

## **Handyman Hardware and Supply**

**1410 Tenth St.  
St. Cloud, FL 34769  
407-892-7700**

September 18, 2012

Mr. Tom Chasteen  
The Hardware Conference  
91900 Overseas Highway  
Tavernier, FL 33070

Dear Tom,

Once again, I want to thank you for hosting such a great conference. I've lost track of how many conferences I've attended, but I keep coming back because I learn something every year. I thought both the open dialogue and John Hammond's presentation were excellent this year. The Fred Pryor courses sound great and I'm hoping to attend one next year.

It was good to see some new manufacturers at the conference. I know the economy has made both vendors and dealers take a serious look at where they are spending their money. The relationships that are built at the conference are long lasting. I'm still buying from vendors who I met at the conference, but who haven't been able to attend the past few years. Atwood Rope, Just for Copper and Snowcap are just a few.

Markets are so rushed; I don't have the time to study each booth thoroughly. The conference gives me that time. I'm presently making preparations for the Do it Best October Market, there are several manufacturers from this year's conference who are already on my order list. I probably would have passed by the Hyde booth as I have most of their putty knives and scrapers in my store already. I had time at the conference to talk with them and check out their innovative pressure washer wands.

I've already got the 2013 conference marked down on my calendar.

Sincerely,

Rick Heuser