

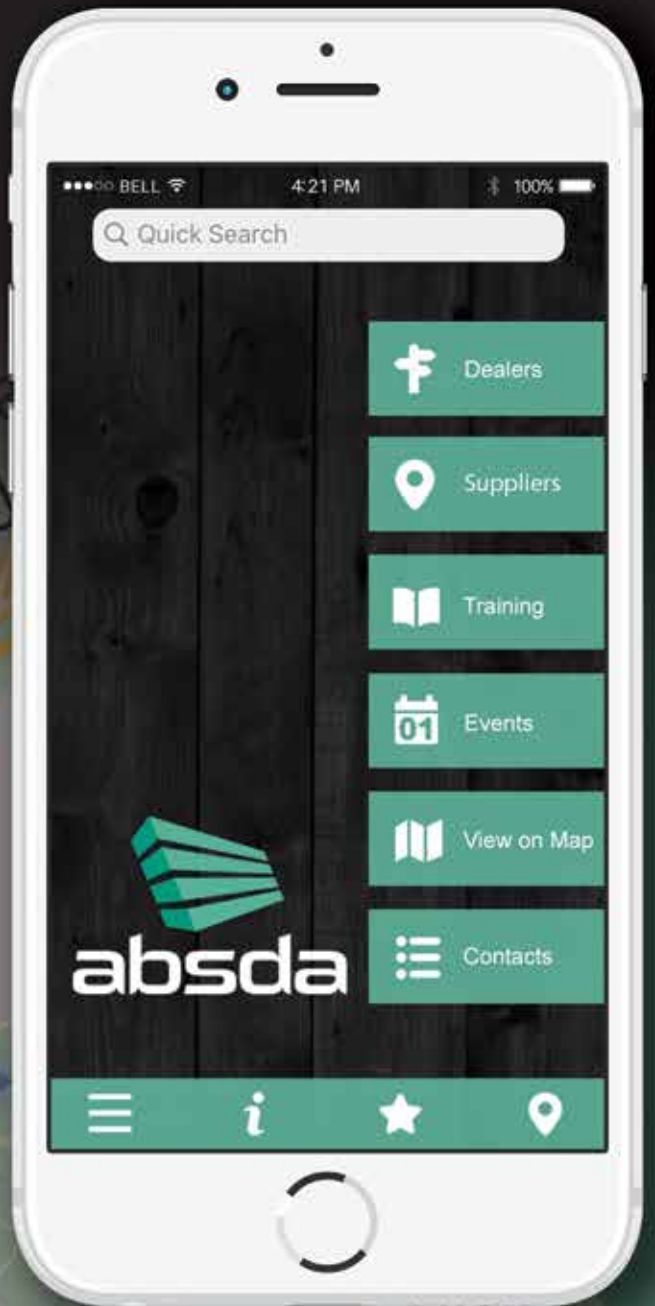
# BuildingSupply

N E W S



**NOW LIVE!**

**ABSDA  
DIGITAL  
APP**





# BuildingSupply

N E W S

The ABSDA Building Supply News is the official magazine of the Atlantic Building Supply Dealers Association and is published in February, May, July, September and December. The Atlantic Building Supply News is distributed to all ABSDA Dealer and Associate Members.

The ABSDA office is located at:  
70 Englehart Street,  
Dieppe, NB, E1A 8H3  
Phone: (506) 858-0700  
Email: absda@nb.aibn.com

## ABSDA Executive 2023-2024



Chair  
**Peter Merrill**  
KM Agency Ltd.  
Bedford, NS  
(902) 483-3155



Past Chair  
**Steve Foran**  
Chester Building  
Supplies  
Chester, NS  
(902) 275-5512



Vice Chair  
**Tanya Hansen Rocca**  
Roblynn Home Hardware  
Building Centre  
Oromocto, NB  
(506) 446-6824



President  
**Denis Melanson**  
ABSDA  
Dieppe, NB  
(506) 858-0700

## ABSDA Directors 2023-2024



**Jay Hickey**  
Hickey's Building  
Supplies  
Conception Bay, NL  
(709) 744-2132



**Duane MacDonald**  
Callbecks Home  
Hardware Building Centre  
Summerside, PEI  
(902) 436-1100



**Deborah Brinson**  
Gander Bay Building  
Supplies  
Victoria Cove, NL  
(709) 676-2992



**Stephen Rector**  
Island Home Hardware  
Grand Manan, NB  
(506) 662-8308



**Tim Sabean**  
Wilson's Hardware Limited  
Digby, NS  
(902) 245-4731

## ABSDA Associate Directors 2023-2024



**Jay Milton**  
Gillfor Distribution  
Dartmouth, NS  
(902) 434-8200



**Andrew Jessome**  
Metrie Atlantic  
Canada  
Dartmouth, NS  
(902) 471-7391



**Jeff Peddigrew**  
Marwood  
Fredericton, NB  
(506) 478-2130



**Kyle Crook**  
Kohitech  
Debert, NS  
(902) 222-2395



# Working for our members every day.



We have had seven major expansions since joining Sexton Group in 2010. We couldn't have done that without the tight-knit team of professionals at Sexton Group pointing us in the right direction. I'm often asked at conferences and meetings if I feel the pricing is competitive. I say "YES". You don't expand seven times in 10 years without competitive pricing programs. That's why I am a Sexton member."

