWARDS/AWARDS-2018



CELEBRATE GOOD TIMES CELEBRATE THE BEST

JOIN US BY PUTTING ON THE RITZ

The 23rd Hardware Awards will again be the highlight of the hardware, home improvement and building supplies calendar.

Culminating at a gala dinner in Auckland on 4th October, the 2018 Hardware Awards continue to celebrate the very best retailers, merchants, stores, salespeople and suppliers that our industry has to offer.

Independently run by *NZ Hardware Journal* and the team at Marketplace Media, the 2018 Hardware Awards are an opportunity to not only nominate others for their high performance but also be recognised yourself!

If you think you have what it takes, or that someone else deserves to have their achievements celebrated, do the right thing and nominate or enter now!

YOUNG RETAILER OF THE YEAR

OPEN TO HARDWARE AND BUILDERS' SUPPLY MERCHANTS.

This award recognises a young retailer – builders' merchant (aged 30 years or under as at July 13, 2018) who has achieved a high standard in their retailing career.

Entrants will ideally be department managers, store managers or shareholders of a hardware and builders' supply merchants. Entrants to this award will automatically be considered for the Young Achiever Award.

JUDGES WILL LOOK FOR

Innovative retailers working with or heading a team. Entrants must be able to illustrate their talent and growth over their retailing career, demonstrating a positive attitude and outstanding job performance. The judges will also be looking for ambition and initiative.

JUDGING

Entries will be evaluated by a judging panel to select semi finalists. These semi finalists will then complete a stage two entry form followed by a mystery shopper analysis and a store visit. The finalists then present to the judging panel, on the morning of the Awards on 4 October.

THE PRIZE

THE FINALISTS WILL RECEIVE:

- Travel to the Awards night
- Industry-wide recognition of their accomplishments
- A certificate

THE WINNER WILL RECEIVE:

- All the above plus a winner's trophy
- Exposure in *NZ Hardware Journal* outlining their achievements
- Travel costs to a European or American industry trade show (to the value of \$3,500 and must be taken within 18 months of win)

 **NOMINATIONS CLOSE 15th June**
 **ENTRIES CLOSE 13th July**

RETAILER OF THE YEAR

OPEN TO HARDWARE AND BUILDERS' SUPPLY MERCHANTS.

This award recognises a truly outstanding retailer – builders' merchant – of any age who has shown initiative and enterprise in leading their team. Entrants will be owners, managers or JV partners of a hardware store or builders' supply merchant.

JUDGES WILL LOOK FOR

Maturity in leadership and a passion for the industry as well as the retail store they head. Entrants must be able to illustrate an ability to achieve high levels of success for both their store and staff as well as adaptability in an increasingly competitive marketplace.

JUDGING

Entries will be evaluated by a judging panel to select semi finalists. These semi finalists will then complete a stage two form followed by a mystery shopper analysis and a store visit. The finalists then present to the judging panel, on the morning of the Awards on 4 October.

THE PRIZE

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 **NOMINATIONS CLOSE 15th June**
 **ENTRIES CLOSE 13th July**

YOUNG ACHIEVER OF THE YEAR

RECOGNISES AND AWARDS A YOUNG RETAILER WHO SHOWS TALENT AND A REAL APTITUDE FOR RETAILING.

This award requires no specific entry but is part of the Young Retailer of the Year Award. It is awarded to a young entrant who may not reach the Finalist stage but in the view of the judges, shows remarkable talent for his/her age.

TRADE ACCOUNT MANAGER OF THE YEAR

OPEN TO TRADE ACCOUNT MANAGERS AT BUILDERS' SUPPLY MERCHANTS.

This award recognises an account manager active in the building supplies sector who has consistently displayed a high standard of sales professionalism and has a proven record in account management.

Entrants will be account representatives or account managers who sell hardware and building supply products by calling on builders and building companies during a regular call cycle. This is a nationwide award with no age restriction.

JUDGES WILL LOOK FOR

Talented professionals who make a positive difference to their company's sales record and customer's business. Candidates will be judged on steps taken to help builders in their business and how proactive they are in service and product knowledge, actioning returns and providing warranties. Entrants must be able to demonstrate accomplishments and their ability to manage an account.

JUDGING

A three-stage judging process will apply and includes written entries, survey of finalist's customer list and presentation to the judging panel on the morning of the Awards.

THE PRIZE

THE FINALISTS WILL RECEIVE:

- Travel to the Awards night
- Industry-wide recognition of their accomplishments
- A certificate

THE WINNER WILL RECEIVE:

- All the above plus a winner's trophy
- Exposure in *NZ Hardware Journal* outlining their achievements

→ **NOMINATIONS CLOSE 15th June**
→ **ENTRIES CLOSE 13th July**

SUPPLIER ACCOUNT MANAGER OF THE YEAR

OPEN TO SUPPLIER ACCOUNT MANAGERS.

This award recognises an account manager active in the sector who has consistently displayed a high standard of sales professionalism and has a proven record in account management.

Entrants will be account representatives or account managers who sell hardware or building supply products by calling on retail and merchant stores during a regular call cycle. This is a nationwide award with no age restriction.

