

Mike Kent
President
Kent Trusses Limited

Mike Kent is President of Kent Trusses Limited. Mike graduated University with a degree in Forestry and in 1975, along with his wife Janice, established Kent Trusses Limited. Kent Trusses sponsored their very first seminar in 1975 at the Caswell Hotel in Sundridge, and has continued them throughout the years.

Seminar opening remarks – Deerhurst Resort - April 18/2006

Good morning and welcome... welcome to Deerhurst Resort. My name is Mike Kent, and on behalf of Janice and all the employees of Kent Trusses, I want to extend a warm welcome to each and everyone! We are immensely grateful that you have chosen to share your day with us.

We know that it is very difficult ... to free up a day this time of year, now that things are rolling, and especially after a long weekend. So, again we are thankful for your support and your contribution to this seminar.

It was 30 years ago this past February when we held our first seminar at the Caswell Resort in Sundridge. I remember it well. Our featured speaker was Nick Aplin of Forintek. I recall discussion about some guys out west trying to make lumber out of veneer ... **Low grade veneer** at that!! There were skeptics, but as we all know, truss joist quickly silenced their critics and in the process spawned a whole new industry - to the benefit of us all!

TECHNOLOGY has brought about many changes in the past 30 years! 30 years ago a Blackberry was something we consumed; now we are consumed by blackberries!!

30 years ago if you had asked me about **EMAIL** and **YAHOO** and **GOOGLE** and **IPOD** and **BLUE TOOTH**, I would have suspected you were talking about some of the **GOOD OLE' BOYS** I went to school with in Penvensy! (or maybe it was the girls). Now, of course these "Terms" are household names.

But the more things change the more they stay the same. When it's all said and done, we are here today so that we can do a better job for our customers – provide better value, with less hassle. That objective has not changed in 30 ++ years, it has just intensified, and will continue to do so!!

To this end, we hope through the activities of the day to contribute in some small way to productive and useful dialogue about Bill #124 and its implementation.

We are pleased that we have representatives in attendance from Government, from Enforcement, from our suppliers and of course, from our customers.

We encourage your active participation today! And we encourage you to raise challenging questions during the panel discussion, which can go on indefinitely, if needed.

When you depart later today we want you to be sure that your time at Deerhurst, has been well spent!

Before I turn the podium over to John Oszczep – affectionately know as “Johnny O”..... I want to thank all of our speakers for giving so generously of their time to make this day possible. Your input and your commitment to our industry are much appreciated!!

In closing, I cannot pass up this opportunity to thank our customers. It’s an old cliché... that we wouldn’t be here without you, but it has never been more true than today!

We are immensely grateful for your support and I want to assure you that even though we’ve been around for 30 years, it has gone like a snap. **THE BEST IS YET TO COME**, or as **GOOGLE & IPOD** would say – **YOU AIN’T SEEN NOTHIN YET.** .

I turn the podium over to you, John, to introduce Michael de Lint.