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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



ABSDA Expo Exhibitor Listings

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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.

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ABSDA Executive 2022-2023

ckstle

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Home



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

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

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



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Home hardware

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

ABSDA Associate Directors 2022-2023



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



John Brookbank Canwel Dartmouth, NS (902) 468-9865



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



Kyle Crook Kohltech Debert, NS (902) 222-2395



Happy New Year! Who else is shocked that it is now 2023?



Heck, I remember when *Space 1999* was a futuristic TV show, and I was the young guy at all the meetings! If 2023 is anything like 2022, we can all prepare for even more twists and turns.

As I look back on 2022, I reflect on what I learned, not just in business, but as a person.

My personal tag line for 2023 is: "Sometimes you win and sometimes you learn". It is a very old saying, but never more appropriate than during challenging times when every time you turn around, something else happens!

I believe the challenges thrown at us during the pandemic years have made our businesses and employees stronger, more resourceful and adept to change. Here are three more highlights of what is evolving at your ABSDA to adapt to these changing times:

We have changed our focus to not only be a "dealer" association, but an "industry" association and now consider our associate members more in our direction moving forward. In fact, Peter Merrill, President of KM Agency, is in line to be our first associate Chair of the Board later this year. And, no, we do not plan to change the name of our association.

We are currently reviewing the internal HR policies and procedures within our Association to ensure a more inclusive and neutral association representing the entire building supply industry in Atlantic Canada.

We are investing in technology that will make the ABSDA, and its member benefits, accessible to all the individual employees within our membership. We currently estimate we have more than 14 000 employees within our membership in 240 communities! Adding in the jobs generated in the supply chain and from induced economic activity, the total employment supported by the industry is

more than nearly 17,300. So, together, we are a noticeably big deal! Check out this chart of our locations in Atlantic Canada.





Our industry is like no other and I feel incredibly lucky to be part of it. Suppliers and dealers operate as co-workers and even if we are not working together, we are friendly competition. We look beyond the sales and numbers and see the individual people working hard in Atlantic Canada to support their families. The ABSDA continues to be a key component to support this business model by bringing us all together at trade shows, training sessions, and events. We are all in this together and I look forward to seeing you at the Expo!

Now, turn the page to Denis and more exciting ABSDA news...

Steve Foran Chair

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Time for our Dealers to Pay it Forward!



As we prepare for our upcoming Expo in March I can't help but reflect on March 5th, 2020. It was day two of our Expo and out of nowhere Covid levels started to elevate. Vendors started tearing down their booths early and saying, "I've been told by head office to head home...NOW"!

I thought to myself at the time "that's a little extreme"! Two days later the world shut down for 10 weeks! Hard to believe.

It's been a wild and bumpy ride that has tested every aspect of our lives. We are now really getting the sense that people are so very ready to resume life again and get back to our old ways of doing business. I'm not sure about you but I would not be upset in the least if I never have to participate in a Zoom call again! Ugh! Sure, it's convenient and has its advantages but it will never replace face-to-face relationships, at least not in my opinion.

The energy leading up to our Expo has been positive and people are excited to reunite. The association has had tremendous support from our vendor community heading into this Expo.

We have attained and surpassed a level of Sponsorship and support that I never thought possible.

I truly cannot thank our vendor members enough. Our vendors were instrumental during Covid to keep in contact with our Dealers and do all they could to deal with material shortages and delays to meet our increased industry needs. The past three years were challenging and not easy. People have been tired and feeling burnt out! It's been a challenge, but we all worked through it TOGETHER!

The relationships and friendships we have in this fascinating industry are unique. I truly mean that it's a very close-knit industry.

Back in November 2022, we held our first HR Conference. Once again the vendor community was there to support our needs and we had 21 companies sponsor the event so we could keep costs down for our Dealers.

As I write this today (January 8th) we sit at more than 150 vendors registered for the upcoming Expo.

24 vendors have stepped up to the plate with sponsorship dollars taking us to a record total, which will be shared at the Expo Gala!

So, dealers of Atlantic Canada, please hear me out! It's time to pay it forward and show up!