—**Albert Pike**, Pike's Building Centre



Hear about our story at  
**1.800.665.9209**



Learn about our story at  
**sextongroup.com**



**SEXTON  
GROUP LTD**

*Well connected.*

## Our Promise to You.

**Our strength as a buying group is built on four major advantages:**  
We're a dedicated team of industry professionals focused on your success.  
We negotiate competitive programs and leverage our strong relationships with vendors to resolve any issues quickly for you. We have a first-class accounting team that promptly delivers accurate rebate payments as promised.



## ABSDA Serving the Industry for over 65 years

It will come as no surprise ABSDA currently has over 550 active Member Retail Building Supply and Associate Supplier Members.

ABSDA is the collective voice and liaison for the independent Building Supply and Home Improvement Industry.

Since 1955 this Association has focused on industry specific needs to our Members.

## features

APP IS  
LIVE

8



HR INSIGHTS

14

## in this issue

4 Chair's Message

6 President's Message

8 ABSDA Digital APP is Live

10 Meet Patrick Goguen

12 Meet Terry LeBlanc

14 HR Insights

20 Industry News

So you can focus on what matters most — your business.



# Boards of Directors

## Keep the Momentum Going



Peter Merrill  
Chair of the Board

While I have never professed to be a writer, I will do my best to piece together a few coherent sentences and paragraphs.....

On behalf of the ABSDA Board of Directors, I would like to express our heartfelt best wishes to everyone affected by the recent wildfires in our region. A special thanks to firefighters, first responders, police, EHS and everyone who lent a hand in fighting these fires. I have witnessed ABSDA members offer accommodations to those displaced from their homes, others have offered cash and gift card donations and others have saved displaced wildlife. While I can't imagine losing my home to a wildfire, I am confident we will get through this in true Atlantic Canadian fashion, with the support of our communities, and offering support to those that need it most.

*As Denis Melanson has stated in recent communications, we are moving into ABSDA 2.0, buckle up and hold on. These are indeed exciting times, and the association is excited to provide a broader range of enhanced services to our membership.*

I would also like to thank the two great men who offered me an opportunity to enter this industry in September of 1994. My father-in-law Earle McCutcheon and his partner Sid Smith. While, as a recent university graduate, I knew little about this industry, they took the time to explain Award, Castle, Home, DH Howden and all of the other great members in our industry.

Both were ardent supporters of ABSDA and always encouraged their employees to get involved with ABSDA. I am indebted to both of them for their leadership, mentorship and friendship.

I am extremely honored, privileged and humbled to be Chair of the Board

of ABSDA for the next 12 months. Thank you to Steve Foran and Guy LeGresley for having lead our Association through the past 3 years. While Covid created a number of unforeseen challenges, ABSDA and our members have flourished during this time, and we are well positioned to carry this momentum forward for the foreseeable future.

As Steve Foran highlighted in the May edition of this publication, the past 12 months have been outstanding for ABSDA. We now need to keep this momentum going, and embrace all of the positive changes and enhancements happening within our association.

The leadership team at the ABSDA office is there to support our members. Patrick Goguen and Terry LeBlanc are recent additions to our Leadership team, and I encourage you to reach out to them if you haven't done so already. Contacting them is very easy, through the contact section of the new ABSDA App. If you haven't downloaded or used the app, I strongly suggest that you give it a try, and also make all of your staff members aware of the app. Dealers and vendors should make the app part of your onboarding process for new employees. Students and young employees will navigate the app with the greatest of ease, and the contact sections are a great resource for both dealers and associate member employees.

As Denis Melanson has stated in recent communications, we are moving into ABSDA 2.0, buckle up and hold on. These are indeed exciting times, and the association is excited to provide a broader range of enhanced services to our membership. To the members of ABSDA, I would encourage you to take advantage of ABSDA 2.0. This might be as simple as adding a profile within the ABSDA App, enhancing your profile with more detailed contact information, or registering for some of the upcoming training/ events that I am sure will be highlighted further on in this publication. ABSDA is a member driven association. Please let us know how we can help you, as we continue the momentum over the next 12 months.

Peter Merrill  
Chair



MANOIR  
PREMIUM ROOFING SHINGLES

Old-World Charm, New-World Performance

WITH:

**Chroma™**  
COLOUR LAB  
5-COLOUR PALETTE  
CURATED WITH CARE

**Weather-Tite®**  
TECHNOLOGY  
220 KM/H  
STANDARD WIND WARRANTY

**SBS**  
MODIFIED ASPHALT  
CLASS 3  
IMPACT RESISTANCE



BUILDING PRODUCTS OF CANADA CORP.

