



# THE FASTEST GROWING HOME IMPROVEMENT STORE IN THE U.S.A.



**From Brazil to  
Eau Claire, WI**

**WE MAKE IT  
EASY TO DO  
BUSINESS!**



# *Dedicated to Service & Quality®*

## OUR HISTORY

As a family-owned company, we take pride in selling quality products to our customers. Regardless of skill level, our customers shop our stores with confidence knowing that the products we have on our shelves will help them get their job done right the first time.

Working with Menards® has never been easier! We have the infrastructure in place to get the high quality products our customers count on from anywhere in the world to the shelves in our stores. We also pay faster than any other big box retailer and work to develop long lasting relationships with every supplier we do business with. By doing so, we offer our customers competitive prices on great products that last.

In 1958, as the farm industry was being revolutionized by more mechanized and convenient dairy systems, it created a demand for low-cost agricultural buildings to house stock and machinery. John Menard Jr., the founder of the company, noticed this need and began to develop an idea for a pole building business.

As a means to finance his education, John Menard Jr. decided to make his dream a reality. After picking up some building knowledge in the summer of 1958, he spent his days working on his first pole buildings and his nights working at a local movie theater while contracting other buildings to keep his crew working.

By the summer of 1959, several buildings had been erected in the Eau Claire, Wisconsin area and the Menard name was gaining a reputation. This early success prompted the purchase of the first major piece of equipment: a 1946 Chevrolet truck. This truck and an old Ford tractor were the only equipment used throughout 1959. Due to the increasing demand for Menard pole buildings, it became necessary to purchase more equipment and take on additional crews. Advertising literature was circulated throughout the state. The demand grew to such proportions that when John graduated from college and could devote all of his time to the business, Menards® was formed with John Menard Jr. as president and major stockholder. It was at this time the first land was purchased and a small office and shop were erected on the Eau Claire site.

Prospective pole building customers often inquired about purchasing lumber and building materials. Realizing the consumer need for a building materials outlet, Menards® began to sell materials to the public on a cash-and-carry basis. This was the very beginning of Menard Cashway Lumber.

In 1969, the manufacturing and warehousing functions were added to the company, beginning with the truss plant. Since then, more plants have been added to manufacture steel siding and roofing, beautiful interior and exterior doors, state-of-the-art composite decking, environmentally-friendly treated lumber, landscape and construction block, engineered roof and floor trusses, fasteners and countertops.

The sale of the Menard Building Division in 1994 ended nearly three-and-a-half decades of pole barn construction and paved the way for even greater expansion in retail home improvement centers. The Eau Claire distribution center served all the stores until 1998, when a second Distribution Center opened in Plano, Illinois. Facilities have been opened in Holiday City, Ohio and Shelby, Iowa as well. These facilities have enabled the company to develop into one of the largest retail organizations in the industry.

Today, Menards® is recognized as the retail home center leader of the Midwest with stores in 15 states.

