

The LBMAO Reporter

March-April 2014

The official publication of the Lumber and Building Materials Association of Ontario



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LBMAO's 96th
Annual General Meeting

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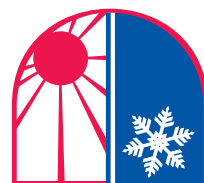
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The LBMAO Reporter

March-April 2014



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THE LUMBER AND BUILDING MATERIALS ASSOCIATION OF ONTARIO

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Dwayne Sprague
Morrisburg Home
Hardware,
Morrisburg, ON

Dwayne Says Hello and Bob Says Goodbye!

“The past two years, with the show being cancelled and the office moving, have been a challenge, but all is for the good and the future of the association is secure.”

Editor's note: The 96th Annual AGM, which was held on March 27th, included the changing of the guard (Chair) from Bob Lockwood (Lockwood Castle Building Centre) to Dwayne Sprague (Morrisburg Home Hardware). Bob and Dwayne have been good friends for many years and have both participated in LBMAO committees and events; and they are both located in eastern Ontario.

Prior to the AGM and the official handover of the “gavel”, they sat down and spoke about their involvement with the Association. Here are some excerpts of that discussion as recorded by Carolyn Buffa from the LBMAO office:

Bob: These past two years have been a great experience, attending other association shows and meeting like-minded retailers and suppliers from across the country. Many I will try to keep in touch with as we had interesting conversations about our associations, our businesses and our challenges. The changeover between Dwayne and I exemplifies what the association is all about; two business owners (who manage building supply retail stores operating under competing banners) who are able to communicate with each other and work with others for the betterment of the industry. We leave our banner hats at the door so we can network with our peers who have similar challenges and opportunities. The social aspect of what the association offers is important; and I enjoy the interaction and conversations with my fellow LBMAO members.

The past two years, with the show being cancelled and the office moving, have been a challenge, but all is for the good and the future of the association is secure. I do wish that we could draw more people to our golf tournaments, bonspiels, snowmobiling and car & bike rallies; these are great events and it is so much fun to meet other retailers and suppliers in a relaxed and social venue, not just for business but to get to know each other better.

The LBMAO staff has been wonderful to work with and made this job easier...there's no beating around the bush with Joanne!

Dwayne: The LBMAO plays a significant role in the health of our industry and I am committed to expanding that role to provide the programs and services to help our members grow and better manage their businesses. Like any business, the association has to adapt and change to reflect what its customers want, which includes more support in areas where the buying groups don't want to be involved such as health and safety training and support, business management training and more electronic and online information services. The Board, working with the LBMAO staff, has identified these areas of future expansion. Today, our members are running lean businesses and don't have the number of employees that they once had on staff. That is reality and the LBMAO is changing its focus to better reflect the needs of its members.

The LBMAO has over 200 supplier members and they are dedicated to the association and its mandate to focus on the health of the independent building supply/hardware industry. I have worked in the building supply sector for many years and my wife, Lloya, and I now own a hardware store. We use the LBMAO programs within our store for training and education in health and safety and we encourage all independent home improvement retailers to use the non-partisan services offered by the association.

I thank Bob Lockwood for his dedication to the LBMAO and look forward to working with our members, both retail and supplier, to grow the association and maintain its position as a premier, not-for-profit trade association in Ontario!

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David Campbell
LBMAO

A Bright Future for the LBMAO

"...social events are important but value-added services, such as training, Reporter magazine and Directory, are the staples that will keep the association moving forward."

As I sit here in my new office, looking out the window at the snow falling, I wonder if and when winter will ever leave (it's March 12!). I can't help thinking that this has been the longest and hardest winter in a very long time. In past weeks, visiting both supplier and retail members, all have told me that business sucks! Not because of lack of pending jobs and projects; it's the stupid weather! Too cold, too snowy and too damn miserable to work outside! Once the good weather is here there will be a backlog of jobs and demand for product...

We at the LBMAO have had our challenges as well. We moved into our new offices during one of the coldest days of the year; however, we are now settled in and are in full operational mode! Our Board made the decision to sell our office on Spectrum Way as it was much too large for our current needs (5800 sq. ft.) compared to our new offices at 1853 sq. ft. Our new digs are very efficient, bright and comfortable. With three of us working out of the new premises, it meets our requirements for offices; and there is a training/boardroom that can comfortably fit 18 to 20 people. We are located at 391A Matheson Blvd, about 10 minutes west of our old location.

We have just finished a week of Estimating and Yard Foreman training courses and the new location has met our needs to support these important services. The courses were full; we had to turn people away. We limit the size of these classes (not only because of room restrictions) as they work best with 15 to 18 students.

In the later part of 2013, we introduced a new course called "Load Securement" that focuses on loading and securing product on flatbed trucks to ensure that the loads are safely tied off to meet MTO standards. We have contracted with the Ontario Safety League who have provided a certified trainer to teach this important function to drivers and yard staff. The course was well received by the attendees. To ensure that it meets the needs of our members, we require that one of the member stores provide a flatbed truck - with product relevant to a building supply retailer -

and a lift truck, so that the instructor can provide practical training on the safe loading and securing of trucks prior to delivery. This course has proven to be an important service. We expect that we will be able to offer it in other areas of the province, provided we can partner with a member store to provide the truck and lift truck, etc., so we can meet the needs of the practical portion of the training day. We will have more information out soon regarding future dates for this course.

Our Yard Foreman Course gets great reviews from the participants. They pick up valuable points on managing a yard hand; and how inventory management and staff supervision contributes (or doesn't) to the profitability of the company. As well, our online health and safety training has become an essential tool for providing valuable services to our members.

Since the demise of our trade show, we recognize that the training services we provide are an important aspect of the LBMAO's focus. Yes, social events are important but value-added services, such as training, Reporter magazine and Directory, are the staples that will keep the association moving forward. I am often asked if we will ever resurrect the show. My response is that it does not make sense to compete with the private franchise/buying shows that are hosted by our buying group members. I know many of our supplier members would love to have one show with all groups in attendance; the reality is that the private shows are income sources for the groups and provide a venue for their members to network. However, we will continue to look at options such as retail focused seminar/conferences that provide value for our members. If we were to develop such an event, it would definitely have to add real value to ensure the support of retail attendees and our supplier members.

Let us all look forward to a busy and profitable spring!



