

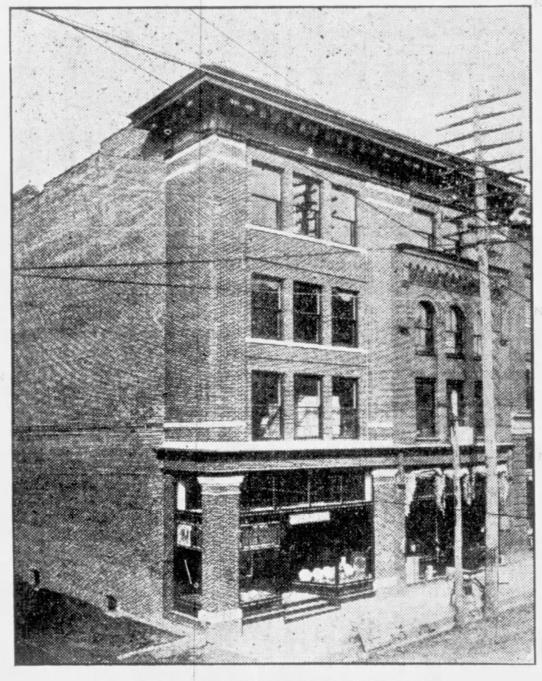
FROM WHENCE WE CAME

Doyle M. Wallace





D.M. Wallace



C. E. BAYLOR & CO.'S NEW BUILDING.

C.E. Baylor & Co. 1906

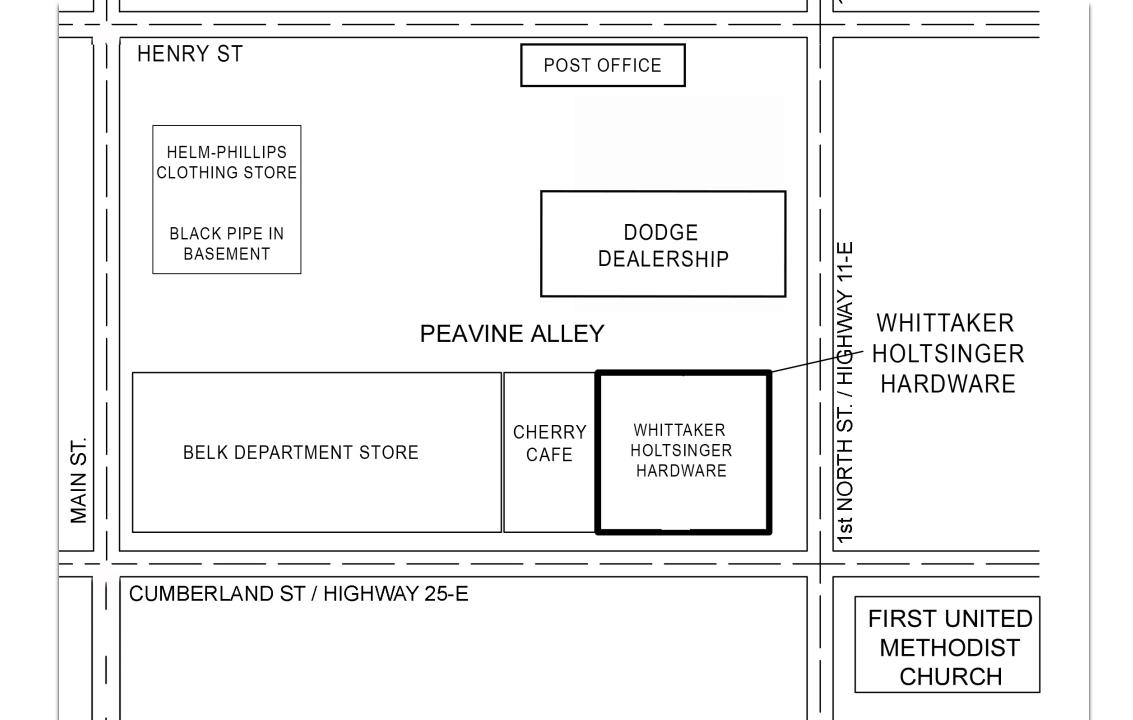


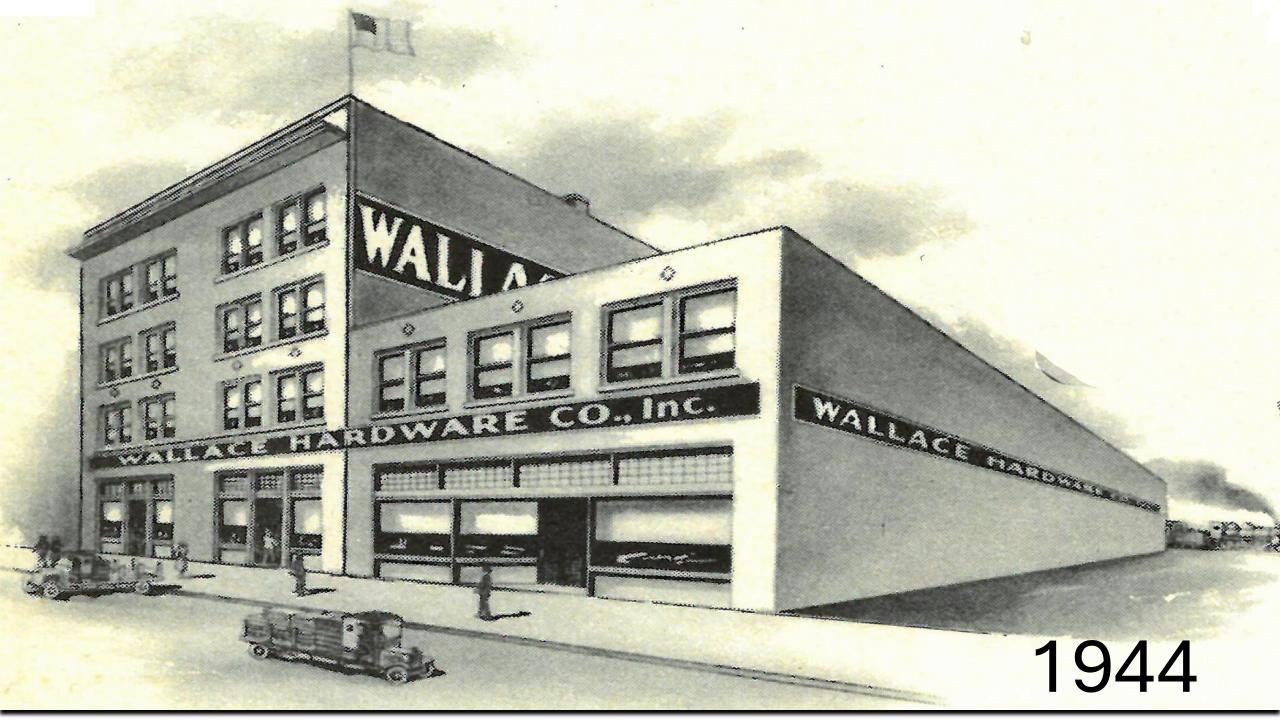
W.B. Whittaker

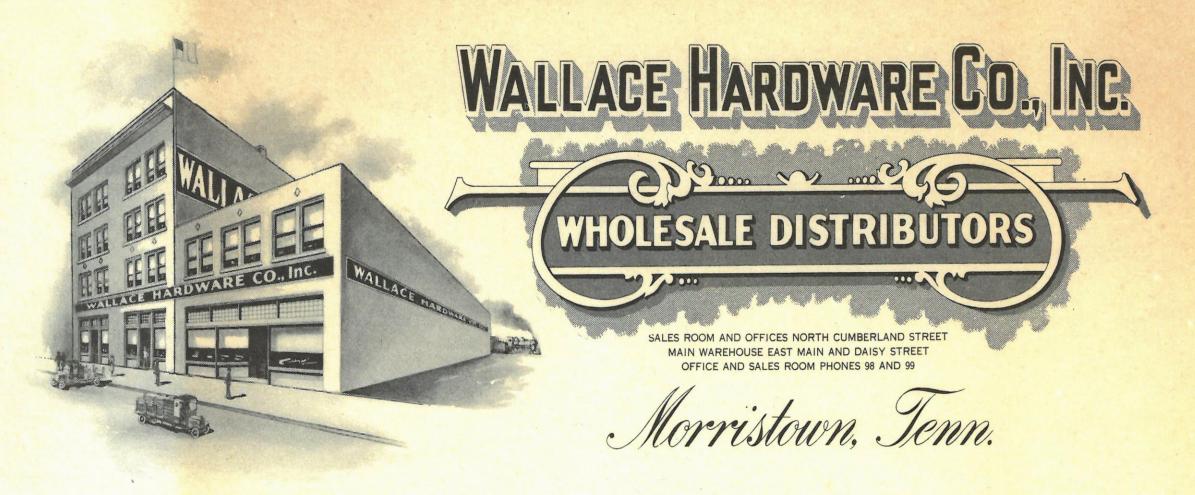


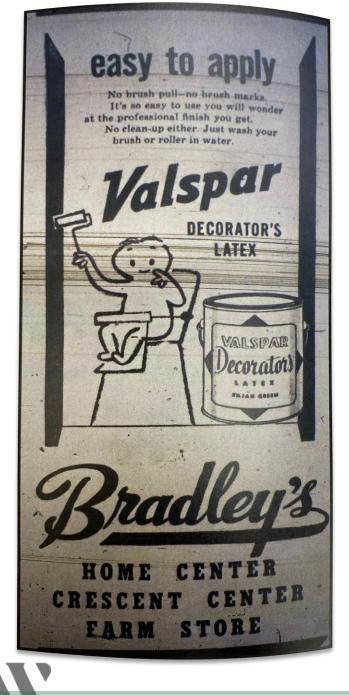
