## Press release For immediate release



## LOWE'S CANADA ANNOUNCES THE ADDITION OF TWO NEW RONA DEALER STORES IN STURGEON FALLS AND WARREN, ONTARIO

With two locations, RONA Goulard Building Supplies is ideally positioned to meet the needs of the region's contractors, DIYers and retail customers

Boucherville, Quebec, September 29, 2017 – Lowe's Canada is proud to announce that Goulard Building Supplies Limited joined its RONA dealer network and will be converting its two sales points in Northern Ontario to the RONA banner. Located at 11995 Highway 17 East in Sturgeon Falls, the parent store boasts 10,000 square feet of retail space as well as a 1.5-acre lumberyard. The satellite store, located in Warren, has a retail sales area of approximately 3,500 square feet and a 12,000 square feet lumberyard. In addition to retail and DIYers customers, RONA Goulard Building Supplies specializes in serving contractors, and is known for its seasoned personnel and dependable service.

"We are thrilled to see Goulard Building Supplies join the RONA dealer network. The Goulard family has been sharing its expertise and offering great service to the local community through the generations, and we look forward to supporting Charles Goulard's continued success and growth ambitions for the future," said Philippe Element, Divisional Vice-President, RONA Affiliate Dealer Sales and Services, at Lowe's Canada.

"In order to compete in this era of next generation retailers, we felt we needed to change the way we were retailing in ways of e-commerce, product supply, consumer loyalty programs, marketing and advertising. After careful consideration and open discussions with many of the alternative banners and buying groups, we concluded that RONA was best positioned to deliver what we needed to ensure our business would move to the next level in both retailing and contractor supply," said Charles Goulard, Owner and General Manager. "Our future revolves around the growth of our existing locations as well as the purchase of additional ones. This will allow us to use the synergies associated with the central location in Sturgeon Falls to strengthen our offering and profitability", he added.

Since 1957, Goulard Building Supplies Limited has been focused on serving customers. It is now in its fourth generation of Goulards with Charles Goulard completing his succession purchase in late 2015.

## **About Lowe's Canada**

Lowe's Companies, Inc. (NYSE: LOW) is a FORTUNE® 50 home improvement company serving more than 17 million customers a week in the United States, Canada and Mexico. With fiscal year 2016 sales of \$65.0 billion, Lowe's and its related businesses operate or service more than 2,370 home improvement and hardware stores and employ over 290,000 people. Based in Boucherville, Quebec, Lowe's Canadian business, together with its wholly owned subsidiary, RONA inc., operates or services more than 600 corporate and independent affiliate dealer stores in a number of complementary formats under different banners. These include Lowe's, RONA, Réno-Dépôt, Marcil, Dick's Lumber and Ace. In Canada,

the companies have more than 25,000 employees, in addition to nearly 5,000 employees in the stores of RONA's independent affiliate dealers. For more information, visit <u>Lowes.ca</u>.

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For more information:

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