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Brian Linklater
CRBSC Government
Relations Advisor

Ottawa Report

"...federal Budget for the coming fiscal year was presented in early February. Cynics claimed... the Budget would be largely unnoticed as Canadians focused their attention on the Winter Olympics ...Sochi conspiracy theory did not seem to materialize."

The Year the Industry Stood Still

Using the value of building permits issued by Canadian municipalities as a measuring stick, the all-important building industry stagnated last year compared to 2012. According to Statistics Canada, 2012 building permits totaled \$80.8 billion; in 2013, they were virtually unchanged - again coming in at \$80.8 billion.

The no-growth phenomenon nationally was spread almost equally over residential and non-residential permits. In 2012, \$48.4 billion worth of residential permits were issued. In 2013 that amount declined slightly to \$48.3 billion. The annual value of non-residential permits was \$32.4 billion in both years.

This marginal change nationally was closely reflected in Statistics Canada's results for Ontario where total permits issued in 2012 reached \$29.5 billion, before sagging to \$28.8 billion last year. The provincial value for residential permits was unchanged from 2012 to 2013: \$17.3 billion both years. Non-residential permits declined from \$12.2 billion in 2012 to \$11.6 billion in 2013.

No End in Sight Says CMHC

Canada Mortgage and Housing Corporation (CMHC) recently released its outlook for housing starts this year and in 2015. CMHC "expects the number of housing starts to stabilize in 2014 and 2015. Support from improved economic and demographic fundamentals will be tempered by a combination of a modest and gradual increase in mortgage rates and a slow-down in demand from first-time home buyers."

On an annual basis, CMHC forecasts 187,100 starts this year, relatively unchanged from the 187,923 starts last year. In 2015, CMHC is predicting 184,900 starts. Re-sales are more promising. MLS is expecting 466,500 re-sales this year, up from 457,485 units in 2013. In 2015, re-sales are expected to reach 474,700 units.

Early Budget

Usually presented in mid-to-late March, the federal Budget for the coming fiscal year was presented in early February. Cynics claimed that this unusual

timing had occurred to ensure that the Budget would be largely unnoticed as Canadians focused their attention on the Winter Olympics. Given that the media gave the Budget their usual detailed coverage, the Sochi conspiracy theory did not seem to materialize.

Private Sector Forecast

The average of private sector economic forecasts has been used as the basis for fiscal planning since 1994, and introduces an element of independence into the Government's fiscal forecast. The economic forecast contained in the Budget can be confidentially used by LBMAO members for their own business planning processes.

The updates of the private sector forecasts are as follows:

	2013	2014	2015	2016	2017	2018
Real GDP Growth	1.7	2.3	2.5	2.5	2.3	2.2
3-month Treasury bill rate	1.0	1.0	1.5	2.7	3.6	4.0
10-year government bond rate	2.3	3.0	3.5	4.1	4.6	4.8
Unemployment rate	7.1	6.8	6.6	6.4	6.3	6.2
Consumer Price Index inflation	1.0	1.5	1.9	2.0	2.0	2.0
Exchange Rate (US cents/C\$)	96.8	93.7	95.3	95.9	96.2	96.3

The Private Sector Forecast and LBMAO Members

The forecast is that Real GDP Growth will average 2.4 percent annually over the 2014-18 period. It is widely believed that annual growth of less than 3.0 percent constitutes a slow growth economy.

LBMAO members have long regarded low interest rates as important to their companies. The prediction of low short-term rates is good news, but it should be noted that both short and long-term rates will grow steadily.

Members also regard high levels of consumer confidence as important to the economic health of their companies. Two measures of consumer confidence are the Consumer Price Index (CPI) inflation rate and the unemployment rate. The private sector forecasters are predicting an average annual CPI growth rate of 1.9 percent throughout the forecast period. They are also predicting that the unemployment rate will drop to 6.2 percent by 2018.



Provided by
Morneau Shepell



Five Steps to a Healthy Weight and Family

"Create a healthy home environment...Get rid of the junk food in your home, so that no one will be tempted to have an unhealthy binge."

Maintaining a healthy weight throughout life, without resorting to dead-end fad diets, can be challenging. A growing number of Canadian adults appear to be losing the battle of the bulge and, as countless males and females become middle-aged, they will also be at risk to put on excess weight.

Alarming, obesity among children and youth in Canada is also reaching epic proportions. Recent studies have revealed that, over the last 15 years, the obesity rate is up 50 percent among six to eleven year-olds and 40 percent among twelve to seventeen year-old adolescents.

As for our American neighbours, the current estimate is that one out of four American children is obese.

Healthy Living Starts at Home

The truth is healthy living begins at home. Parents endorsing a healthy-weight lifestyle can make a difference for the entire family. Children will be more

willing to join in when the whole family is committed to the pleasure of healthy eating and the fun of active living.

Consider the following five tips to get yourself and your family on the right track:

Set priorities. Make healthy weights and a healthy lifestyle a priority for you and your family. If you fall into a rut of bad eating and less-than-frequent exercising, motivate each other to get back on track.

Set the stage. Create a healthy home environment, keeping it well stocked with tasty, nutritious food. Get rid of the junk food in your home, so that no one will be tempted to have an unhealthy binge. Consider posting healthy snack ideas on your fridge door.

Plan your meals. Eat a balanced breakfast every day and make dinner a family affair as often as possible.

continued on page 27...

Calendar of Events and Seminars

For registration forms and information on LBMAO seminars, events, Online Health & Safety Training (including Lift Truck & WHMIS training) and more, please go to our website at www.lbmao.on.ca.