S.M. Holtsinger













1959 Wallace Ads



John D. Wallace

Wallace joins PRO Hardware in 1963





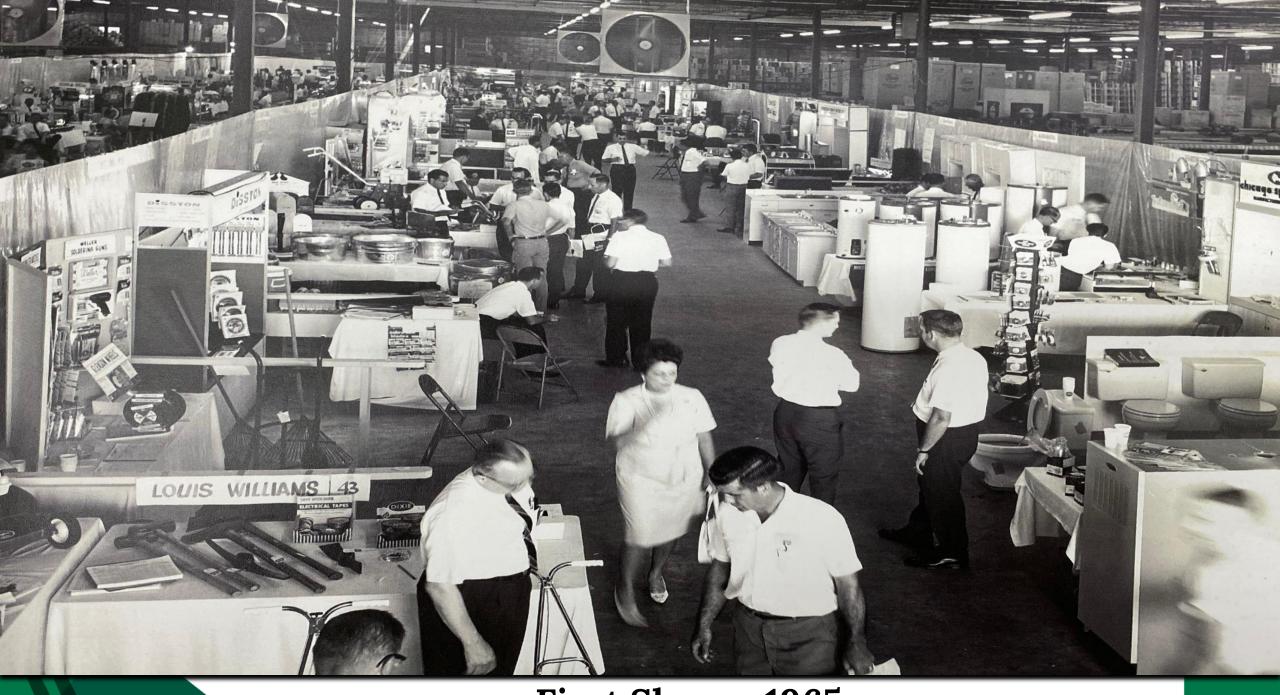
New Warehouse 1964



New Warehouse 1964

- 160,000-square-foot distribution center
- 1,722-foot state-of-the-art track
 - 200 buggies





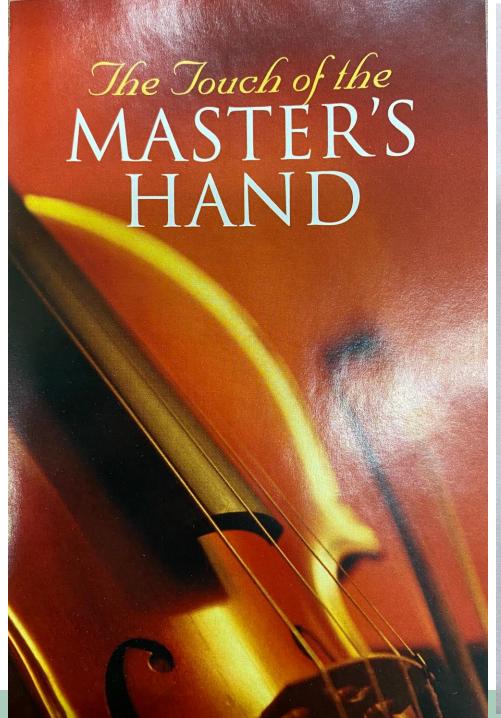