No excuses, we live in a small market, this is OUR Expo and it's in Atlantic Canada and not the other side of the planet!

Vendors come to our Expo with ONLY one expectation, and it's to strengthen their relationships with the dealer community!

The best way to thank them for all their hard work over the past two years is to attend our Expo!

Let's make it one for the books!

Happy New Year everyone and we'll see you in Halifax in March!

Denis Melanson President





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Welcome to the Digital App World. That's right, ABSDA is going digital!



Time to move away from the stone ages and modernize our Annual Buyer's Guide and take advantage of technology.

Goodbye printed copies that are outdated the second you print them and welcome to the Digital APP World! That's right, ABSDA is going digital!

For the past 50 years we sent ONE printed copy of our Annual Buyer's Guide to each member. What's wrong with that, you might ask?

Well for starters the minute that the Guide was printed it was outdated. Contact changes, typos, new members, whatever might be the case. Once printed you're stuck with it for 12 months.

Second problem, only one copy of the Guide was sent to each Member. That book may have stayed hidden on someone's shelf or stored in a cabinet for 12 months.

It's no wonder the Dealer Owners and Managers spent their days dealing with questions from staff members asking 'who's the rep with so and so company and what's their contact info"?

Or better yet "what company sells so and so products again"?

Or what about the Associate member employee checking in with their boss looking for Dealer contact information!

We estimate that there are more than 14 000 employees that work in our Member businesses!

Yes, that's correct 14 000 employees!!! Access to information is a very powerful thing.

Our goal is to make our new Digital APP the most powerful "SEARCH ENGINE" for products and services sold in our Membership. The more information we feed it, the more valuable and powerful it becomes. Kind of like Google. You've all heard of Google right?

We are going to give our 14 000 employees the most complete ABSDA rolodex at the tip of their fingers.

GPS mapping, direct links to social media platforms, one touch contact calling and email, bookmark your favorites are just a few of the amazing features this Buyer's Guide App will have.

We will have promotional marketing collateral to encourage easy download and campaigns with prizes!

Remember these tools are only as great as we make them and USE them!

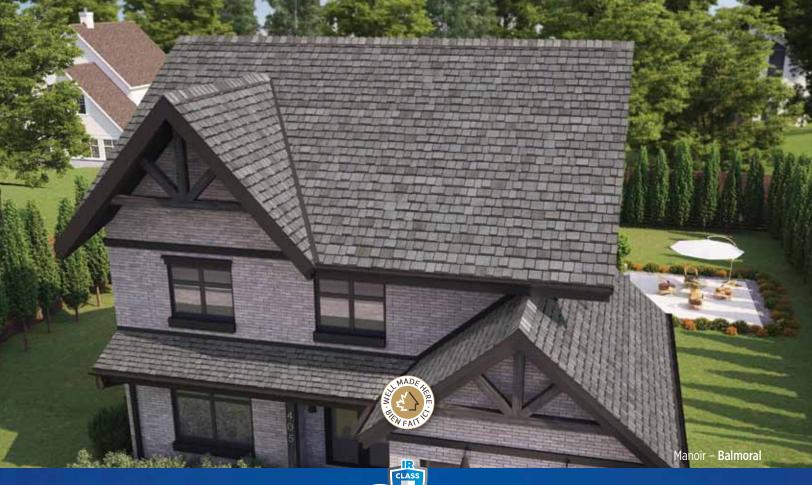
Get ready cause we're going to put all the power and knowledge of our Membership in your capable hands.

Our projected launch date is early in the Spring of 2023!

Stay tune....it's going to be exciting!

Denis MelansonPresident







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\$1,500 ABSDA Bursaries

Bursaries will be awarded to successful recipients entering their first year studies at a recognized post-secondary institution.

Application deadline is April 14, 2023

Bursaries and Scholarships will be presented in June, 2023. Contact the ABSDA office at 506-858-0700.

Applications available at:

www.absda.ca or the ABSDA Office



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REPRESENTING













Meet Your ABSDA Director **John Brookbank**



John Brookbank of Dartmouth, Nova Scotia was elected to the ABSDA Board of Directors in June of this year.