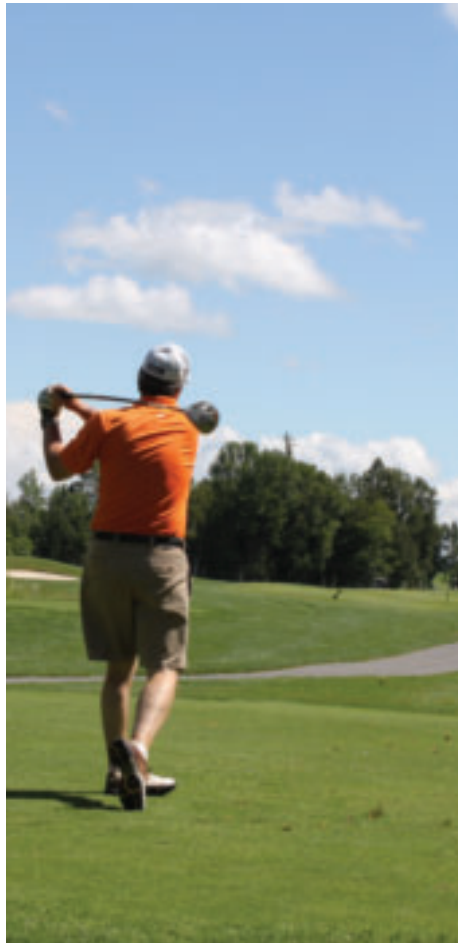
May

May 6-8: The National Hardware Show, Las Vegas Convention Center, Las Vegas, NV. For more information, call Toll Free: (888) 425-9377; Outside USA: (203) 840-5622; Fax: (203) 840-9622; E-mail: inquiry@nationalhardwareshow.com; or go to the show website: www.nationalhardwareshow.com

May 29: CanSave Expo 2014, Barrie Molson Centre, Barrie, ON. For more information, contact your CanSave sales representative or call 1(800) 461-5411. This year's entertainment will be The Trews, a Canadian hard rock band from Antigonish, Nova Scotia, currently based in Toronto.

August

Mid-August - 5th Annual LBMAO Convertible, Motorcycle & Vintage Charity Ride. Date & route TBD.



2014 GOLF TOUR

May 21: LBMAO Eastern District Golf Tournament, Smuggler's Glen Golf Course, Gananoque.

June 5: LBMAO Lake Huron Golf Tournament, Legacy Ridge Golf Club, Owen Sound.

June 26: LBMAO Golden Horseshoe Golf Tournament, Crosswinds Golf & Country Club, Burlington.

July 17: LBMAO Northern Ontario/Ontario Northland District Golf Tournament, Forest Ridge Golf Club, Chelmsford.

July 24: LBMAO Central District Golf Tournament, Trillium Wood Golf Course, RR 1, Corbyville (north of Belleville).

August 21: LBMAO Muskoka/Georgian Bay District Golf Tournament, Hawk Ridge Golf Club, Orillia.

September 4: LBMAO Southwestern District Golf Tournament, Deer Run Golf Course, Blenheim.

Registration forms will soon be available for download from our website, www.lbmao.on.ca

For information on **sponsorship** of LBMAO Golf Tournaments, please contact the LBMAO office at:

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KP Building Products Ltd Acquires Substantially all of the Assets of Farley Group Inc.



"Today, we are very excited to announce the acquisition of substantially all of the assets of Farley Group Inc." said Lionel Dubrofsky, Kaycan Ltd's President on March 3rd, 2014.

"The new acquisition will offer new growth opportunities enabling us to develop new markets. As our vast array of vinyl, aluminum and engineered siding, trim coil and rain carrying products, combined with Farley's outstanding quality PVC windows and patio doors, will help us provide an unprecedented product mix and level of professional support for our customers." commented Dubrofsky.

KP Building Products Ltd, a subsidiary of Kaycan Ltd, has made the acquisition of substantially all of the assets of Farley Group Inc., a leading manufacturer of PVC

and aluminum-hybrid windows and patio doors.

"The addition of Farley to our group of privately held companies will enable us to maintain our long term focus on growth and our practice of reinvesting earnings back into our businesses" said Dubrofsky.

KP Building Products Ltd. has the ability to cater to both the new construction market and to the replacement market offering high quality products designed for style without compromising performance. The addition of the Farley Group Inc. windows and doors is in keeping with the level of craftsmanship and service of the KP Building Products Ltd.

"Ultimately, our aim is to be the one-stop solution for our customers, fulfilling our vision of providing our customers with solutions for the whole home. The acquisition of Farley brings us one step closer to realizing this goal" said Dubrofsky.

About the Kaycan Group of Companies

Headquartered in Montreal, Quebec, Kaycan® is a leading vertically integrated manufacturer of vinyl, aluminum and engineered wood siding and accessories,

PVC and aluminum rainware, aluminum coil, particleboard, MDF, thermally fused melamine and laminate flooring, with over 1800 employees operating 16 manufacturing facilities across North America. The Kaycan group of companies' products are sold throughout the world. More information is available at www.kaycan.com, www.kwpproducts.com, www.uniboard.com and www.kpproducts.com.

Orgill Spring Dealer Market



During the last week of February, the Orgill market took over the Orange County Convention Center in Orlando as thousands of independent hardware retailers gathered to see the latest and greatest that Orgill had to offer. Over 225 Castle members and staff (representing an



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incredible 105 Castle Building Centre locations from across Canada) attended as Orgill continues to gain momentum as the Canadian Independent's "One-Stop Hardware Solution" and continue to expand their Canadian Compliant offering with over 50,000 Canadian compliant SKUs and continued growth within their Canadian customer support services commitment.

This year's feature exhibit was the new 14,000 sq. ft Kodiak Trail Hardware & Supply, a completely Canadian Compliant store, which is almost double the size of the Windsor Falls model featured in 2013 and displays the most comprehensive assortment of Canadian compliant SKUs ever displayed at the Orgill market.

"The number of Canada flags featured on our product displays has become so impressive in the last three years that soon there will be no need for differentiation. Vendors are motivated and willing to do what it takes to become Canadian Compliant", commented Ron Beal, President of Orgill.

This past year, Orgill also launched their North American e-commerce platform "Boost" which includes a complete e-catalogue of Orgill products and leading edge eCommerce software that enables Independents to add, price and manage hardware and other LBM products in a fully-functional online store within their own existing website. Many Castle locations have already taken advantage of this leading edge eCommerce solution.

Orgill's commitment to the Canadian Independent as a leading edge hardware solution was solidified almost one year ago with the grand opening of their very first Canadian Distribution Centre in Mississauga, ON. Having this distribution centre on Canadian soil has helped to bridge the gap and provide Canadian Independents with nationwide single source procurement.

Castle News



Castle Gives Back

Castle Building Centres Group Ltd has proudly donated a supply of t-shirts to the Special Olympics Brampton Panthers Swim Team. The team consists of thirty athletes with intellectual disabilities aged between 8 and 50 who swim weekly from September to May. The athletes not only have fun, develop important skills and build self-esteem, but also reap the benefits of improved health, self-respect and empowerment. Ten of the athletes compete monthly at swim meets against teams from across the Greater Toronto and Hamilton Area. Many of them are hoping to qualify at next year's Regional qualifiers for the 2016 Provincial Spring Games in Guelph.