First Show - 1965

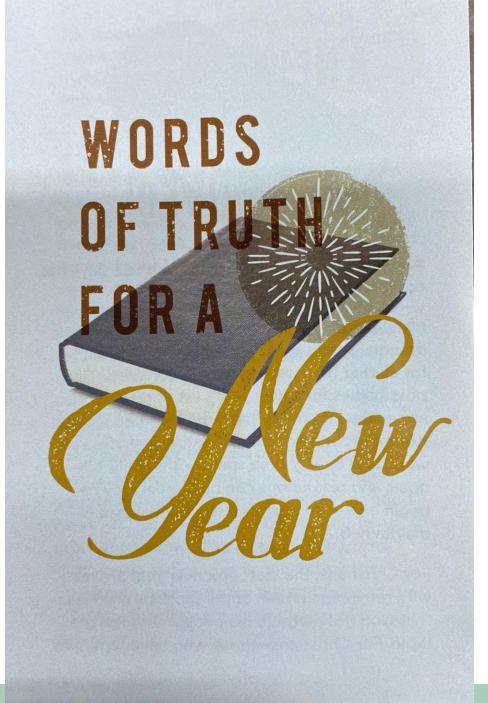
Wallace's Mission is Five-Fold

- Above all, to be a Christian organization which projects a positive and motivating witness.
- To produce an adequate return on net worth, after paying employees a reasonable compensation,
- To be the dominant distributor of products and services in the area by working as partners with customers and suppliers.

Wallace's Mission is Five-Fold

- To serve the needs of all customers with excellence. Service is our finest product!
- To create a work environment in which employees have the opportunity for personal growth and development and are properly motivated to maximize their potential.