JUDGES WILL LOOK FOR

Talented professionals who make a positive difference to their company's sales record and customer's business. Candidates will be judged on steps taken to help customers in their business and how proactive they are in service and product knowledge, actioning returns and providing warranties. Entrants must be able to demonstrate accomplishments and their ability to manage an account.

JUDGING

A three-stage judging process will apply and includes written entries, survey of finalist's customer list and presentation to the judging panel on the morning of the Awards.

THE PRIZE

THE FINALISTS WILL RECEIVE:

- Travel to the Awards night
- Industry-wide recognition of their accomplishments
- A certificate

THE WINNER WILL RECEIVE:

- All the above plus a winner's trophy
- Exposure in *NZ Hardware Journal* outlining their achievements

→ **NOMINATIONS CLOSE 15th June**
→ **ENTRIES CLOSE 13th July**

ENTRANTS FOR EACH CATEGORY MUST HAVE BEEN TRADING FOR A MINIMUM OF ONE YEAR AS AT 15 JUNE, 2018

NOMINATION OF SUITABLE CANDIDATES FOR THESE AWARDS WILL BE BY INDUSTRY RETAIL GROUPS.
NO ENTRY FORMS ARE REQUIRED FOR THIS CATEGORY.

RETAIL STORE OF THE YEAR

OPEN TO HARDWARE AND
BUILDERS' SUPPLY MERCHANTS.

This award recognises outstanding retail stores in the hardware, builders' supply or home decor industries.

TWO CATEGORIES

- Up to 4,000m² of retail showroom area
- Over 4,000m² of retail showroom area

JUDGING

A three-part judging process will apply. Retail groups will nominate their top stores. These are then scrutinised by over 80 industry supply companies and are then subjected to a two-stage mystery shopper analysis. The winners will be announced at the Awards on 4 October.

JUDGING CRITERIA WILL INCLUDE

- Exterior & interior • Staff • Extra facilities
- Store layout, fittings, promotions and merchandising

JUDGING PANEL

- Hardware industry retail suppliers
- Mystery interview analysis of trade customer base

THE PRIZE

The finalists from each of the two categories will receive industry-wide recognition of their store's accomplishments and a certificate.

The two winners will receive all the above plus a trophy and exposure in *NZ Hardware Journal* outlining the store's achievements.

 **NOMINATIONS CLOSE 15th June**
 **JUDGING DEADLINE 6th August**

TRADE STORE OF THE YEAR

OPEN TO HARDWARE, BUILDERS
SUPPLY TRADE STORES WHICH
SERVICE THE TRADE SECTOR.

**THIS AWARD RECOGNISES
OUTSTANDING TRADE STORES IN
THE HARDWARE AND BUILDERS'
SUPPLY INDUSTRIES.**

JUDGING

A three-part judging process will apply. Merchant groups will nominate their top stores. These are then scrutinised by over 40 industry supply companies and are then subjected to a mystery interview analysis of randomly selected trade customers. The winners will be announced at the Awards on 4 October.

JUDGING CRITERIA WILL INCLUDE

- Yard • Trade floor/showroom and counter
- Trade customer satisfaction survey

JUDGING PANEL

- Hardware industry retail suppliers
- Mystery interview analysis of trade customer base

THE PRIZE

The finalist will receive industry-wide recognition of their store's accomplishments and a certificate.

The winner will receive all the above plus a trophy and exposure in *NZ Hardware Journal* outlining the store's achievements.

 **NOMINATIONS CLOSE 15th June**
 **JUDGING DEADLINE 6th August**

NOMINATIONS OF SUPPLIERS WILL BE BY INDUSTRY RETAIL GROUPS AND MERCHANTS, WHO WILL NOMINATE THEIR TOP SUPPLIERS. NO ENTRY FORMS ARE REQUIRED FOR THIS CATEGORY.

SUPPLIER OF THE YEAR

OPEN TO HARDWARE AND BUILDING MERCHANT SUPPLIERS.

This award recognises outstanding industry suppliers of products to the hardware, builders' supply and home decor retail sectors. Judges will be looking for suppliers that demonstrate effectiveness in key operational areas.

Five categories:

- Building products
- Painting & decorating
- Garden
- Hand & power tools
- Hardware

JUDGING:

Judging will be by a selection of retail stores and head offices across the major merchant groups. A minimum of 40 stores will make up the judging panel. They will take into consideration the criteria noted (above right). The finalists in each of the five categories will be selected and the winners will be announced at the Awards on 4 October.

JUDGING CRITERIA WILL INCLUDE

- Stock availability
- Service warranty/returns
- Account management
- Product support
- Innovation

JUDGING PANEL

Retail merchant stores will judge this award at both head office and store level.

THE PRIZE

The finalists from each of the five categories will receive industry-wide recognition of their accomplishments and a certificate.

The winners will receive all the above plus a trophy and exposure in *NZ Hardware Journal* outlining their achievements.

 **NOMINATIONS CLOSE 15th June**
 **JUDGING DEADLINE 6th August**

OUR SPONSORING PARTNERS





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