"The monetary costs to Special Olympic athletes, many of whom rely on the Ontario Disability Support Program as their main source of income, are quite a financial strain. Castle's support was greatly appreciated and the athletes sure loved them." Rebecca Cuff, Ontario Coach for the Brampton Panthers Swim Team, www.specialolympics.org.

New Members

Western Canada is still the hot

spot as Castle Building Centres Group Ltd recently announced yet another new member location - this time in Yorkton, Saskatchewan. Yorkton is a growing city located in the south eastern part of the province and is considered one of the fastest growing areas in Saskatchewan.

Yorkton Building Supplies

is the second location for The Onion Lake First Nation as they also operate "All Nations Building Supplies", a flourishing Castle Building Centres location in Onion Lake since 2009. The two locations are successfully operated by the expert management team of Jim Chisholm & Lynda Hawke.

The Yorkton Castle location is a full service retail building supply store that will focus on serving contractors, do it yourself customers and the local community. The lumberyard occupies a massive 6 acres of land on the Yorkton property and is located in a very diverse community and economic base that includes agriculture, mining and manufacturing. The store is currently undergoing a complete renovation and the management team and staff are very excited.


"Yorkton is a 'community on the rise' and we are excited that Castle Building Centres will be integral to its growth," Alan Schoemperlen, Business Development Manager - Western Region.

Castle also welcomed **Moulding Warehouse Ltd**, located in Hammonds Plains, which is part of the Regional Municipality of Halifax, Nova Scotia.

"Castle is attracting independent member locations at a record pace right across Canada. Specialty dealers like Moulding Warehouse will thrive as part of the group by enjoying the benefits of Castle's extensive vendor network, while maintaining their true independence. We welcome Moulding Warehouse to our family." Ken Jenkins, President

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Industry News

Moulding Warehouse has been serving the Halifax Regional Municipality and beyond for over 10 years as a manufacturer and retailer of mouldings, interior panel and pre-hung doors, as well as many complimentary interior and exterior decor products. They are committed to delivering top service, quality products and working one-on-one with both their contractor and consumer customers to assist them with determining the right products to meet their unique design needs.

"Being part of the Castle group will open up new product and vendor opportunities for Moulding Warehouse allowing them to better compete with larger local retailers. We are excited to have them on board." Sandy Welsh, Business Development Manager – Atlantic Region

Owner operators Brian Comeau and Tammy MacKay, along with their dedicated staff, are ready for this new chapter and look forward to the buying power, support and brand awareness that will come with being part of Castle.

TASK TOOLS® Announces New Vice President of Sales



President & CEO Kevin Irvine is pleased to announce that Stephen H. Jones has joined TASK TOOLS® as Vice President, Sales.



"We are delighted to welcome Steve Jones to our experienced team at Task Tools. Steve has a very impressive skill set and track record in developing strong relationships with customers throughout North America. With nearly three

decades of experience in the tool business and many connections with key players in our industry, we are confident that Steve

will be instrumental in helping us build our business and deliver on the growth commitments that we've made to our Board of Advisors", says Irvine.

"The chance to become a part of the Task Tools team was an opportunity I could not pass up. I have always had great respect for the organization and the Caplan family. I'm looking forward to helping grow our brands and business throughout North America," says Jones.

Steve Jones will be based out of offices in the Toronto area and he can be reached at steve.jones@task-tools.com.

About TASK TOOLS®

Founded in 1968, TASK TOOLS® is a privately held Canadian company providing quality products, exceptional customer service, award-winning packaging & merchandising, and the industry's best warranty support to hardware and building supply retailers across North America.

TASK TOOLS® offers three brands – TASK Signature®, TASK® and TUF-E-NUF® – which sell in five categories: power tool accessories, hand tools, abrasives, worksite accessories and innovative electrical accessories.



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Give Your Home a Fresh Look With Pfister Faucets

Spring is the perfect season to rejuvenate your bathroom and kitchen by taking on some minor home renovation projects to give your house a fresh new look.

A few quick changes in the bathroom or kitchen can resonate throughout your house; and the job can often be accomplished by upgrading a few dated elements.

"It doesn't take a lot to give your bathroom or kitchen a quick upgrade," says Mark Wallace, senior group manager of Pfister Faucets. "Repairing old components and upgrading the amenities can transform the look of either room; and can be done relatively quickly. Kitchen and bathroom projects are popular because of their simplicity and the immediate return in terms of style, look, feel and even cost."

Your options for the remodel can be easy and inexpensive or more in-depth and costly - depending on your time and budget. Some suggestions for renewing the look of your home include:

Matching bathroom accents - an inexpensive way to capture a new look in the small space of a bathroom. A modern, stylish towel bar, hand towel ring, toothbrush holder and even the toilet paper holder will draw the eye of anyone who enters.

A fresh coat of paint in the bathroom - coordinated with new linens and a shower curtain will give an eye-catching accent to the new paint and will help bring together the new décor in your bathroom.

Upgrading the features in your bathroom - new faucets, showerhead and toilet will bring a fresh, clean feel to the room. A new faucet can have an amazing impact on the bathroom. A clean, simple design finished in rustic bronze or brushed nickel becomes a focal point in your bathroom. People entering the bathroom will be drawn to it.

Replacing kitchen cabinets - while this tends to be a time-consuming project, it has a transformative nature. Alternatively (and more affordably), just replace the cabinet doors.



Changing light fixtures - stylish light fixtures that match your appliances will tie the kitchen together and complement the entire décor.

Moving to modern, stylish kitchen faucets - will do more than just improve the look of your kitchen; it can also save you money through more efficient water use. Selecting an energy and water-efficient faucet can reduce your water use by as much as 30%, a savings of roughly \$170 on your annual water bill.

"With every passing year, trends and styles come and go," says Wallace. "A few simple changes and upgrades in your bathroom and kitchen can revitalize and rejuvenate your home."

About Pfister Faucets

Since 1910, Pfister Faucets has been offering a wide variety of innovative faucets and shower fixtures, offering superior designs and environmentally friendly options that conserve water and save homeowners money; and is a part of the Hardware and Home Improvement (HHI) group, a major manufacturer and supplier of residential locksets, residential builders' hardware and

faucets with a portfolio of renowned brands, including Weiser®, Kwikset®, Baldwin®, National Hardware®, Stanley® and Pfister™.