SINCE 1905

bpcan.com



**We Know Group Insurance**

Helping employers design and implement group insurance plans that protect their employees and dependents when they need it most.  
Let us go to work for you. Contact us today!

**PWI**  
insurance

pwi-insurance.ca  
P 519.747.3324 / 800.265.2178



# Back to the plan



Denis Melanson  
President

Prior to the global pandemic ABSDA had launched its 5-year strategic plan to the membership. Between the global pandemic and one of our key employees retiring, the plan was put on the shelf. Now that the plan has moved on and things are moving at full force again, it's time to get back to the plan!

A strategic plan is the process for determining and aligning a business's vision with its goals and objectives, which includes the development of a strategic plan. Thankfully our strategic plan objectives are still very relevant and are well aligned with our long-term goals.

*The strategic goals of our plan focus on the following four outcomes:*

- Enhance the Member Value Proposition*
- Revenue Sustainability*
- Brand Recognition*
- Connecting Our Members*

To help us achieve our goals you will see in the issue of our publication that the Association has made two strategic new hires to compliment our team! Terry and Patrick will be key contributors to helping us grow the Association.

**We want to achieve these strategic pillars by focusing on the following activities:**

**Education Leadership** – Become the Industry Leaders in the development and delivery of education and training programs.

**Human Resources**- Develop tools and training to help Members become employers of choice.

**Increase Member Engagement**- Develop tools and mechanisms to dive down deeper in the membership employee layers to increase Association Awareness.

**ABSDA Marketplace** – Improve Member connectivity through the use of technology.

**Career Awareness**- Develop a strategy to promote building supply industry careers to attract and retain employees.

We're looking forward to the coming months to begin putting our focus on the strategic goals.

If your organization doesn't have a plan or one that's outdated, I strongly suggest you get at it. Lots has changed in our world. The retail and supply chain landscape has changed dramatically.

Many new threats and opportunities have surfaced so it's time to look at the industry and think of ways you can address challenges to your business and take a proactive approach to finding solutions instead of living in the constant reactionary world.

*"By failing to prepare, you are preparing to fail" – Benjamin Franklin.*

**Denis Melanson**  
President



Marco Lavoie  
Home Store Owner  
Campbellton, NB

2023  
MOST TRUSTED BRAND IN CANADA  
MARQUE DE CONFIANCE AU CANADA  
Top Ten • Top Dix  
GUSTAVSON SCHOOL OF BUSINESS  
UNIVERSITY OF VICTORIA

## PRODUCTS • SYSTEMS • SOLUTIONS



**COLIN BUDDEN**  
ASM Atlantic Canada

Office: (888) 855-1462  
E-mail: colin.budden@owenscorning.com

www.owenscorning.ca

THE PINK PANTHER™ & ©1964-2023 Metro Goldwyn-Mayer Studios Inc. All Rights Reserved.  
©2023 Owens Corning. All Rights Reserved.

# 100% DEALER-OWNED

Join a completely Dealer-Owned company today.

Dealers share and participate equally without the influence of any external shareholders. Harness our massive buying power, comprehensive distribution, national brand recognition and marketing support.

 **Locally owned.  
Genuinely Canadian.**



Scan to  
learn more



# The ABSDA Digital APP is now LIVE!

In the past decade, mobile app usage has exploded all around the world. By the end of 2020 there were about 3.5 billion smartphone users worldwide. As a result, there is increased demand for mobile apps among most organizations.

ABSDA is happy to announce the launch of our Association App! Our new App puts the power of our Association into the palm of your hand. The new App gives Members a **SEARCH ENGINE** to find everything ABSDA, including a searchable database of our members, and their products and services.

This new productivity tool will help connect our Dealer network and the Supplier network on a simple platform that can be kept up to date.

No more guessing who sells what, and who works where! The extensive search capabilities in the App will allow you to find many answers to your questions with a simple search.

GPS mapping capabilities will allow our traveling salespeople to find their way to Member locations with ease saving lots of time and frustration getting lost in the backroads!

The ability to create and **Bookmark your contacts** will be a great feature to once again save time and keep accurate information on your clients and partners.

*One of our supplier sales managers sent us a note saying, "I wish I had this tool when I first started!"*

The new ABSDA App will allow our members to keep up to date with upcoming events, training opportunities and much more.

Another beautiful feature of the App will be the ability to use your phone to do professional development or onboard new employees. That's right our entire library of **70 training videos** from our **Distance Learning Program** are all on the App.

We have many plans to continue to improve the App so stay tuned for future updates.

Be sure to share the news with work colleagues and employees.

If you have any ideas or feedback for the App make sure to send us a note. We're always open to feedback from our members.

Next step is **DOWNLOAD the App** and get started. Scan the QR code to get the APP!



