


CANS Advantage Offers

The **CANS Advantage Program** is designed to provide added value to CANS members through partnerships that give them discounts on unique and exclusive products and services, helping save your company and employees money.



**2020-
2021**



For more information:
Vanessa Greencorn
Membership Lead
(902) 468-2267 ext. 717
vgreencorn@cans.ns.ca



Advocate

Take Advantage of this Offer:

Kevin Colborne
(902) 483-0759 | kevincolborne@advocateprinting.com

Details:

- 15% Discount on advertising in all publications and websites owned by Advocate Media and Metro Guide Publishing.
- 15% Discount on all VisionFire Photography/Video services, including but not limited to;
 - Commercial Photography – product, exterior and interior architectural, corporate portraiture.
 - Aerial Video and Photography (Drone) – construction projects, building and land surveys, real estate.
 - Corporate Video – training videos, infomercials, social media campaigns, time lapse video.
 - Post Production Services – video editing, motion graphics and titles, music & sound editing, close captioning and sub-titles, large format scanning, photoshop image creation and restoration.

About:

Advocate has a rich history in Atlantic Canada. For much of that time we have been serving our clients with innovation, service, and transformation. But most importantly, for over 100 years now, we've never lost sight of our roots or our greater purpose — to be an active supporter of our communities.

Best Western Hotels & Resorts Atlantic Canada



Details:

- Members enjoy 15 to 25% off guest rooms at participating Best Western Hotels & Resorts Atlantic Canada. *(Please contact the individual property for more details.)*
- Free breakfast
- Free parking
- Free Wi-Fi
- Free loyalty program, Best Western Rewards
- Complimentary use of our pool and fitness centre

Take Advantage of this Offer:

Heather Coffen
Director of Sales
(902) 444-8655

sales@chocolatelakehotel.com

About:

Best Westerns of Atlantic Canada features 14 beautiful Best Western branded hotels in Edmundston, Grand Falls, Woodstock, Fredericton, Moncton, Bathurst, Saint John, Truro, Halifax, Dartmouth, Bridgewater, Liverpool, Yarmouth and St. John's.

If you have a project in any of these regions, please ask to set up a project rate and don't miss your opportunity to earn Best Western Rewards points, which never expire. You can redeem your points for free night vouchers for any of our 4500+ hotels around the world, travel cards, retail/gas gift cards and more! Take advantage of our beautiful locations, WeCareClean standards for cleanliness and outstanding service!

**We Are Committed
to Keeping You Safe
and Healthy with
Industry-Leading
Cleaning Standards**



Best Western
We Care Clean.





BFL
CANADA

Risk and Insurance Inc.

BFL Canada

Take Advantage of this Offer:

Peter Campbell
(902) 401-3787
pcampbell@bflcanada.ca

Jennifer Mason-Ward
(902) 402-7054
jmason-ward@bflcanada.ca

Details:

- Up to 20% off as it relates to performance & labour and material payment bonds through the facility; QuickBond Surety facility; Access to all other surety companies in Canada.
- Online portal to expedite bond requests found at: <http://www.bondassist.com/portal/>
- Applicants can qualify after just one year of operation provided they've completed five projects.
- No accounting requirements for the business.
- Underwriters rely on personal net worth (not the Retained Earnings of the business).

About:

QuickBond was established in 2010 to make bonding more accessible to smaller suppliers, service contractors and builders and to those requiring only occasional bonds and seeking to avoid the substantial annual administrative fees currently required. QuickBond has a minimum service fee of \$600 compared to industry standards of \$1,500-5,000.

The Brick



Details:

- The brick is known for its sales and promotions. This would be pricing above and beyond that of our sales. With furniture and mattress savings on sale pricing of up to 25%, appliances up to 10%, and electronics up to 7% off.
- We will go above and beyond to offer you the best pricing. Anything with more markup can see discounting upwards to 55% off.
- Tailored experience where you deal directly with the commercial sales associate at The Brick.

Take Advantage of this Offer:

Pricing by appointment. Please
contact:

Nathan Jardine
(902) 802-8075

nathanjardine@thebrick.com

About:

The Brick's friendly and professional people work hard for our customers every day. Our head office is proudly based in Edmonton, Alberta, and we operate more than 220 stores across Canada. We're not just The Brick – we're also The Brick Mattress Store, The Brick Super Store and The Brick Outlet.