As a student I used to be a helper on a milk truck, which then led me to various sales roles where I ended up spending 16 years with Farmers Dairy to begin my working career. Continuing to learn the ropes in sales, I kept progressing from key account manager to sales manager to branch manager and worked my way to General Manager of Atlantic for Jim Pattison Group for another 10 years of my career.

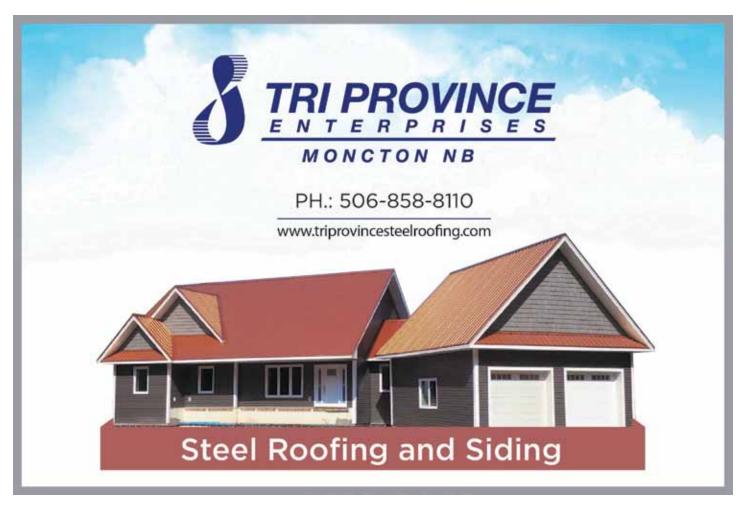
Out of the blue one day I got a call from a Head Hunter pitching me a job in the building supply industry!

Sounded pretty good to me and next you know it's already been 8 years that I've been with CanWel.

Geez I guess I'm dating myself a little here... 16 years plus 10 years plus another 8 years! I punched that into the calculator 3 times and each time I got 34 years!!! Thank God I started when I was 12 years old!

I'm very happy to be able to serve on the board of directors because it's a great way to give back to this fantastic industry that I love so very much. It's an opportunity to give back and to work with a group of industry people to tackle the challenges of the future.

In my spare time I enjoy fishing, playing hockey, gardening and spending some time in Tatamagouche.



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Meet Your ABSDA Director **Kyle Crook**



Kyle Crook of Debert, Nova Scotia was elected to the ABSDA Board of Directors in June of this year.

When I was 16, I began doing door-to-door sales for the local newspaper and continued until I graduated from Saint Mary's University.

Shortly after university, I discovered the opportunities in the building supply industry fit naturally with my sales experience and my degree in finance. That was roughly 14 years ago.

Malcom Orr gave me my first start as a sales rep for IKO. Not too long after, I was provided an opportunity at Resisto where I progressed to be the Atlantic Sales Supervisor. When my partner and I started planning our family, an opportunity came up at Kohltech where my travel requirements would be significantly less. I started at Kohltech in 2013 and have not looked back. I am passionate about helping customers find new opportunities and take their existing opportunities to the next level.

Serving on the board of directors has allowed me to reconnect with past friends and clients while providing another valuable perspective on how the industry ebbs and flows.

I have 2 young girls aged 7 and 4 and a wonderful wife, Sneha. We like to spend our free time at our family cottage where you will often find me with a guitar in my hand. I wouldn't say I am good, but I love to play!







We're Back BABY

Marwood would like to thank our Distributors and Dealers for their patience and continued support over the past several months. The industry has seen some struggles and we are happy they are behind us as we move forward in a positive direction and continue growing strong partnerships. We are thrilled to be back in person at the Expo and excited to see you all.

