

NEW STORE OPPORTUNITIES

New Store Locations



*Already have a site or market that you think would be a good location for a new business and want more details on how to get started? E-Mail us so we can get in touch and show you how United Hardware can help you to analyze your potential market and assist you in making a good business decision.
Please e-mail the following person to help you get started.*

Northern/Eastern Region (MN, WI, MI, IL & Eastern IA) Tom Scott (612) 270-2513
tscott@unitedhardware.com

Western Region (CO, MT, ND, UT, WY, & Western SD) Jim Pavelis (406) 860-5530
jpavelis@unitedhardware.com

Southern Region (IA, KS, NE, MO, & Eastern SD) Dave Simmons (308) 924- 3400
davesimmons@hardware4sale.com

Northern Region

River Falls, Wisconsin
City Demographics

Total Population 12,560
Total Households 4,269

Market Sales Potential

Hardware \$2,390,000
Ranch & Pet \$2,537,000

Total Market Potential \$4,927,000



Remarks:
Fast growing, college town just east of the Twin Cities. Excellent market for Hardware/Ranch & Pet type of operation. Many building sites available on outskirts of town. Community of 14,000 with additional 5,800 college students.
Contact: Tom Scott (612) 270-2513
tscott@unitedhardware.com

Eau Claire, WI
City Demographics

Total Population 61,704
Total Households 24,016

Market Sales Potential

Hardware \$4,723,000
Ranch & Pet \$844,500

Total Market Potential \$5,567,500



Remarks:
Fast growing, college town, is regional hub for western Wisconsin. City is also home of many large corporation headquarters and is a top destination for all services in the area. Buildings are available in the area for sale or lease.
Contact: Tom Scott (612) 270-2513
tscott@unitedhardware.com

Marshfield, WI
City Demographics

Total Population 18,800
Total Households 8,235

Market Sales Potential

Hardware \$4,279,000
Ranch & Pet \$771,000

Total Market Potential \$5,050,000



Remarks:
Regional center for Marathon & Wood counties in central Wisconsin. Strong medical community with nationally known medical clinics. Good opportunity for retail growth especially in the Hardware/Ranch & Pet type of operation. Buildings available for sale or lease.
Contact: Tom Scott (612) 270-2513
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Kewaunee, WI
City Demographics

Total Population 2,806
Total Households 1,149

Market Sales Potential

Hardware \$749,000
Ranch & Pet \$193,250

Total Market Potential \$942,250



Remarks:
Small town located on Lake Michigan, 25 miles east of Green Bay, WI. Community is part of the gateway to Door County and has good tourism during the season. Currently no hardware stores in the market and is a great opportunity for a Hardware/Ranch & Pet type of operation.
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Fort Atkinson, WI

City Demographics

Total Population	11,621
Total Households	4,760

Market Sales Potential

Hardware	\$2,406,000
Ranch & Pet	\$823,845

Total Market Potential	\$3,229,845
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Remarks:

Money Magazine named this town "One of America's Hottest Little Boomtowns". Town is located 30 miles east of Madison, WI and is a great retail center for the surrounding area. Would be a great location for a Hardware/Ranch & Pet type of operation, with largest numbers of registered horse ownership in Wisconsin.

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Twin Cities Metro Area

Elk River, MN

City Demographics

Total Population	22,550
Total Households	6,500

Market Sales Potential

Hardware	\$2,258,000
Ranch & Pet	

Total Market Potential	\$2,258,000
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Remarks:

Fast growing northern Twin Cities suburb with great demographics and currently no true Hardware store. 8,000 to 10,000 sq. ft. facility currently available at a very affordable lease rate with an option to purchase facility now or in the future.

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Twin Cities Metro Area

New Market, MN

City Demographics

Total Population	7,624
Total Households	2,506

Market Sales Potential

Hardware	\$1,364,000
Ranch & Pet	\$298,749

Total Market Potential	\$1,662,749
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Remarks:

Fast growing town on outer ring of the Twin Cities. Small town atmosphere with large area of "Hobby Farm" development. Excellent opportunity for a Hardware/R&P type of operation. Land available for sale or lease. Would require building a facility for operation.

Contact: Tom Scott (612) 270-2513
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Twin Cities Metro Area

Rogers, MN

Market Demographics

Total Population	5,571
Total Households	1,889

Market Sales Potential

Hardware	\$1,028,000
Ranch & Pet	\$248,000

Total Market Potential	\$1,276,000
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Remarks:

Fast growing town on the northwest side of the Twin Cities. Fast growing, but still small town atmosphere with large "Hobby Farm" community just south of town. 12,000 sq. ft. plus facility currently available at a very reasonable lease rate.

Contact: Tom Scott (612) 270-2513
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Hoyt Lake, MN

City Demographics

Total Population	2,082
Total Households	916

Market Sales Potential

Hardware	\$1,358,000
Ranch & Pet	

Total Market Potential	\$1,358,000
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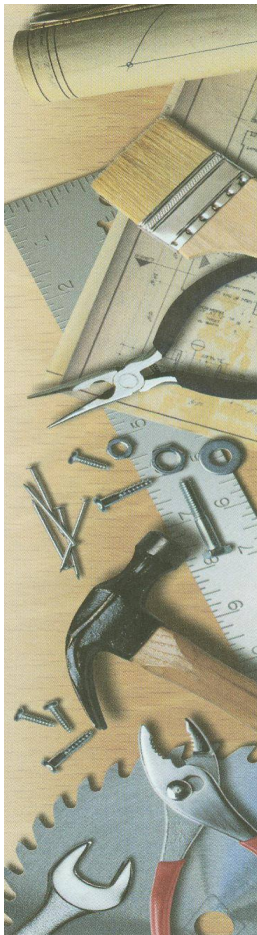
Remarks:

Located in Northern Minnesota in the Iron Range area. New manufacturing moving into the area in next two years will add jobs and boost the economy for years to come. Excellent opportunity for a Hardware/Rental type of operation. Large site available for lease.

