



North American Hardware and Paint Association

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Local Entrepreneur Receives 2023 Young Retailer of the Year Award

INDIANAPOLIS—Dalton Meny, head of operations for three Meny's True Value locations in the communities of Jasper, Dubois and Ferdinand, Indiana, was recently named one of the independent home improvement industry's 2023 Young Retailer of the Year honorees by the North American Hardware and Paint Association (NHPA).

The Young Retailer of the Year program, now in its 27th year, identifies and promotes the next generation of aspiring independent home improvement, paint and decorating retailers. It recognizes individual achievement by industry retailers age 35 and younger throughout the U.S. and Canada. Honorees are chosen based on a number of criteria, including professional milestones, community engagement, continuing hardware industry education and extracurricular activities.

Sponsors of the 2023 Young Retailer of the Year program include American Hardware and Lumber Insurance (AHLI), Arrow Fastener, Intertape Polymer Group (IPG), Midwest Fastener, Pony Jorgensen, PPG, STIHL and The Wooster Brush Company.

Dalton graduated from college in June 2019 with a degree in computer science. He was searching for a job when his parents were in the process of opening their third hardware store. Since he had yet to find a job, he started helping them out and gradually took over the project. Now, almost four years later, he oversees all three stores and implements innovative new programs and processes.

Meny's True Value was founded as a general store in Haubstadt, Indiana, in 1881 by August Michael Schultheis. Dalton is part of the fifth generation of the family business.

Following the successful opening of the new store in 2019, Dalton focused on remodeling the Dubois location. The remodel was completed in mid-2020 and has resulted in retail sales growth and an expanded customer base.

"The store opening was executed on a short timeline—around three and a half months," Dalton says. "I put a lot of work into the store during the remodel and planned most of the grand opening. It was a crazy experience, and I learned a lot."

Dalton also streamlined processes to transform Meny's True Value into a true multistore operation, making significant changes to promote brand cohesion and increase sales across all locations. This included making sure all locations were buying from the same suppliers and stocking similar products, centralizing accounts



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receivable, creating store websites, implementing digital bookkeeping and connecting the point-of-sale (POS) system between stores.

One of the biggest challenges Dalton took on was changing the pricing structure of all three stores. Previously, the pricing was different at each store, and prices were only updated when products were reordered. Dalton created a uniform process, resulting in a decrease in pricing discrepancies between stores and an increase in gross margin.

Dalton completed NHPA's Retail Management Certification Program in 2022, where he addressed solutions for store transfers by creating a program that uses exported POS data to see where inventory should be transferred, lowering surplus items and spreading inventory across locations. Using this program, he has transferred over \$45,000 of merchandise since August 2022 between stores. He is currently in the process of creating a web-based application for the program so other stores can utilize it.

All donation requests for the operation are handled by Dalton, and he is also involved in the True Value Painting a Brighter Future program, which donates paint to local organizations. He is a member of the Jasper Chamber of Commerce and Dubois County Chamber of Commerce.

"I look forward to the future of the business," Dalton says. "I hope to continue improving so we can be the best we can be and stay around for another 140 years."

"Being chosen as a Young Retailer of the Year is a high honor. Each year, manufacturers, retailers and wholesalers in the industry join us in celebrating the honorees' contributions to their communities and the industry," says Scott Wright, executive director of advanced retail education programs for NHPA. "Dalton exemplifies the dedication and innovation that keep our industry growing."

For more information on the Young Retailer of the Year awards program, honorees and more, visit YourNHPA.org/yroty.

About the North American Hardware and Paint Association

Founded in 1900 by a group of retailers, NHPA is a not-for-profit trade association whose mission is to help home improvement, paint and decorating outlets in the U.S. and Canada become better and more profitable retailers. Governed by a board of independent hardware and paint retailers, NHPA fulfills its mission by providing how-to management resources, product discovery, training programs and networking opportunities for the industry it serves. Learn more at YourNHPA.org.

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