## VIEWS & INTERACTIONS

As of June 12, 2023



**Suppliers**  
1,702 Views



**Dealers**  
1,176 Views



**Training**  
208 Views



**Events**  
156 Views

**Total**

**3,242 Views**



**Call**  
156\* Clicks



**Find**  
134 Clicks



**PDF - Contacts**  
768 Views

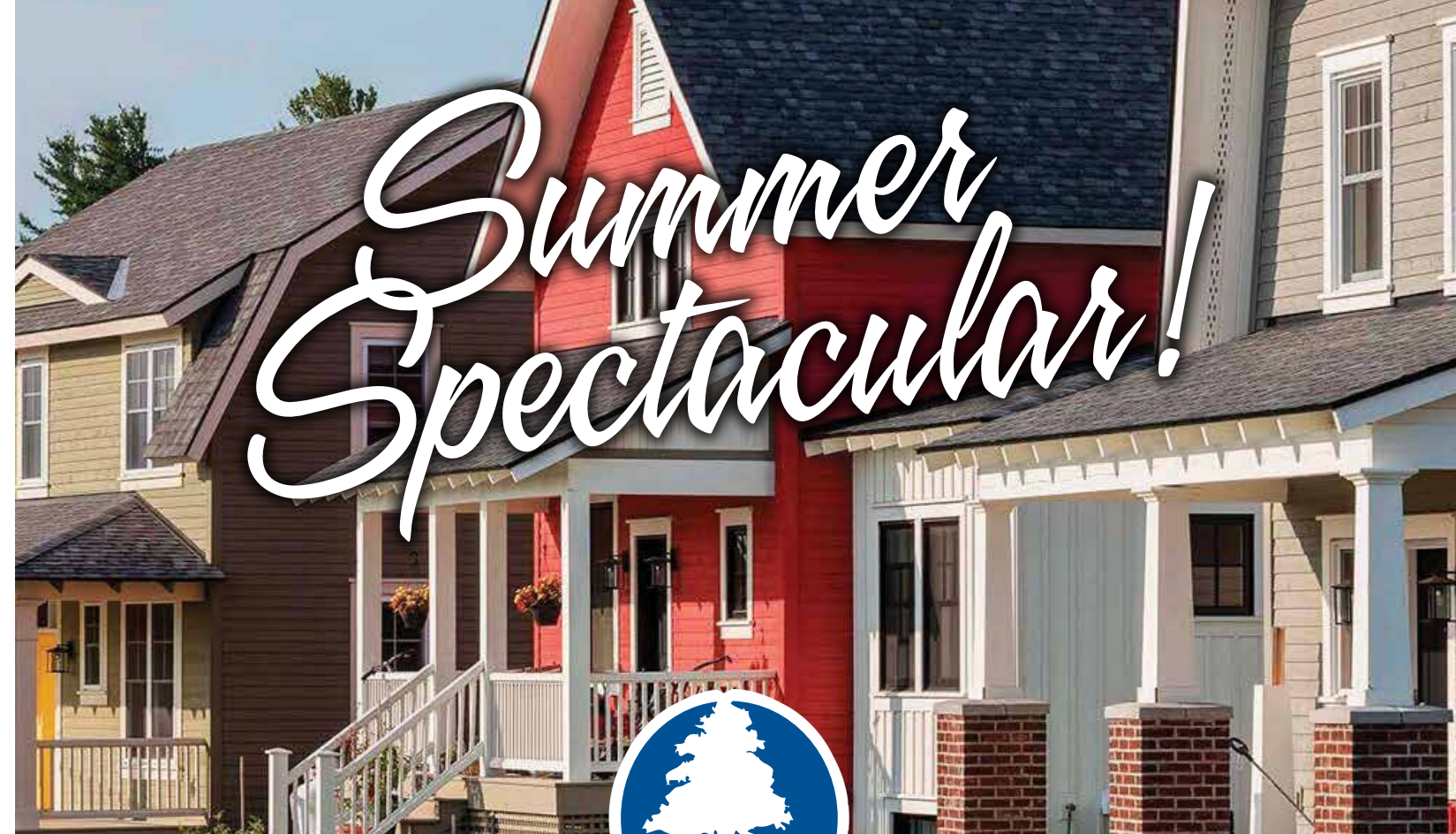


**PDF - Products**  
429 Views



**URLs**  
626 Views

\*Calls made from the call button on a listing.



**EVOLUTION**  
SERIES

**F R A S E R**  
**W O O D S I D I N G**

**CLASSIC**  
SERIES

**SAVE 10%\***  
**ON ALL FRASER SIDING - JULY 1<sup>ST</sup> TO AUGUST 11<sup>TH</sup>**

For over 25 years Fraser Wood Siding has been providing customers with the best selection of the highest quality, Canadian-made, pre-finished wood siding, shingles and trims. Partnering with Fraser ensures you get the best quality, selection, warranty, service and lead times.