About Spectrum Brands

HHI is a division of Spectrum Brands Holdings, Inc. (NYSE: SPB). Spectrum Brands is a global, diversified consumer products company and a leading supplier of consumer batteries, residential locksets, residential builders' hardware and faucets, shaving and grooming products, personal care products, small household appliances, specialty pet supplies, lawn and garden and home pest control products, and personal insect repellents. Spectrum Brands had net sales of approximately \$4.1 billion in fiscal 2013, employs over 13,500 employees worldwide and sells to the top 25 global retailers with products in more than one million stores.

BMR

MUCH MORE THAN 3 LETTERS

A photograph of a modern outdoor lounge area. In the background, a large, lush green wall (vertical garden) is visible. In the foreground, there are several lounge chairs with beige cushions. A small table holds a vase of purple and pink flowers. To the right, a chair with red and yellow stripes is partially visible. A green triangular graphic is overlaid on the right side of the image, containing the text "It's a way of being, thinking and behaving.".

It's a way of being,
thinking and
behaving.

For more information, contact Jean Falardeau, executive, vice-president
telephone: 1 800 361-0885

TIM-BR MART News



Prout's Building Centre Joins TIM-BR MART Group

TIM-BR MART Group is pleased to welcome its newest member, Prout's Building Centre of Forest, Ontario.

Prout's Building Centre has three owner-operators – Frank Rizzo, Mike Warren and Rick Lean – with extensive experience in operating LBM and hardware operations.

Proudly Canadian owned and operated, Prout's serves Southwestern Ontario. Founded in 1873, they have evolved from a local sawmill and custom door and window manufacturer into a leading building supply centre.

Prout's is a building material, project-oriented retailer focused on offering a broad range of services and building material products for home, farm and cottage.

"We are very pleased to welcome Prout's to the TIM-BR MART family. Their long history of quality service and total customer satisfaction makes them the perfect addition to our group," said TIM-BR MART Group President Bernie Owens.

TIM-BR MART Group Welcomes Truax Bros Ltd

TIM-BR MART Group is also pleased to welcome its newest member, Truax Bros Ltd of Kingsville, Ontario.

Owned by Jeremy Truax, Truax Bros is a building material, project-oriented retailer focused on offering a broad range of services and building material products for home and cottage.

"We are very pleased to welcome Truax to the TIM-BR MART family, and to have a presence in the community of Kingsville," said TIM-BR MART Group President Bernie Owens.

Daniel Rioux Appointed Regional Director of Member Services

Effective February 5, 2014, Daniel Rioux has joined the TIM-BR MART Group as Regional Director of Member Services.

In this newly created position, Rioux will act as the Quebec and Eastern Ontario

liaison between TIMBER MART dealers, vendors and the TIM-BR MART Group management team, making certain members are getting maximum value from their membership, as well as ensuring they fully leverage the distribution and retail services resources available to them.

Rioux recently worked as General Manager, Quebec for TIM-BR MART Group. Based in Brossard, Quebec, Rioux will report to Randy Martin, VP Operations.

TIM-BR MART holds fourth annual National Buying Show

On February 21 and 22, TIM-BR MART held its fourth annual National Buying Show at the Toronto Congress Centre in Toronto, Ontario. The buying group delivered excellent pricing on products from their key vendors. In addition to the exceptional offerings, TIM-BR MART's marketing programs and value-added services were highlighted at the show.

TIM-BR MART Group President Bernie Owens said, "There are some incredible specials here and the show is such a great way for our members to foster good relationships with their fellow dealers and with vendors, and to learn about ways to build their businesses."

This year, an array of services were showcased to support the retail operations of its members. The more than 1,300 attendees were introduced to TIM-BR MART's "Solutions Centre," which presented marketing, merchandising, distribution, and LBM solutions.

In addition to the buying opportunities, the show also featured breakfast seminars; and sixteen training sessions – eight in English and eight in French – were held throughout the show.

Chalifour Canada, TIM-BR MART's distribution arm, had another strong presence at the show. Its Category Managers were stationed in dedicated Buyers Booths that were strategically placed within their category at the show.

The event opened with a lively reception featuring brothers Kevin and Andrew Buckles from the Projects Reality Show, sponsored by TIMBER MART stores, which follows them as they engage in challenging and often quirky D-I-Y cottage building projects. The brothers competed in the evening's sporting events, entertaining the crowd. The gala dinner the following night was emceed by comic James Cunningham and featured a spectacular lumberjack show.

SharpShooter Contest Winners

The Abbotsford Minor Hockey Association and its community partner, Matthew's House, are the grand prize winners of the TIMBER MART SharpShooter contest. As the grand prize winners, the Abbotsford Minor Hockey Association will receive \$10,000, plus \$50,000 will go to Matthew's House, a respite care home for children living with complex healthcare needs.

This contest featured a Facebook game and a mobile phone app that required



participants to play a challenging skills-based hockey game and contribute their points to their local minor hockey association. At the end of the contest period, those points were turned into ballots and 10 finalist teams were randomly selected. Hockey associations were then asked to submit a proposal outlining how the prize money would help both the hockey association and its youth-focused community organization of choice. A panel of judges from the Timbrkids Foundation Board deliberated over the proposals.

Jon Irwin, Vice President of Retail Services for TIM-BR MART Group, said "Our judges felt that Matthew's House was an excellent program that reinforces the mandate of the Timbrkids Foundation, which is to support the health and well-being of Canadian youth."

In addition to the \$60,000 grand prize, four secondary prizes valued at \$10,000 were also awarded, making for a total of \$100,000 in prizeing:

- Kamloops Minor Hockey Association - Charity: KidSport
- Yarmouth County Minor Hockey Association - Charity: KidSport
- Pictou Minor Hockey Association - Charity: Pictou County Early Intervention
- Bruce Peninsula Minor Hockey Association - Charity: Bluewater District School Board Sports Program Fund

In operation since 1967, TIM-BR MART Group is a large Canadian buying group for Independents. It is a member-owned organization serving building material and hardware retailers, commercial dealers and manufacturers. TIM-BR MART Group exists to help Canadian entrepreneurs involved in the sale of building materials and hardware to be more profitable.

Decorating Kids' Rooms Is Child's Play with These Five Tips

Sending your kids to their rooms for a timeout may take on a whole new meaning after a paint renovation. If the walls sport the right colours, your child may just want to stay there.