Contact: Tom Scott (763) 550-2510
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Freeport, IL

City Demographics

Total Population 26,443
Total Households 12,203

Market Sales Potential

Hardware \$3,692,000
Ranch & Pet \$670,300

Total Market Potential \$4,362,300



Remarks:

Located in northwestern Illinois, city is regional hub for Stephenson county and surrounding counties. Good business town with many manufacturers in the area. Good opportunity for a Hardware/R&P type of operation. Currently no true hardware store in community.

Contact: Tom Scott (763) 550-2510
tscott@unitedhardware.com

Marseilles, IL

City Demographics

Total Population 4,665
Total Households 1,867

Market Sales Potential

Hardware \$1,052,000
Ranch & Pet \$339,250

Total Market Potential \$1,391,250



Remarks:

Nice community located on Interstate 80 about 50 miles west of the Chicagoland area. Good opportunity for a good hardware store in the market area. Good downtown area with most buildings occupied. Building available for lease or possible purchase.

Contact: Tom Scott (763) 550-2510
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Western Region

Cheyenne, WY

City Demographics

Total Population 55,000
Total Households 22,000

Market Sales Potential

Hardware \$10,000,000
Ranch & Pet

Total Market Potential \$10,000,000



Remarks:

Largest city in Wyoming, also state capital. Fast growing city with a population over 55,000. Excellent market for hardware store. Shopping center location is available. Warren Air Force base is located in market. Great business climate.

Contact: Jim Pavelis (406) 860-5530
jpavelis@unitedhardware.com

Belle Fourche, SD

City Demographics

Total Population 5,000
Total Households 1,800

Market Sales Potential

Hardware \$2,200,000
Ranch & Pet

Total Market Potential \$2,200,000



Remarks:

Geographic center of the nation. City has a population of 5,000. Very close to Black Hills region of South Dakota. Stable economy with good potential for a hardware type of business.

Location available on busy intersection.

Contact: Jim Pavalis (406) 860-5530
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Elizabeth, CO.

City Demographics

Total Population 9,000
Total Households 3,000

Market Sales Potential

Hardware \$9,000,000

Total Market Potential \$9,000,000



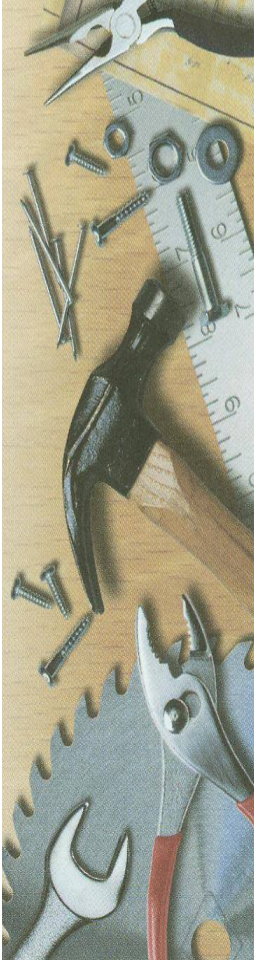
Remarks:

Great market for hardware store. High median income. Growing area close to Denver, CO. Building located on busy main road. No traditional hardware store in area.

Contact: Jim Pavalis (406) 860-5530
jpavelis@unitedhardware.com

NEW STORE OPPORTUNITIES

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Southern Region

Watertown, SD

City Demographics

Total Population	20,237
Total Households	9,193

Market Sales Potential

Hardware	\$4,893,000
Ranch & Pet	\$1,194,790

Total Market Potential \$6,087,790



Remarks:

Located in east central South Dakota, Watertown is the economic hub for a 3 county region. Regional retail community for the area with great opportunities for a Hardware/Ranch & Pet type of business.

Great location available with affordable lease arrangements.

Contact: Dave Simmons (308) 824-3400
davesimmons@hardware4sale.com

Sergeant Bluff, IA

City Demographics

Total Population	3,321
Total Households	1,137

Market Sales Potential

Hardware	\$494,000
Ranch & Pet	\$157,611

Total Market Potential \$651,611



Remarks:

Located in northwestern Iowa along the Missouri River, Sergeant Bluff is a fast growing suburb of Sioux City, IA.

Area is regional economic and retail hub for the entire area. Excellent opportunity for a new hardware type of business opportunity.

Contact: Dave Simmons (308) 824-3400
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Holt, MO

Trade Area Demographics

Total Population	7,207
Total Households	2,642

Market Sales Potential

Hardware	\$1,147,000
Ranch & Pet	\$3,685,000

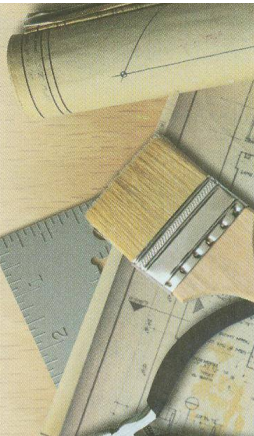
Total Market Potential \$4,832,000



Remarks:

Located just north of the Kansas City metro area, Holt is a fast growing rural/politan type of community. Strong household incomes indicates an excellent opportunity for a Ranch & Pet type of business opportunity.

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Eastern Region

Owosso, MI

City Demographics

Total Population	15,713
Total Households	6,340

Market Sales Potential

Hardware	\$3,415,000
Ranch & Pet	\$3,471,154

Total Market Potential \$6,886,154



Remarks:

Located in central Michigan, Owosso is the retail hub for this region. Excellent opportunity for a combination Hardware / Ranch & Pet type of business.

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