



Best Buy Inc. to cut new store growth, offer buyouts

By [Mark Albright](#), Times Staff Writer

Posted: Dec 16, 2008 11:58 AM

Citing "dramatic changes" in consumer behavior the past three months, kingpin electronics retailer Best Buy Inc. pledged to chop discretionary spending in 2009, cut new store growth in half and offer early buyouts to corporate staff.

As same store sales dropped 5 percent, Best Buy took market share from rivals like defunct Sound Advice and Circuit City, which is in bankruptcy thanks partly to electronics suppliers diverting shipments to Best Buy.

A reason for rival troubles: suppliers, who finance electronics store inventory, are waiting 39 days to be paid, five days longer than a year ago, says Sageworks, which tracks retail benchmarks.