**MENARDS® IS GROWING!**

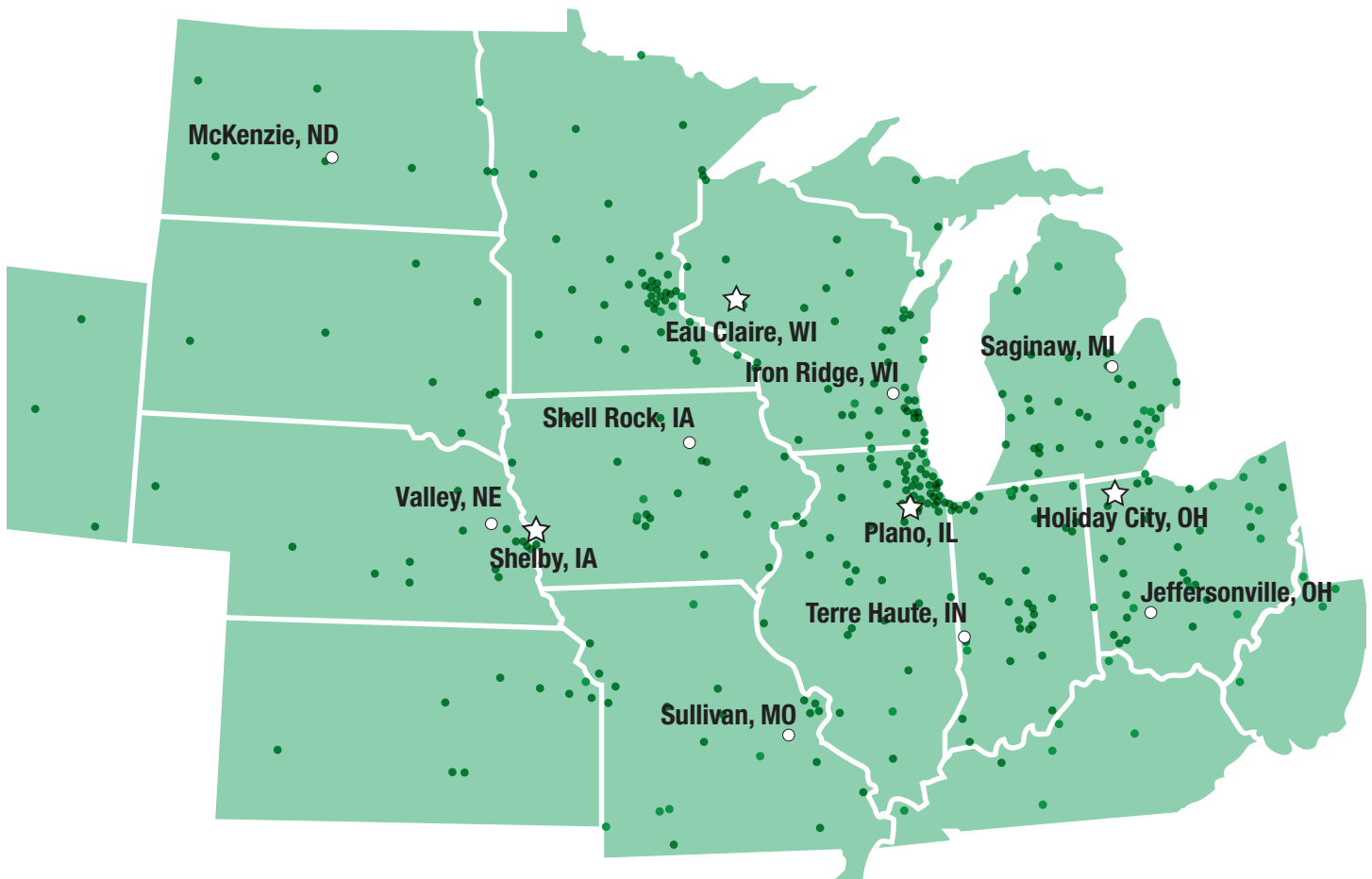
**340+**  
**EXISTING STORES**

**REACHING OVER**  
**59,000,000 CUSTOMERS**  
**THROUGHOUT THE MIDWEST!**

☆ **DISTRIBUTION CENTERS**

○ **CROSSDOCKS**

● **EXISTING STORES**

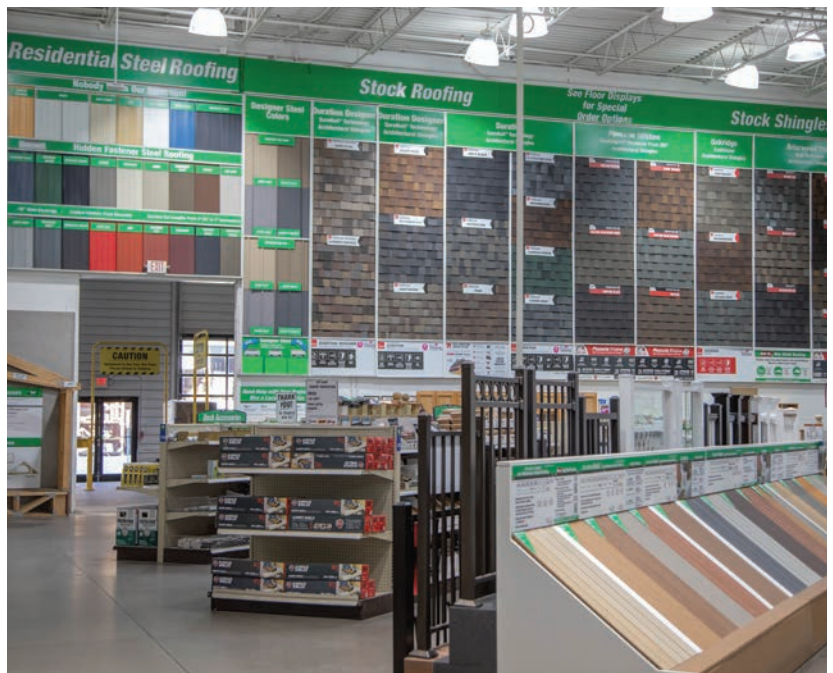




# BUILDING MATERIALS & MILLWORK

Menards® is a one-stop shop for building materials. Whether building a home or renovating, we have everything needed to complete the job!