**Contact us today to take advantage of this great offer!**



*Get Inspired...*

[fsp.info@fraserwoodsiding.com](mailto:fsp.info@fraserwoodsiding.com)  
[fraserwoodsiding.com](http://fraserwoodsiding.com)



\*Discount applies to all siding orders placed between July 1st and August 11th, 2023 and shipped within Fraser's normal lead times once a PO is received. Discount excludes shingles, trim and accessories. **No other discounts apply.**



# Meet Patrick Goguen



We are delighted to introduce you to Patrick Goguen. Some of you will recognize him from last year’s HR Conference where he shared some key insights on the importance of the candidate experience in the recruitment & selection process (aka The rejection process).

With a wealth of experience in business mentoring, human resources consulting, and workforce development, Patrick brings a dynamic and entrepreneurial mindset to our organization. His extensive

background in building collaborative infrastructures and driving positive change will pave the way for new and exciting programs in the near future.

As a seasoned Human Resources professional, Patrick is all about fostering workplace cultures that inspire and engage employees. He possesses extensive experience in leading multicultural teams, developing human centered strategies focused on embracing organizational change, inclusion, and diversity, as well as implementing successful recruitment strategies for both domestic and international talent.

Beyond his professional achievements, Patrick is known for his active involvement in the community. He serves as the President of the Board of Directors for Crossroads for Women; an organisation helping women and children victim of family violence transition from crisis to empowerment by providing safe housing, education, counselling, and support.

As an avid weekend warrior, Patrick loves to go backpacking, mountain biking, and canoeing. He competes in Observed Motorcycle Trials in the Maritime and Quebec championships, and he always makes time to visit all the indoor climbing gyms everywhere he goes.



Metrie™ is North America’s leading manufacturer and distributor of interior mouldings and doors.



# Hybrid PVC-Aluminum NEW FOR 2023



Hybrid PVC-Aluminum  
Window Collections  
2500 Series - Single Hung | Slider  
3500 Series - Casement | Awning

Global's Hybrid PVC-Aluminum window offers the best of both worlds, combining the thermal performance of PVC and rigidity of aluminum. With their contemporary styling and excellent curb appeal, hybrid windows are a clear choice for many homes and light commercial projects.

Contact our team for more information:  
1-877-675-5500 | [www.globalwindows.ca](http://www.globalwindows.ca)





# Meet Terry LeBlanc



We are excited to announce that Terry LeBlanc has joined ABSDA as the Manager, Marketing and Communications. Terry will play a vital role in developing and executing comprehensive marketing strategies that align with the goals and

objectives of the association. With a proven track record in the field of marketing and communications spanning over 25 years, Terry brings a dynamic skill set that will undoubtedly contribute to the growth and success of ABSDA.

In his previous roles as Marketing Manager, he successfully developed retail marketing strategies, store merchandising programs, branding, packaging and design initiatives, and product research and development. His contributions have resulted in increased market presence and growth for the companies he has worked with. Moreover, Terry's strong personal abilities to foster collaborative relationships make him a natural fit for this role. Additionally, Terry's adeptness in managing tradeshow and developing

impactful presentations will play a contributing role within the ABSDA team.

In his spare time, Terry loves to golf (more than golf loves him), enjoys the outdoors, mountain biking, staying active and occasionally binge-watching Ted Lasso, Shrinking, and similar shows.

Please join us in extending a warm welcome to Terry. We are confident that his expertise and dedication will contribute significantly to the association's continued growth and success in the dynamic building supply dealers industry.

And reach out to Terry with any event news, stories, anniversaries, milestones or industry highlights within your company that we can share within our association and its members.



## EXPERIENCE THE GREAT INDOORS

JELD-WEN® INTERIOR DOORS  
INVITE LASTING BEAUTY  
AND STYLE INTO ANY SPACE

## Reflect on this...

TrueFoam's TrueFoil is Atlantic Canada's fastest growing insulation product. A high performance exterior sheathing insulation board, laminated on both sides with perforated metallic foil to provide a highly effective air barrier without trapping moisture in the wall assembly. Residential and commercial contractors alike are making the switch to this affordable, easily installed insulation. We know you can see yourself selling a lot of TrueFoil.



Truefoam Dartmouth  
11 Mosher Drive Dartmouth, NS  
902 468 5440 1 800 565 1291

[www.truefoam.com](http://www.truefoam.com)

Truefoam Fredericton  
120 Hooper Court Fredericton, NB  
506 452 7868 1 800 565 3626

A typical home contains 14 interior doors. We believe that none of them should be average.

Manufactured in Québec using North American materials, JELD-WEN® interior doors are available in a wide variety of unique styles, including French doors, which offer multiple glass options to let the natural light flow freely through any home or space. Homeowners can truly customize the interior design of their home by pairing interior doors with mouldings to create a look that suits their style and personality.

This eye-catching design is paired with performance thanks to ProCore the Quiet Door®. Available on JELD-WEN moulded interior doors, this solid-core option reduces sound transmission, resists dents and damage and offers a 20-minute fire rating.

Don't settle for average. JELD-WEN interior doors can bring your design ideas to life.



