



fencing | automated gates | overhead doors

# Newsletter

December Issue | #01 | [wwinfo@wallacefences.com](mailto:wwinfo@wallacefences.com)



## MEET YOUR W+W SALES TEAM

Our sales team is fully cross-trained across all Wallace + Wallace product lines, including fencing, overhead doors, gates, automation, and temporary fencing, allowing them to support customers with versatile, well-rounded expertise.

### Back Row - From the left to the right:

Ben Saunders, Loghan Sullivan, Steve Neufeld, Bryson Kingston, Aidan Dymtriw, Garth Styles, Hans Boge

### Front Row - From the left to the right:

Stacey Buhler, Emily Kehler



## YOUR ACCOUNT MANAGER: AIDAN DMYTRIW

We're pleased to announce that Aidan Dymtriw has been promoted to Account Manager. Since joining Wallace + Wallace in Sales in 2024, Aidan has built a strong understanding of our products, processes, and customer expectations. He is fully trained across all product lines, including fencing, overhead doors, gates, and automation, giving him the ability to support a wide range of customer needs.

In this new role, Aidan will be focused on meeting with customers throughout his territory to better understand their day-to-day challenges, service requirements, and long-term goals. His priority is to listen, gather meaningful feedback, and identify any gaps in communication, service delivery, or support. Aidan will bring these insights back to our internal teams to help strengthen our responsiveness and ensure we continue to provide reliable, high-quality solutions.

## CONTACT US

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## WALLACE + WALLACE VISITS CLOPAY HEADQUARTERS

Last week, a group from our Sales Team and Management had the opportunity to travel to Clipay's headquarters in Ohio for an immersive training and strategy experience. The visit reinforced our longstanding partnership with North America's leading garage door manufacturer while giving our team a deeper understanding of the products, innovations, and people behind the Clipay brand.

During the multi-day session, our team toured Clipay's manufacturing facilities, gaining firsthand insight into the craftsmanship, quality control, and engineering that go into every door. This behind-the-scenes look at production - from raw materials through to finished product - strengthened our confidence in the solutions we deliver to dealers, lumber yards and clients across Manitoba and Northwestern Ontario.

The group also participated in advanced product knowledge workshops, these sessions equipped us with updated technical knowledge, upcoming product launches, and new tools to better support our customers in design, selection, and long-term performance.

We look forward to sharing what we've learned with our teams - and applying it to elevate every customer experience moving into 2026 and beyond.





# INTRODUCING

December 8, 2025

## WELCOME GARTH STYLES

### DIRECTOR OF SALES & BUSINESS DEVELOPMENT



We're excited to share that Garth Styles has officially joined Wallace + Wallace as our new Director of Sales & Business Development. With over 30 years of sales leadership experience, Garth has built a strong reputation for driving growth, elevating service, and building trusted customer relationships across multiple industries in Manitoba and North Western Ontario.

In this new role, Garth will oversee all sales functions across fences, overhead doors, and gates, working closely with the sales team at Wallace + Wallace. His focus will be on strengthening collaboration, understanding where service gaps exist, and helping us raise the bar on the customer experience - from the first inquiry to delivery and execution.

Garth will also be active in the community and industry, attending events, meeting with key partners, and connecting with organizations that rely on overhead doors, security fencing, temporary fencing, and the full range of Wallace + Wallace fence offerings.

He is known for being direct, collaborative, and great at making things happen. The team is excited to work with him, learn from him, and continue improving how we show up for our customers every day.

#### **Get to Know Garth - 3 Fun Facts!**

Golf is his happy place. If there's a fairway, Garth will find it.

Girl Dad to 3 and Dog Dad to his Bernadoodle "Banks"

Garth unknowingly had dinner with Lady Gaga in Toronto.

Yes, *the* Lady Gaga.

**Ask him about it!**

**Garth Styles**

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**REMINDER**

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+WALLACE**

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**THURSDAY DECEMBER 18  
FRIDAY DECEMBER 19**

**CLOSED**

**FOR PHYSICAL  
INVENTORY COUNT**

**DURING THESE TWO DAYS, QUOTING WILL CONTINUE AS USUAL, HOWEVER WE WILL BE UNABLE TO ACCOMMODATE ANY SHIPMENTS OR PICK-UPS. PLEASE PLAN ACCORDINGLY AND WORK WITH YOUR SALES REPRESENTATIVE AHEAD OF TIME TO ENSURE ANY REQUIRED MATERIALS ARE SHIPPED PRIOR TO DECEMBER 18TH.**