- Lumber
- Boards
- Trusses
- I-Joists
- Concrete
- Masonry
- Drywall
- Insulation
- Plywood
- Roofing
- Siding
- Doors
- Windows
- Moulding



## TOUCH THE MATERIALS ONLY ONCE!

Our convenient drive thru warehouse lets customers drive right up to the materials purchased and load them directly onto a vehicle. Easier, Faster and MORE efficient!



## MOULDING

- Base Moulding
- Door & Window Moulding
- Crown Moulding
- Chair Rail Moulding
- Shoe Moulding
- Quarter Round Moulding
- Corner Moulding
- S4S Moulding
- Decorative Moulding
- Door Jambs
- Plinth Blocks
- And More!

OVER 1,000 SIZE AND FINISH OPTIONS AVAILABLE IN-STOCK!



# WE STOCK JOB LOT QUANTITIES!



# HARDWARE

Menards® has quality tools and fasteners for everyone from the weekend warrior to the pro!

- Hand Tools
- Power Tools
- Fasteners
- Tool Storage
- Household Hardware
- Automotive
- Workwear & Safety Gear
- Welding Equipment
- Lawn & Garden Products
- Outdoor Power Equipment
- Air Compressors & Air Tools



## POWER TOOLS & ACCESSORIES

- Power Drills & Impact Drivers
- Power Tool Combo Kits
- Power Saws
- Pneumatic Tools
- Oscillating Tools
- Sanders
- Grinders
- Routers
- Rotary Tools
- Woodworking Tools
- Rotary Hammer Drills
- Drill Presses



## HAND TOOLS

- Hammers
- Pliers
- Wrenches
- Chisels
- Files
- Screwdrivers, Nut Drivers & Hex Keys
- Measuring & Layout Tools
- Punches & Nail Sets
- Sockets
- Ratchets
- Mechanic Tool Sets
- And So Much More!



## FASTENERS

- Screws
- Nails
- Collated Nails, Screws & Staples
- Structural Connectors & Reinforcements
- Bolts
- Nuts
- Washers & Spacers
- Anchors
- Gate Hardware
- Rivets
- Picture & Mirror Hanging Hardware
- Specialty Fasteners



## AUTOMOTIVE

- Cleaning & Detailing
- Oil & Filters
- Fluids & Chemicals
- Grease & Lubricants
- Windshield Wiper Blades
- Fuses
- Automotive Light Bulbs
- Tools & Shop Equipment
- Chargers & Jumper Cables
- Automotive Batteries
- Tires & Tire Care
- Floor Mats & Cargo Liners
- Towing & Cargo Management
- Air Fresheners
- Tarps
- Ratchet Straps & Rope
- Chain & Chain Accessories
- Wet/Dry Vacs



## STORAGE & ORGANIZATION



**OVER 70,000 SKUS IN STOCK!**



# INDOOR & OUTDOOR LIVING

- Living Room Furniture
- Patio Accessories
- Bistro Collections
- Patio Chairs & Seating
- Patio Tables
- Fire Pits & Outdoor Heating
- Outdoor Cooking
- Camping
- Residential



## OUTDOOR POWER EQUIPMENT

- Lawn Mowers
- Trimmers & Edgers
- Hedge Trimmers
- Generators
- Log Splitters
- Chainsaws
- Pressure Washers
- Leaf Blowers
- Augers, Tillers & Compactors
- Replacement Parts & Accessories



## GARDEN CENTER

- Watering
- Outdoor Décor
- Pots & Planters
- Seed Starting
- Garden & Landscaping Tools



**1,000s OF DIRECT CONTAINER SHIPMENTS!**



# ELECTRICAL

Our lighting showroom has the best selection of interior/exterior light fixtures, ceiling fans, lamps, utility/recessed lights, undercabinet lighting and solar and low voltage landscape lighting. Between in-store and online options available to quick ship out of our distribution centers, we have over 2,400 lighting options to choose from!