"Colours can have a tremendous effect on the mood and well-being of children, so it's important to do your research before tackling a décor project for a kid's room," said Martin Tustin-Fuchs, brand manager of DULUX® paint, a brand of PPG Architectural Coatings.



Create a more livable environment in your child's room with whimsical designs, such as this image of a wardrobe painted on the wall.

Bright red, he said, is known to energize and stimulate, but may interfere with a restful sleep. Cooler shades like blue have a calming, serene effect. Pastel hues are also known to be soothing, he said, while bright, bold tones can promote a sense of playfulness.

Tustin-Fuchs said a number of colour trends are currently popular for kids' rooms, including: cheery citrus hues like lemon and lime that add fun pops of colour on focal walls or furniture; complementary

colour combinations such as lavender mixed with soft green; and warm grey tones paired with creamy white or muted green, yellow, orange or purple. Classic black and white is also in vogue and can act as a clean backdrop for a room filled with bright accessories, painted furniture, and decorative bedding and window treatments.

"Trends can provide great decorating insight and ideas," Tustin-Fuchs said. "It's important to recognize, though, that trends come and go, so plan for the long term and

Industry News

opt for colours that best suit your child's personality."

He offers these five fail-proof tips for a child's room makeover:

Involve the kids. They're going to spend a lot of time in the space, so make sure your kids are consulted on the décor, such as paint colours and bedding. When kids take ownership of a project, they value the outcome that much more. Once the job is done, reserve a space on the wall for your kids to "sign" their work with handprints.

Plan for growth. Kids grow up pretty quickly, so ensure the colours you choose can mature with them. Bright pink may be your child's favourite colour today, but try settling on dusty rose, which can be adapted for a teen. Pastel hues from any colour family transition well as a child grows and tastes change. Similarly, bolder colours, like royal blue and violet, can suit the tastes of a toddler through to a young adult.

See it their way. Get down on your knees and look at the space from your children's perspective. Consider creating a more livable environment by painting a focal wall with a mural, like a jungle scene, to ensure the room is a desired place to hang out and play. Or, paint only part of the wall with a whimsical design; that wall can easily be repainted later on. Affix stars or other fun designs to the ceiling and the kids will actually look forward to bedtime. Glue small toys or puzzle pieces on photo frames, mirrors, curtain rods and lamp tops to add extra appeal.

Think "off the wall". Consider livening up your child's room by creating fun-looking walls. Faux finishing is one way to go, from simple methods like sponging to more complicated ragging and combing. Unique designs can easily be made using common household items like plastic bags, container lids, scrub brushes, combs or old clothing. Another option is colour blocking. Choose an accent wall and paint stripes, squares or other geometric shapes using two or three different colours.

Wash worries away. The walls of kids' rooms go through ample wear and tear, so ensure the paint you use can take a beating. Durability and washability are key features to look for in a paint to prevent scuffs and keep dirt and grime at bay. An eggshell or pearl finish is recommended for longest-lasting results.

For more information about DULUX paint and to view colour samples, visit www.dulux.ca or a DULUX paint store near you. DULUX is a registered trademark of AkzoNobel and is licensed to PPG Architectural Coatings Canada, Inc. for use in Canada only.



Get the facts
at castle.ca/freedom or call me.

Bruce Holman Business Development Manager
(647) 228-1414 bholman@castle.ca

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Chalifour Announces New Location of BC Distribution Centre



On February 10th, Chalifour Canada announced that its Surrey, BC distribution centre will be relocated to a new facility in Surrey by the end of May 2014.

Chalifour is implementing a dynamic plan to solidify its overall national structure while significantly improving its efficiency and the array of services offered to its members in British Columbia. The new Chalifour Surrey facility will warehouse building materials, which will become its specialty. At the same time, this warehouse will be used as a cross-dock facility by the BC dealers.

An even greater advantage offered by this reorganization will be that BC dealers will have access to a much larger and more complete selection of hardware products. The move will see the hardware business consolidated into Chalifour's existing 400,000 sq. ft. London, ON distribution centre.

Bret Walters, General Manager of Chalifour Canada, commented, "The consolidation of the hardware distribution in London will create new efficiencies and will offer BC dealers a selection of over 35,000 hardware SKUs. Coupled with the recent launch of our new ECAT, the dealers will experience a new, improved ordering process for their hardware needs."

A 100% Canadian-owned hardware, lumber and building material distribution company, Chalifour Canada Ltd is part of the TIM-BR MART Group and serves independent home improvement entrepreneurs in every province and territory. From five warehouses and offices

in British Columbia, Ontario and Quebec, Chalifour Canada offers full transportation and logistics services, cutting-edge product ordering and inventory management technologies, plus a dedicated national sales team providing in-store retail support. To learn more, visit www.chalifourcanada.com.

Sexton Welcomes New Members



Sexton Group Ltd is proud to welcome three new members to the group: Country West Supply Ltd, located in Chilliwack, BC; new Kenroc Building Materials Co. Ltd branch located in Redcliff, AB; and Beaver Metal Cladding Ltd, located in Grande Prairie, AB.

Country West Supply owners Richard Reddicopp and Angie Wiens have been involved in the lumber and agricultural industry for several years. Servicing the Chilliwack and surrounding area, this is the place to go for all your agricultural needs.

Kenroc Building Materials Co. Ltd just added their 13th location with the acquisition of Medicine Hat Drywall Supplies. Kenroc Building Materials has been in business for over 45 years and are pleased to be able to serve Southern Alberta from Medicine Hat.

Beaver Metal Cladding Ltd is a new venture for owner Martin Janzen. With a background in construction, Martin brings with him knowledge of the Ag commercial and residential industry that will benefit his customers with any project.

Building Futures in the

SKILLED TRADES



For more than a generation, school children have been conditioned to believe that a university degree is the only path to a full and rewarding career. But with Future Building 2014, the Ontario Construction Secretariat (OCS) is hoping to dispel that myth by putting the spotlight on career options in the skilled trades that are available to today's students.

"Pursuing a job in the skilled trades creates opportunities for young people," says Sean Strickland, Chief Executive Officer of the OCS. "We are facing a shortage of skilled labour in Ontario, which means students who learn a trade have excellent prospects of quickly establishing themselves in a viable, sustainable and honourable career."