1.800.461.8838

www.marwoodltd.com











DON'T MISS OUR KICK-OFF MARCH 7TH

Join us March 7th for our opening night reception at the "ASBDA Lounge" where you can connect with colleagues new and old. Once the networking is underway... we will bring Shaydid on stage—music lovers from all over the country have expressed their enthusiasm for this exceptional band. Hailing from the Halifax entertainment scene, this talented and charismatic four piece hits the stage with passion and energy, playing everyone's favorite cover songs. Crystal, Mark, Darrin and Kirk have their priorities in order: to be the best crowd pleasing, skilled musicians that they can be and to have a great time doing it!

ENTERTAINMENT YOU WON'T WANT TO MISS



Purchase your tickets online at: absda.ca/absda-building-supply-expo



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MARCH 8TH 2023 HALIFAX CONVENTION CENTER



Our Expo gala banquet is always a huge hit with members and exhibitors. The Halifax Convention Center always pulls out all the stops with a great meal and fantastic service. We're trying something new this year for our entertainment. uRequest Live is an award winning audience curated concert experience where the crowd drives the show by making requests from a world class band using touch screen kiosks or simply scanning a QR code with their mobile phones. A vast array of songs (spanning many decades and genres) are at your fingertips! Audiences can send messages and chat with the band in real time! The most requested songs move to the top of the queue. ABSDA is excited to bring this one of a kind experience on our Gala night!

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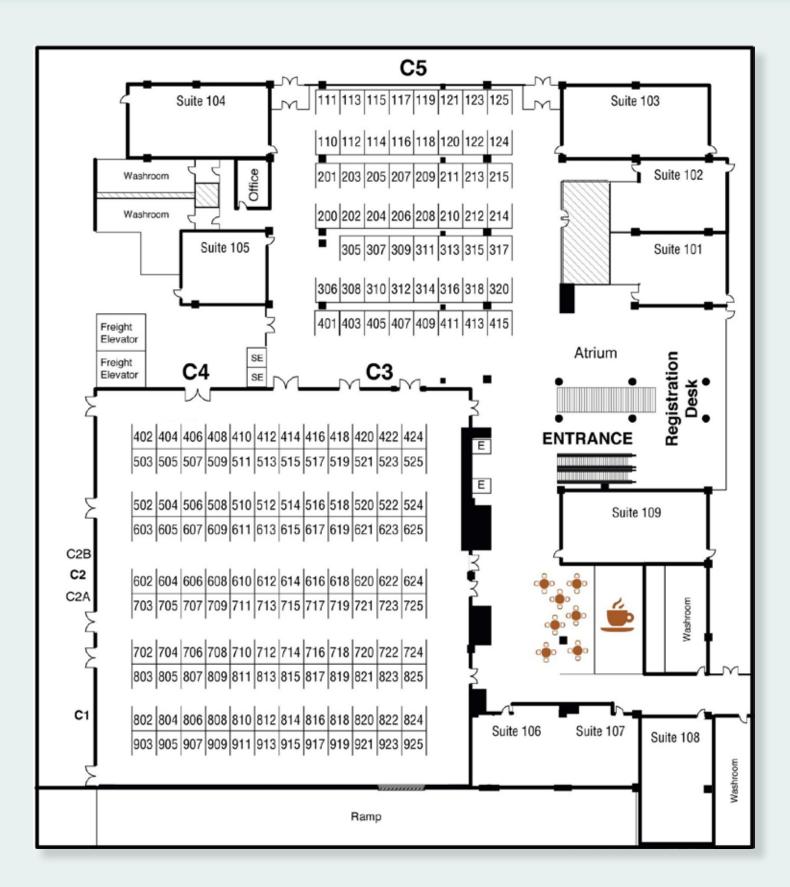
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Meet Your ABSDA Director Tim Sabean



Tim Sabean of Digby, Nova Scotia was elected to the ABSDA Board of Directors in June of this year.

My father was the controller for Wilson's Hardware in Digby NS. I began working in the warehouse as a student in 1985. In August of 1987 I told myself that I would work at the Hardware store for one year then go off to University and pursue a career in banking.

The next thing I knew 35 years had passed and I was still at the store, the major difference is now I'm the owner! Long year one could say.

I enjoy serving a small community and having the opportunity to have a positive impact. I enjoy problem solving and working with customer issues and providing solutions.