**WE OFFER THE LATEST STYLES & TRENDS!**



## LIGHT BULBS

We stock a variety of bulbs, from general purpose to flood, décor to vintage style, Menards® covers everyone's needs!

**LIGHT SWITCHES,  
DIMMERS & OUTLETS  
HOME AUTOMATION  
ELECTRICAL BOXES  
HOME SAFETY  
ELECTRICAL WIRE & CABLE**

## EXTENSION CORDS

From contractor-tough all-rubber cords to braided designer cords and everything in between, our huge assortment of extension cords is sure to include what any customer needs!

- Retractable Cords & Cord Storage
- Extension Cords
- Appliance Cords
- Surge Protectors
- Power Strips
- Outlet Adapters
- Generator Cords
- RV & Marine Cords
- Electrical Plugs & Connectors



**OVER 375,000 ITEMS AVAILABLE ONLINE!**

# CABINETS & APPLIANCES

With our custom cabinet and countertop designer programs, our customers can design the kitchen of their dreams utilizing your products. We offer a wide range of cabinet and countertop styles and finishes to meet every taste and budget. Plus, we have the latest appliance models from the most trusted brands to complete any remodel or new construction project.



## COUNTERTOP

Anyone can transform their kitchen with new countertop from Menards®. We offer a variety of laminate, solid surface, and quartz countertop, as well as in-stock laminate countertop to match any style.



**OUR LARGE ASSORTMENT OF CABINET HARDWARE ENSURES WE HAVE SOMETHING FOR EVERY CUSTOMER'S NEEDS!**



## REFRIGERATORS, COOKING, LAUNDRY & DISHWASHERS



**WE CARRY ALL THE SMALL APPLIANCES NEEDED TO MAKE COOKING EASIER THAN EVER.**

- Coffee Makers • Grills • Griddles • Toasters • Toaster Ovens
- Microwaves • Food Choppers • Slow Cookers • Air Fryers
- Blenders • Mixers • Deep Fryers • Ice Makers • Slicers

- Freezers
- Bar Stools
- Vacuums
- Extractors



**WE HAVE THE LARGEST IN-STOCK SELECTION!**



# WALLCOVERINGS

Our out of this world selection of interior and exterior paints and stains is more than suited to fit every need a customer could have. We feature brands with the highest ratings in the marketplace, the largest selection of designer colors, and leading-edge tools and technologies. Plus, we offer the most comprehensive home improvement experience, which is why pros trust us and people love us.



## PAINT & COATINGS

We stock everything our customers need to complete any painting project, BIG or small! Having product on hand means our customers leave happy and keep coming back for more!

- Interior/Exterior Paint
- Paint/Stain Brushes & Rollers
- Ladders & Scaffolding
- Adhesives & Caulk • Tape & Glue
- Poly Film & Drop Cloth • Ceiling Tiles



## GROCERY

- Baking • Breakfast Foods • Canned Goods
- Snack Foods • Coffee/Beverages • Canning/Food Storage



## PET & WILDLIFE

- Dog & Cat Treats • Toys • Collars/Leashes
- Pet Beds/Furniture • Bird Food • Bird Houses • Wildlife Feeders



**WE PAY FASTER THAN THE OTHERS!**



# PLUMBING

Menards® has all the plumbing supplies customers and contractors need to get their jobs done. We have a variety of fashion and rough plumbing products so we're able to sell our customers the complete project from the start. Menards® works hard to manage inventory, order appropriately, merchandise correctly and advertise strategically to sell your product to our customers efficiently!

## Installation & Repair

- Faucet Repair • Toilet Repair • Supply Lines
- Tubular Drainage • Bath Drains • Pumps



**TOILETS**  
**TUBS**  
**SHOWERS**  
**FAUCETS**



## Bath Vanities

- Vanities with Tops
- Vanities without Tops
- Vanity Tops
- Mirrors
- Knobs & Pulls
- Wall Cabinets & Storage
- Medicine Cabinets



**OUR EXPANSIVE ROUGH PLUMBING SELECTION APPEALS TO CONTRACTORS & DIY-ERS FOR ALL OF THEIR PROJECT NEEDS!**



## PIPE & FITTINGS

- PVC
- Copper
- PEX
- Flexible Gas Pipe
- Accessories
- CPVC
- Black Steel
- Galvanized Steel
- Polypipe
- And Much More!