MADE IN CANADA



20-MINUTE FIRE RATING  
WITH PROCORE THE QUIET  
DOOR® OPTION



REDUCED SOUND  
TRANSMISSION WITH PROCORE  
THE QUIET DOOR® OPTION



BUILT WITH 39%  
PRE-CONSUMER  
RECYCLED MATERIALS

### MODERN MOULDING



### TRADITIONAL MOULDING



Explore all of the exciting options  
at [en.Great-Indoors.ca](http://en.Great-Indoors.ca)

JELD-WEN®



# HR Insights

*Building better workplaces together*

Welcome to the inaugural edition of **HR Insights**, your go-to column for valuable insights into human resources and organizational management trends and best practices.



Patrick Goguen  
Director, Training and  
Workforce Development

*In today's competitive job market, all industries face challenges with recruiting and attracting top talent. However, amidst these challenges, it is crucial for your leadership team to prioritize employee retention. Investing in employee retention strategies not only saves costs associated with recruitment and training but also fosters a stable and engaged workforce. By creating a positive work environment, providing growth opportunities, recognizing employee contributions, and promoting work-life balance, your organization can boost employee engagement and loyalty.*

*In this edition, we delve into the critical relationship between employee engagement and employee retention. As your organization strives to create a positive work environment and retain top talent, understanding how engagement impacts retention is vital. I invite you to share your feedback and suggestions on this and future articles.*

## The Power of Employee Engagement: Driving Employee Retention

Employee engagement refers to the emotional and intellectual commitment of employees to their work and the organization. It plays a crucial role in organizational success, and one of its most significant impacts lies in fostering employee retention. When employees are engaged, motivated, connected to their work and aligned with the organization's values, they are more likely to stay for the long term.

**1. Building a Sense of Belonging and Purpose:** Engaged employees feel a sense of belonging and purpose within the organization. When employees are actively involved in the company's goals, and are aligned with the company's values, and mission, they develop a stronger commitment and emotional attachment. They understand how their individual actions and behaviours contribute to the larger picture, leading to a deeper connection and a sense of purpose. This sense of belonging fosters loyalty and reduces the likelihood of employees seeking opportunities elsewhere. A strong Onboarding experience is critical to creating an early sense of belonging and purpose in the workplace.

**2. Increased Job Satisfaction and Happiness:** Employee engagement is contagious and positively influences job satisfaction and happiness. Engaged employees experience a higher level of job satisfaction as they find meaning and fulfillment in their work. They feel recognized and appreciated for their efforts, leading to a greater sense of happiness and contentment. Satisfied employees are less likely to actively seek alternative employment options, thus contributing to higher employee retention rates.

**3. Enhanced Employee Development and Growth Opportunities:** Organizations that prioritize employee engagement often provide ample training, professional development, and growth opportunities. Engaged employees are encouraged to expand their skills, take on new challenges, and progress within the organization. When employees see a clear path for advancement and feel that their development is valued, they are more likely to remain committed to the organization, knowing that their professional growth is supported.

**4. Improved Work-Life Balance and Well-being:** Organizations that value their employees' well-being create an environment where individuals can effectively manage their personal and

professional lives. This emphasis on work-life balance reduces employee stress, prevents burnout, and enhances overall satisfaction. Engaged employees who feel supported and balanced are more likely to stay with the organization.

**5. Leading through Engagement:** Employee engagement is an ongoing process that requires consistent effort, openness, and commitment from management. Employee engagement exercises help the leadership team keep a finger on the pulse of the workforce, identify strengths and opportunities for improvement, and spot potential issues. Employee engagement exercises, such as employee engagement surveys, should only be administered if there is an authentic commitment to the process, transparency of the results and implementation of the action plans.

Employee engagement is a powerful driver of employee retention. By fostering a sense of belonging, increasing job satisfaction, providing growth opportunities, and supporting work-life balance, organizations can create an environment where employees feel motivated, connected, and committed for the long term. Investing in employee engagement not only contributes to higher retention rates but also leads to a stronger workplace culture.

*(continued on page16)*



## Your number one source for decking in Canada.

pressure treated  
pine  
OSB  
plywood



This space defined by Coastline® decking from the TimberTech Advanced PVC Vintage Collection®

**TimberTech**  
EVERYTHING WOOD SHOULD BE™

📍 **Dartmouth, NS**  
170 Thornhill Dr  
(902) 434-8200

📍 **Mount Pearl, NL**  
2 Dundee Ave  
(709) 368-6313

📍 **Moncton, NB**  
960 Frenette Ave  
(506) 857-9977

[gillfor.com](http://gillfor.com)

Building Partnerships From Coast To Coast.