Gospel Tracts



WALLACE PRAYER BREAKFAST

THE WESTIN LA PALOMA RESORT & SPA SONORAN BALLROOM TUCSON, ARIZONA

WEDNESDAY, NOVEMBER 20, 2024
BREAKFAST - 6:30 A.M.

This is the 49th year of the Wallace Prayer Breakfast, starting in 1976 when John D. Wallace was president of the then NWHA convention. The NWHA board and its Southern counterpart SWHA sanctioned the breakfast as an opportunity for convention attendees to worship since the conventions usually started on Sunday. When the associations and their conventions were discontinued, the PRO Group asked Mr. Wallace if he would



continue the tradition at the PRO DA executive conference. We are grateful to HDA for their desire to continue the event in prayer and praise to Him who makes all things possible.

The Wallace Prayer Breakfast is based on the National Prayer Breakfast held in Washington. D.C.

Who are called by My Name will humble themselves, and pray and seek My Face, and turn from their wicked ways, then I will hear from Heaven, and forgive their sin and heal their land.

2 Chronicles 7:14

Wallace Annual Prayer Breakfast

"Plan your work and work your plan."

"The Lord has to open the doors, but it doesn't mean we can't oil the hinges."

"No man wins in a skunk squirting contest."

"It's a mighty thin pancake that doesn't have two sides."

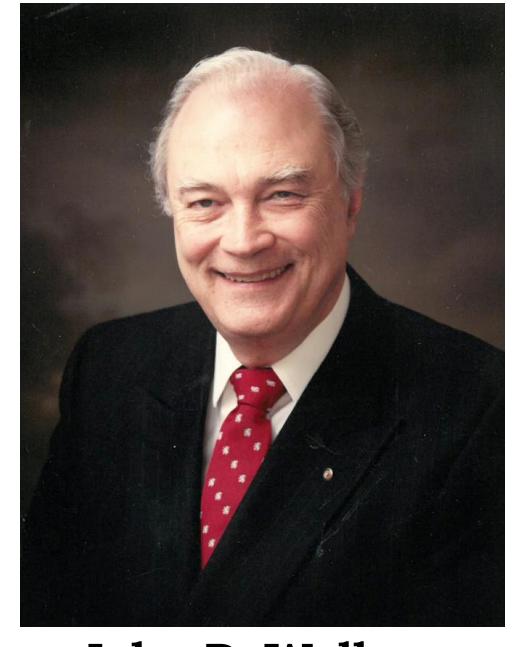
"Nobody makes any money in this business until the dealer's cash register rings."

"You can't let a camel get his head under the tent."

"I don't care how the ship weathers the storm; I just want to know when it reaches the dock."

"We don't need to be taught so much as we need to be reminded"

"It ain't bragging if you done it."



John D. Wallace



Michael, Hudson, John, & Doyle Wallace



PARTNERING WITH DISTRIBUTORS

Take Good Care of Your Distributors

Think of Distributors as the Logistics Division of your Company

Be Very Easy for Your Distributor Division to Work with



Distributors Need to be Healthy, Prosperous, & Growing

- Terms: 2% 60 minimum
- Margin is tight; rebates are helpful
- Freight: Easy
- Inventory Adjustments:
- Readily Available Product Information for Online Catalogs

Distributors Need to be Healthy, Prosperous, & Growing

- Drop Ship Program Philosophy
- Use Wholesalers for Small Parcel and Online Fulfillment
- Don't Sell Retailers Direct and Bypass Distribution
- Sell us All the SAME!

60 years ago...

Estimated 500 hardware distributors in the U.S.



Current full-line hardware distributors:

- DIB*
- Ace*
- Orgill*
- Wallace Distribution
- House-Hasson Hardware
- Blish-Mize
- Florida Hardware

- General Hardware
- McGregor Hardware
- H.G. Lipscomb & Co.
- Buttery Hardware
- Horizon Distribution

Current Specialty Distributors:

- Village Supply
- B.E. Atlas
- Heartland
- Rafferty
- PACOA

- Reiss
- Cascade
- Laredo
- Harrington

Questions?





May God Bless You!

Have a Merry Christmas!