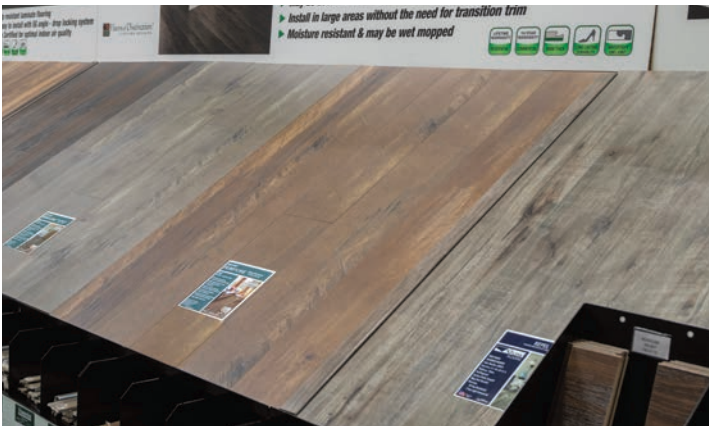


**ONE-TIME BUYS & CLOSEOUTS!**



# FLOORCOVERINGS

The Menards® Floorcoverings department is big and beautiful with large displays other home centers don't offer. We stock our products on the sales floor right below those displays to make it easy for our customers to buy it and take it home TODAY! A wide selection of flooring materials along with a complete selection of professional setting materials, tile tools and accessories is kept on hand for easy purchasing, making Menards® a floorcoverings destination for contractors and do-it-yourselfers. We have great products at the best prices, displays that inspire and motivate customers to purchase and wide aisles to make their floorcoverings shopping experience the best!



## LAMINATE & HARDWOOD

We offer a wide selection of laminate and hardwood flooring options that are fit to use in any room!

**OVER 30 STOCK OPTIONS!**



## TILE & STONE

We stock everything that is needed to cover floors, walls, countertops and backsplashes! We have the best looks at the best prices!

**OVER 55 STOCK OPTIONS!**



## CARPET & SHEET VINYL

Our carpet and sheet vinyl selection that is kept on our automated machines is second to none!

**OVER 140 STOCK OPTIONS!**

## VINYL PLANKS & TILES

On average, we stock over 400 sq. ft. of vinyl planks and tiles meaning customers are buying full jobs at a time!

**OVER 90 STOCK OPTIONS!**

## WINDOW TREATMENTS & AREA RUGS

We stock vinyl, aluminum and faux wood blinds as well as roller, solar and cellular shades so our customers leave happy!

**OVER 45 AREA RUG COLLECTIONS!**

**WE DRIVE BIG SALES OF YOUR PRODUCTS!**

# WE MAKE SHIPPING EASY!

We have the framework to get your product to our shelves!

## Right Carton, Right Size, Right Strength

Product Specifications		Board Ratings	
Maximum Weight of Contents (lbs.)	Size Limit of Box (inches) Length + Width + Height	Bursting Test (Mullen) (lbs. per sq. in.) (Use for conveyable or direct-to-guest products)	Edge Crush Test (ECT) (lbs. per lineal in.) (Use for palletized product, or non-conveyable product)
Single Walled Corrugated Containers			
30#	75	200#	32
40#	75	200#	40
50#	85	250#	44
65#	95	275#	55
80#	105	350#	NA
Double Walled Corrugated Containers			
60#	85	200#	48
80#	95	275#	51
100#	105	350#	61
120#	110	400#	71
140#	115	500#	82
150#	120	600#	NA



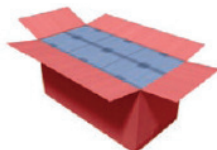
### Pallet or Slipsheet

- Pallet or Slipsheet = 18 Master Cases  
(6 Master Cases per Layer - 3 Layers)
- Pallet or Slipsheet = 432 Retail Packages