# HR Insights

*Building better workplaces together (continued)*

Here are a few ways you can improve employee engagement in your workplace:

- **Lead by example!** Probably the most important contributor to employee engagement, Leaders at all levels must set a positive example through their engagement; by demonstrating enthusiasm, integrity, and a strong work ethic. Show appreciation for employees' contributions, listen to their ideas, and actively engage with them.
- **Create a supportive** and inclusive workplace culture where employees feel valued, respected, and motivated to perform their best.
- **Provide clear communication** to ensure that employees are well-informed about company updates, policies, and goals.
- **Recognize and reward:** Implement a comprehensive recognition and reward program to acknowledge employees' efforts, accomplishments, milestones, advancement, and skills development.
- **Encourage teamwork** and collaboration where employees can work together, share ideas, and solve problems as a team. Encourage cross-departmental collaboration to enhance engagement and build strong working relationships.
- **Offer growth** and development opportunities, invest in employee training and development programs. Provide opportunities for career advancement, skills and knowledge development, and personal growth, such as workshops, seminars, or mentoring programs.
- **Encourage autonomy** and empower employees to make decisions within their roles. Provide them with the necessary resources, tools, and authority to excel in their jobs and take ownership of their work.
- **Solicit and act on feedback.** Regularly seek feedback from employees through surveys, suggestion boxes, or informal conversations. Act on the feedback received, address concerns, and make improvements based on their input.
- **Promote health and wellness.** Prioritize employee well-being by offering wellness programs, health benefits, and promoting a healthy lifestyle. Provide resources for stress management, exercise, and mental health support.

I look forward to seeing many of you at the upcoming **HR conference on November 16 in Halifax**. Start thinking about the “people leaders” in your organization that should be attending and make sure they save the date! Registrations for the HR Conference will be opening in early September 2023.



## Beauty and Performance from your Trusted Brand

Wolmanized® Outdoor® Wood with Tanatone® colourant has decades of proven performance in protecting wood from its natural enemies - termites and fungal decay.

- Above ground, ground contact and freshwater applications
- Long-lasting protection with built-in colourant
- Fasteners – manufacturer recommendations and building code compliant

WolmanizedWood.com





**40**  
YEARS

**Yesterday. Today. Tomorrow.**  
**Outstanding.**



**VISIT US IN SUITE 109**

# THE VERY BEST TIME OF YEAR TO SELL WINDOWS & DOORS

The most exciting time of year is here.

The Kohltech Winter Window Event is now available at participating dealers. To help you inspire your customers with the most outstanding value of the year on all energy-efficient Kohltech windows, entrance systems, and patio doors.

Visit our booth in Suite 109 to be some of the first to see new Kohltech products.

Book orders now and arrange delivery anytime up to Spring 2023.



[kohltech.com](http://kohltech.com)

Named one of Canada's Best Managed Companies



**ARBEC FOREST PRODUCTS INC. (OSB)**

**LOCALLY MANUFACTURED IN THE MARITIMES**

**SHEATHING SPAN® & FLOOR SPAN® PFS TECO Certified**  
**1/4" - 7/16" - 15/32" - 19/32 SE/TG - 23/32 SE/TG**

Arbec Sales: 514-327-3350

[www.arbec.ca](http://www.arbec.ca)

© 2022 Arbec Forest Products Inc.



# Industry News

## SEND US YOUR INDUSTRY NEWS

If you have industry news you want to spread around our network – send it in to us. New appointments or retirements; new acquisitions or expansions, anything that's important to you is probably important to our Members. Pictures are always great too. Email Terry at [leblanc@absda.ca](mailto:leblanc@absda.ca).

### SAINT-GOBAIN ANNOUNCES ACQUISITION OF BP CANADA

Saint-Gobain, the parent company of CertainTeed, has entered into a definitive agreement to buy Building Products of Canada Corp., the privately owned roofing manufacturer. The deal is worth \$1.33 billion in cash. BP Canada had EBITDA of \$111 million in 2022, with operations in Montreal, Edmonton, and in Pont-Rouge, Que.

With this acquisition, Saint-Gobain, based in France and considered the largest building products company in the world, “will reinforce its leadership in light and sustainable construction products in the Canadian market,” according to a release. Last year, Saint-Gobain purchased siding manufacturer Kaycan.

### INDUSTRY GREW 4.6 PERCENT TO \$61.1 BILLION IN 2022

After posting gains of 14.8 percent in 2020 and 7.9 percent in 2021, the Canadian home improvement retail industry plateaued in 2022. This was to be expected. The consumer frenzy for hardware and building supply products was dampened by multiple interest rate increases and declining commodity prices. Plus, the opening up of other places for customers to spend their money as pandemic restrictions lifted, slowed sales.

Hardlines estimates our industry grew 4.6 percent to \$61.135 billion, while the Consumer Price Index was up nationally 6.8 percent. So, the industry experienced a 2.2 percent decline in real terms, after inflation.