The next two decades will see a severe shortage of skilled workers in Ontario. The first wave of Baby Boomers are hitting retirement age and leaving jobs they have held down for 40 years or more, but there are not enough young people coming through the system to fill the vacancies that will be left. The shortage could reach as high as 95,000 workers in just five years. And there is work to be done. Major projects like public transit across the Greater Toronto Area and central Ontario, mining facilities in Northern Ontario, infrastructure projects for the 2015 Pan Am Games and investments in energy infrastructure mean steady growth in construction, and a need for skilled workers.

"A skilled labour shortage is a real threat to our long-term economic health," says

Strickland. "When the province is working, it grows. A stable and growing labour force is one of the foundations of economic prosperity. Ensuring Ontario has a quality pool of skilled tradespeople from which to draw, ensures Ontario remains a solid province in which to invest, and will keep Ontario growing."

The 11th edition of Future Building - a three-day, hands-on construction career expo aimed at students from Grades 7 to 12

"We have great needs in the construction trades, and they provide a very comfortable lifestyle with excellent wages, provide rewarding work and tangible results."

- will take place April 8-10 at the Mainway Recreation Centre in Burlington.

"Over the past generation, there has been an emphasis on a university education as the only path to a good job," says Strickland. "But there are other options out there. We have great needs in the construction trades, and they provide a very comfortable lifestyle with excellent wages, provide rewarding work and tangible results."

For more information, please visit: www.futurebuilding.ca; 'like' Future Building 2014 on Facebook; follow it on Twitter @OntConstSec and keep up with the conversation about the expo using the hashtag #FutureBuilding2014.

About Future Building 2014

Future Building is a three-day hands-on construction career exhibition to help young people, teachers, educators and the public develop a positive view of the jobs available in Ontario's industrial, commercial and institutional construction industry. Taking place April 8-10 at the Mainway Recreation Centre in Burlington, the exhibition is a joint initiative, co-sponsored by Employment Ontario and the Ontario Construction Secretariat. Direct and in-kind involvement from the building trade unions and management representatives who work in Ontario's unionized construction industry is a key part of Future Building.

About the Ontario Construction Secretariat

The Ontario Construction Secretariat was formed in 1993 as a joint labour/management organization representing 25 unionized construction trades and their contractor partners in Ontario's Industrial, Commercial and Institutional construction sector. The OCS is a respected organization that undertakes research that enhances the well-being of the industry, and provides advice and guidance on public policy matters related to the industry.



GENERAL BUILDING PRODUCTS

Putting heart & soul into the business for 50 years!

The independent building supply retailer has always been a mainstay business in most small communities in Ontario. They employ local people; provide valuable services and products; contribute to the tax base; support local charities and sports groups; and, in many cases, are active in the local political scene. We always enjoy recognizing those retailers who are well established in their communities.

To keep our database up-to-date, we send out an annual questionnaire requesting contact changes, address

changes, etc. We received one back from General Building Products with a little side note indicating that they have been a proud member of the LBMAO for almost 50 years. We certainly appreciate their support and wish to give them some recognition as a pillar of their community and longstanding member of the association.

General Building Products is located in the Southwestern Ontario community of Walkerton. The business was established in 1962 by Rob Brown, a local businessman, who purchased an older home on a large

lot on Yonge Street in Walkerton, brought in inventory and started selling sticks and related building products to local contractors. Rob took on a partner in 1964 by the name of Wilfred White, a local contractor from Wingham. Wilfred bought Rob out and took over full control of the business in 1969.

Wilfred expanded the sales and recognized that the business could not grow in the current location. In 1977, he purchased 2 ½ acres of land on Industrial Drive in the outskirts of Walkerton and

moved the business to its current location, expanding from an 800 sq. ft. store to a 4500 sq. ft. showroom - with a 10,000 sq. ft. warehouse and sheds - all the while servicing their contractor base and walk-in customers.

In 1975, Wilfred's son Mike started working at the store with his brother Joe joining him in 1981. Jeff, Mike's son, joined the business in 2000. All three had worked at other jobs after leaving school but came back to work in the building supply business with their father. General Building Products joined the Castle Buying Group in 1997 and have been a member ever since.

There are a total of 5 employees, including Mike's wife Cathy who does the books and payroll for the business. Additional part time staff is added in the summer to ensure they can meet the needs of their customers in a timely fashion. As with all successful, independently owned building supply businesses, service is the key to their success. You know as soon as you walk into the store that this business takes pride in ownership. The store is clean, well-organized and you are often served by one of the owners! The yard and warehouses are immaculate. These folks take pride in their business and want their customers to come back! They take an active part in their community, including sponsorship of sports teams; involvement with the local BIA; and Jeff is on the municipal council.

The store draws from the township of Brockton with a population of 10,000. General Building Product's customer base is about 60 percent contractor and 40 percent walk-in, which would be typical of a building supply business operating in a farm community of this size. With agriculture being the most dominant industry, there is also the presence of other industries, such as Bruce Power and Hydro One, with their economic impact of employees and business needs. As well, retirees who are selling properties in the larger urban areas are finding this area to be affordable with all the amenities they require; during the summer, Lake Huron's playground is not far away and, during the winter months, skiing and other outdoor activities are close by.

General Building Products is truly an example of a successful, family run, independent building supply retailer. We congratulate them for 50 years of service to their community!

Opposite: Proud owners Joe, Jeff & Mike White

This page from top: The bold store sign beckons customers to drop in; the immaculate store interior; the well-organized warehouse.

"As with all successful, independently owned building supply businesses, service is the key to their success."





The LBMAO Winter Sports Day

Thursday, February 27th heralded the 2014 LBMAO Winter Sports Day. Winter sports enthusiasts had a choice – indoors or outdoors! This has been an exceptional year for winter sports.

The 2014 LBMAO Toronto District Curling Bonspiel, co-hosted by **Royal Woodworking/Alexandria Moulding**, was held in a new location this year at the Bradford Curling Club.

