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## Miscellaneous Backmatter

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#### Target Explores Canada: Adventures in Canadian Retail

This article explores the Canadian retail industry on the eve of the entry of the U.S. retailing giant Target, which has recently acquired the leases for up to 220 stores in prime locations across the country from the Hudson's Bay Company. Target's entry becomes a game changing event for Canadian retailing, and shakes the industry to its very foundations. The article walks students through the history of retailing in Canada, the market dynamics that Target finds itself stepping into, and then explores how various retailers and real estate players have responded to both the competitive threat of Target, and also a number of other dynamics that have made Canada one of the most compelling places for retail. Students are provided with an opportunity to explore retail from both a real estate, and also an operating company perspective, allowing them to understand what separates true merchandisers from pretenders, and to deduce where the opportunities lie for real estate professionals amid all of the change and challenge.

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