Source: Hardlines Dealer News, a free monthly newsletter for owners and managers <https://hardlines.ca/publications/dealernews/>



**TRI PROVINCE**  
ENTERPRISES  
MONCTON NB

PH.: 506-388-6885  
[www.triprovincesteelroofing.com](http://www.triprovincesteelroofing.com)

**Steel Roofing and Siding**



# WE STAND WITH INDEPENDENTS

**A member-owned,  
marketing & buying group:**

**OF independent distributors**

**BY independent distributors**

**FOR independent distributors**

Plumbing • HVAC • Building Materials • Gypsum  
Supplies • PVF • Electrical • Industrial • Safety •  
Bearings & Power Transmission • Motors •  
Power Tools • Decorative Brands • Lighting

USA, CANADA, MEXICO  
[www.adhq.com](http://www.adhq.com)





# Industry News (cont'd)

## RONA INC. ANNOUNCES NEW STRUCTURE TO STRENGTHEN ITS POSITION ON THE MARKET

RONA inc., one of Canada’s leading home improvement retailers operating or servicing some 425 corporate and affiliated stores under different banners, has decided to simplify its organizational structure to strengthen its position on the market and be more efficient.

In light of the current economic downturn, RONA, like other organizations that recently announced restructurings, needed to adapt to reflect new market realities. The organization firmly believes that its transition plan aimed at positioning RONA as the leader of the Canadian home improvement industry will support its viability and benefit stakeholders in the long run.

## CASTLE CONTINUES TO GROW IN THE MARITIMES

Castle announced today that a new store location will be opening this Spring on Prince Edward Island. Brudenell Building Centre in Montague is the latest expansion for long-time Castle member, and 2022 Kensington Chamber of Commerce Entrepreneur of Year, Mike James.

Mike, owner of Spring Valley Building Centre and O’Leary Building Centre in PEI, is expanding his business to a third location. Mike and his new partner Adam Baird are excited to launch the newest Castle Building Centre in PEI on the east side of the island.



**BIGFOOT**  
SYSTEMS® The Original.

• **INTRODUCING OUR NEW 12" TUBE, THE BFT12!**

• Bigfoot Systems® Footing Forms along with the BFT10 and BFT12 tube form a complete engineered pre-molded pier footing system.

• Bigfoot Systems® engineered design has well established advantages; optimum structural stability, safety and convenience which makes our product the most recognized concrete pier foundation system available.

• BFT10 and BFT12 are not affected by ground water or rain.

• Prevents uplift from frost and high velocity winds.

• Cost less and requires less concrete than other systems.

• Back-filling before pouring concrete? No Problem.

• Meets or exceeds all National and Local Building Codes in North America.



12" 10" 48"

Safety top with handle to be removed before pouring concrete.

**BIGFOOT TUBE 12"** **BIGFOOT TUBE 10"**

*New!*

Fits Both BF28 or BF36 Fits Both BF24 or BF28

BF36 BF28 BF24

Proudly Made in Canada CCMC 12839-R

800-934-0393  
bigfootsystems.com

## Advertisers Index

<b>AD Canada</b> www.adhq.com	21
<b>ARBEC</b> www.arbec.ca	19
<b>Arxada</b> www.wolmanizedwood.com	17
<b>Bigfoot Systems</b> www.bigfootsystems.com	22
<b>Building Products of Canada Corp.</b> www.bpcan.com	5
<b>Castle Building Centres</b> https://youarethebrand.ca/	OBC & 16
<b>Fraser Wood Siding</b> www.fraserwoodsiding.com	9
<b>Gillfor Distribution</b> www.gillfor.com	15
<b>Global Windows &amp; Doors</b> www.globalwindow.ca	11
<b>Home Hardware Stores Ltd.</b> www.homehardware.ca	7
<b>JELD-WEN</b> www.jeld-wen.ca.ca	13
<b>Kohltech</b> www.kohltech.com	18
<b>Metrie</b> www.metrie.com	10
<b>Owens Corning</b> www.owenscorning.ca	6
<b>PWI Insurance Services</b> www.pwi-insurance.ca	4
<b>Sexton Group Ltd.</b> www.sextongroup.com	IFC
<b>Taiga Building Products</b> www.taigabuilding.com	IBC
<b>Tri-Province</b> www.triprovincesteelroofing.com	20
<b>Truefoam</b> www.truefoam.com	12



Creates the perfect hideaway for you, away from you know who.

Distinguished privacy fencing options create instant areas of retreat. Designed for people with neighbours, or just the neighbourhood busybody.

**HOFT**



**taiga**  
**50**  
FIFTY YEARS  
CINQUANTE ANS

Whatever it takes.®

It starts with a single scan. From there, our integrated technologies and adept delivery systems ensure Taiga customers get certainty delivered with every product.

We know what you want, where it is, and when you need it.

Discover more at [taigabuilding.com/hoft](https://taigabuilding.com/hoft)







# Isn't it your time to shine?

As an entrepreneur, you are independent and have your own unique way of doing things.

You have built your brand and reputation by delivering the highest level of service and customer experience through a very challenging time, and now you shine brighter than the rest.

You are an expert on your business so don't let your buying group's corporate brand expense overshadow your brilliance.

Castle successfully delivers the lowest cost of goods and the lowest cost of affiliation. Our record growth validates the strength of our business model. It is time for you to explore a group that is truly committed to your success.

## **YOU** ARE THE **BRAND**



[youarethebrand.ca](http://youarethebrand.ca)



Visit Us Online  
To Learn More