The competition was intense and the socializing was even more exciting!! The winning team - John & Shelley Carrey and

Paul & Koona Sutter - hosted by Evans Home Building Centre in Sudbury took the day. I am sure we will see them at the Brier (at least in their minds they will be ready

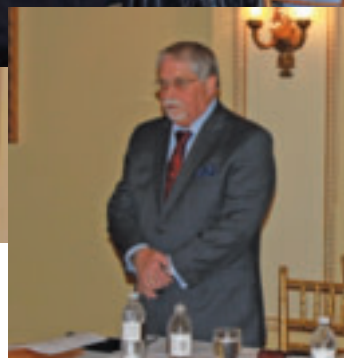
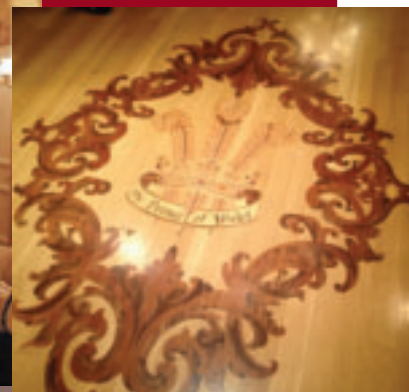
"Winter sports enthusiasts had a choice - indoors or outdoors!"

for it)! We thank Alexandria Moulding for hosting this event and look forward to next year.

As well, the 5th Annual LBMAO

Snowmobile Day was underway at the Haliburton Forest & Wildlife Reserve. Steve Young (Kwik Mix Materials Limited) and Steve Schell (Schell Lumber Home Building Centre, Stouffville) were our guides again this year. There were returning sledders as well as some new snowmobile enthusiasts who joined us for another great day on the trails. It was cold but beautiful and the stop at Ron Schell's cottage for a lunch break was a welcome retreat!

We thank our guides and the Schells for their hospitality!



LBMAO's 96th *Annual General Meeting*

The LBMAO returned to Niagara-on-the-Lake for a third time to host its 96th Annual General Meeting. Our attendees have always enjoyed this location and staying at the Prince of Wales Hotel - a very fine establishment that few hotels in Ontario can match for old world ambiance and fine dining.

The Board of Directors presented to the participants the annual report in the

afternoon and then hosted a pleasant evening of fine dining and music. The Board, through the presentation by President, Dave Campbell, provided insight into the challenges the association has faced with the demise of the Canadian Home Improvement Show but also emphasized how we are addressing the changing dynamics of how the association will move forward in the future.

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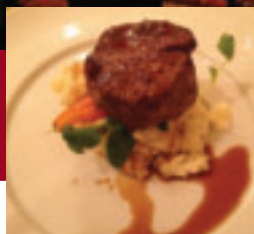


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With changing technologies and shifting trends in social media and communication, the LBMAO will be looking into whether it would be cost-effective to begin publishing digital versions of its Annual Directory and Reporter Magazine. As well, training in health and safety, estimating and other business management support services have been a growth area for the association and will continue to be expanded to provide value added services to our members. The new "Load Securement" course is an example of a new training course that has proven to be supportive of our members' needs in inventory management and shipping of product.

After Outgoing Chair, Bob Lockwood, shared some closing remarks, he followed through with the ceremonial "Passing of the Gavel" to incoming Chair, Dwayne Sprague (pictured on page 25).

We look forward to a busy 2014, (once the snow has cleared away) working with our new Chairman, Dwayne, and we thank our sponsors and attendees of the 2014 AGM!



Welcome New Members

The LBMAO Board of Directors is pleased to welcome the following new members:

Retailers:

Gibson Roofing Supplies

194 Earl Stewart Dr
Aurora, ON L4G 6V7
Tel: (905) 475-6002 Fax: (905) 479-8305
E-mail: michelle@gibsonsupplies.com
Website: www.gibsonsupplies.com
Primary Contact:
Michelle Kenney, Sr Manager
Other Contacts:
Doug McCumber, Sr. Manager
Jamie Partington, Sales

Home Building Centre

429 William St
Cobourg, ON K9A 3A4
Tel: (613) 372-6895 Fax: (613) 372-0529
E-mail: eric@cobourghbc.ca
Primary Contact: Eric Hobe, Sales
Other Contacts: Dan Brousseau, Manager

Suppliers:

Bailey Metal Products Limited

91 Caldari Road
Concord, ON L4K 3Z9
Tel: (905) 738-9267 Fax: (905) 738-9408
Toll-Free: (800) 668-2154
E-mail: mruffolo@bmp-group.com
Website: www.bmp-group.com
Primary Contact: Mike Ruffolo, National
Retail Sales Manager
Primary Product or Service: Lightweight
Steel Framing (LSF), Non-loadbearing steel
framing, drywall trims and accessories,
roofing products, vinyl and paper-faced
metal bead.

Canadian Wood Products

315-407 McGill St
Montreal, QC H2Y 2G3
Tel: (514) 871-2120 Fax: (514) 871-9316
E-mail: dave.pestill@cashierpro.com
Website: www.cashierpro.com
Primary Contact: Charles Boisclair, HR/Com
Director
Other Contacts:
Kim Reynolds, Trader
Primary Product or Service: A professional,
committed and entrepreneurial trading
team

..."Healthy Family" continued from page 11

Preplanning meals for the week will allow you to ensure that your family is consuming the right amount of nutrients with each meal.

Keep it fresh. Introduce new foods regularly and give a new twist to old favourites. Variety is key to eating well - and the spice of life. Consider surfing the Internet for new recipe ideas or purchase a cook book with recipes from a different style of cuisine.

Get moving. Wear a pedometer and challenge yourself to increase the number of steps you take in a day. Physical activity will make you feel better and burn calories from occasional treats. Keep active as a family by jogging together or joining a local sports league.

For more information and support on helping your family maintain a healthy weight and lifestyle, speak with a registered dietitian who can create a personalized plan for you.

The LBMAO Benefit Program offers many different coverage options to groups of all sizes, allowing you to tailor your benefits to your employees' needs. All benefit plans include an Employee Assistance Program (EAP) serviced by Shepell-fgi and there are no minimum size requirements necessary for coverage under the LBMAO program. For assistance in comparing benefit plans or to obtain a no-obligation, free quote, please contact Morneau Shepell at 1-866-307-1403.

Membership has its privileges!



name That Face

This image was sent in from one of our readers specifically for this feature. He has spent countless hours volunteering for the LBMAO over the years. Can you tell who it is?

Send your answer to:
cbuffa@lbmao.on.ca

The correct answer will be posted in the next Reporter!

Last issue's answer:
The mysterious man in
tights is LBMAO Past
Chair, **Alain Lacroix**, who
has since retired from
Alexandria Moulding!



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Jamie Adams
Allen Building Centre Woodstock, ON



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Get the facts.
Contact your Business Development Manager in Ontario:

Bruce Holman (647) 228-1414 bholman@castle.ca

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