I enjoy serving on the ABSDA board because of the unique experience that it offers. Where else can you sit around a table with owners from different "banners" and a group with diverse backgrounds and experiences? Around the board table we don't talk about banners and competitors. We talk about "OUR" industry and how we can work together and make it better! And I'm hoping that my 35 years' experience will contribute to that process.

In my spare time I enjoy travelling to warm destinations and playing the odd round of golf. I'm at a stage in my life where I've been blessed with two grandsons that live nearby and I cherish every minute that I have with them.



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BP Canada

Booth No: 522,524,623,625 www.bpcan.com

Brunswick Valley Lumber

Gillfor Booth No: 612-618 www.brunswickvalley.ca

C

Canada Wide Packaging

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Ε

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Eacan Timber

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EMCO Retail Services

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Emco Mainline

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Henkel

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Henry Company

CanWel Booth No: 814-821 www.henrv.com

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Ideal Roofing

Booth No: 711 www.idealroofing.ca

IKO/CRC

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CanWel Booth No: 814-821 www.ilamarketing.com

IMG

Booth No: 413.415 www.imperialgroup.ca



James Hardie

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Johns Manville

Suite # 106 & 107 www.jm.com



KM Agency

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Kavcan

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Kohltech Windows

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Resisto

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Richelieu

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Rust-oleum

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Shaw Group

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Toolbx

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VicWest

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Contact the Business **Development Manager** in your area: vouarethebrand.ca





Industry News

LOOK WHO'S GOING TO BE AT EXPO 2023!



We figured two ABSDA Staff to run our Expo was going to be difficult.

So we asked our retired team member **John Logan** if he'd agree to leave Vancouver and join us in Halifax for a week. And luckily, he said "yes." John is looking forward to reconnecting with members and old friends. Warning... you may not recognize him as he's really skinny now!

ELECTRONIC LOGGING DEVICES (ELDs)

Electronic logging devices are equipment that automatically record driving time in commercial motor vehicles. This helps make sure that drivers are compliant with hours of service regulations resulting in reduced fatigue for drivers, improved administrative efficiency and safter roads in Canada.

The new regulations for the installation of ELD's came into effect as of January 1, 2023.

As of now, the new rule seems to not be clear for every provincial jurisdiction and the government says it will focus the next six months on education versus penalties.

This is the ABSDA's understanding of the regulation at the moment:

- 1 The new ELD regulation is ONLY applicable to federally regulated vehicles that cross provincial borders.
- 2 The secondary criteria for which this new regulation may apply is for vehicles that travel more than 160km daily.

ABSDA will continue to do research on this matter and continue to update our Members as we learn more about this regulation.

METRIE CONTINUES TO GROW



Metrie's growth journey continues!

METRIE recently announced the acquisition of the Hemlock and Alder manufacturing and distribution business of FRED TEBB & SONS INC, a solid wood moulding manufacturer, and distributor based in Oregon USA. This is Metrie's fourth acquisition in the last two years.

KOHLTECH APPOINTS NEW ATLANTIC CANADA SALES MANAGER



KOHLTECH WINDOWS & ENTRANCE SYSTEMS, a Canadian manufacturer, has named **Andy Moss** to manage the growing Atlantic Canada sales team and market. As the Sales Manager, Mr. Moss will be responsible for planning, organizing, directing, controlling, and evaluating the sales activities within their Region.

GENEROUS MEMBER DONATION!

Julie and Ryan Buck surprised their staff by presenting Eric Whynot, Board of Director of the Health Services Foundation of the South Shore – *Brighter Days Campaign* with a \$100,000.00 donation on behalf of Bucks Home Building Centre, and New Germany Home Hardware Building Centre.

This was celebrated and only possible because of the continued hard work, dedication, and commitment of their staff members! Congratulations to our great Members!





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Industry News

SEND US YOUR NEWS

If you have industry news you want to spread around our network – send it in to us. New appointments or retirements; new aquisitions or expansions, anything that's important to you is probably important to our Members. Pictures are always great too. Email Denis at melanson@absda.ca.



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