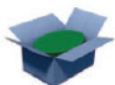
### Master Case

- Master Case = 4 Inner Cases
- 4 Inner Cases = 24 Retail Packages



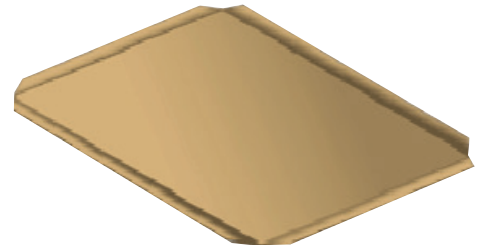
### Inner Case

- Inner Case = 6 Retail Packages



### Retail Package

- Retail Package = 1 Widget



Four tab slipsheet with at least a 3" scored/folded tab sticking out beyond all sides of the product footprint





# WE MAKE BRANDING EASY FOR YOUR PRODUCTS!

We maintain many private label brands that our customers have grown to trust and look for in our stores. These brands make it easy for your product to stand out on our shelves and draw the attention of our customers who are ready to buy!

## **MENARDS®** *Private Labels*

*Building Brands That Keep Customers Coming Back!*



### ACCESS TO OVER 35 ESTABLISHED BRANDS!

Leverage Menards well-known and trusted brands to enhance product credibility and appeal. Utilize brand recognition to increase market acceptance and customer trust.

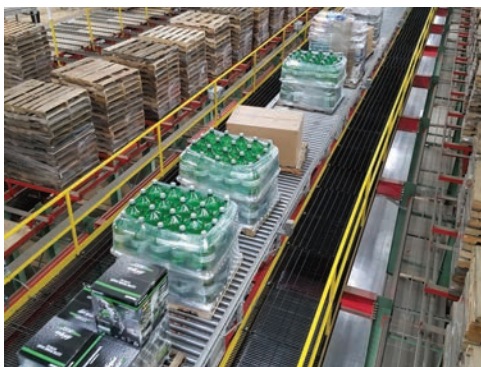
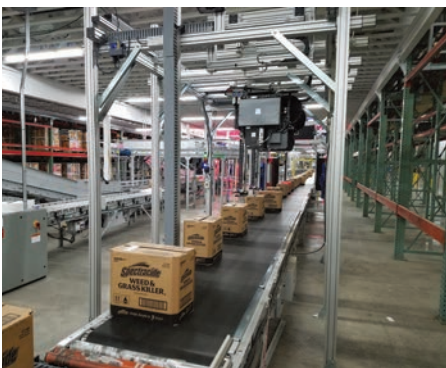


If your products need branding and packaging, we can provide a turn key solution for getting your products branded and ready for the shelf.



# DISTRIBUTION

We can handle any type of product that is shipped to us. Our distribution network is highly automated, eliminating a lot of manual labor. However, the manner in which merchandise arrives is important to both us as the retailer and you as the vendor. Packaging that reduces damage and improves efficiency of handling allows us to utilize our automation and sell your products at the lowest possible price, driving sales and increasing profits. We have packaging specialists who will help you through this process to ensure your product arrives in our customers' hands on time and in pristine condition.





# TRUCKING

We have great relationships with trucking companies across the United States. In order to keep our freight rates as low as possible, we utilize many different methods of outbound trucking, including for-hire carriers, owner-operators that run our trailers, and our own large private fleet. In fact, we have special pricing with carriers that can be found on our vendor partner website that would automatically be leveraged if you were to use any of our freight forwarders. We load outbound on both vans and flatbeds delivering over 330,000 fully loaded truckloads to our stores in the last year. Menards® and our freight forwarder partners utilize the methods and carriers that get you the best delivered rates!



The majority of our trucks use clean burning natural gas!





# RAILWAYS

Menards® works with all major class A railroads in the US and all of our distribution centers have multiple rail spurs on site. In fact, our Eau Claire Distribution Center is the single largest delivery point for the Union Pacific Railroad! We receive both flat cars and box cars for material that needs more protection. In total our facilities unload over 10,000 rail cars annually.





# CONTAINERS

Our distribution network receives over 40,000 imported containers yearly. Whether your product is palletized, wrapped and slip-sheeted, or floorstacked, we have the equipment to unload quickly and efficiently!



# BE A PART OF OUR SUCCESS!

A partnership with Menards® means great success for your business. We have earned the trust of our partners through fair business practices including the fastest payouts.

On average, Menards® pays its vendors  
**33 DAYS FASTER** than the competition.



Lowe's & The Home Depot information is derived from their publicly-released 2022 financial statements.

# Rated #1

overall by professional  
remodeling contractors!

Don't employ a sales rep group? No problem! We don't require them!

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