COOPER
EQUIPMENT RENTALS

Cooper Equipment

Take Advantage of this Offer:

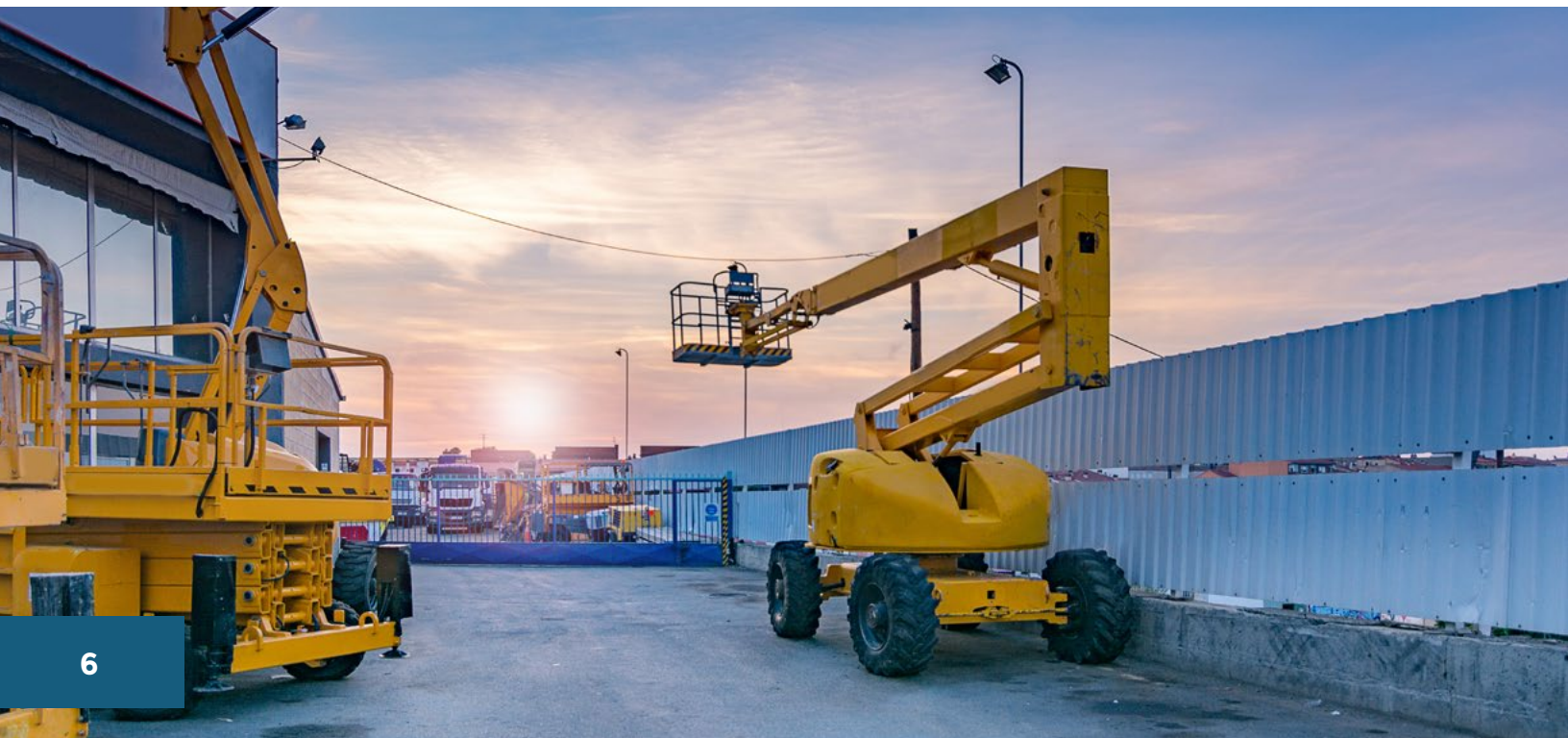
David Slaunwhite
(902) 468-2277 | (902) 877-4781
dslaunwhite@cooperequipment.ca

Details:

- 15% off book rates,
- 24-hour on-call rentals and field servicing.

About:

Cooper Equipment Rentals Ltd. is a full-service construction equipment rental company, servicing contractors across Canada. We specialize in the rental of compact, aerial and heavy construction equipment while providing a wide range of supplies, along with unparalleled service and support.



DoubleTree by Hilton Hotel Halifax Dartmouth



Details:

- \$99/ night for a standard guestroom,
 - *Valid until Dec 31, 2021*
- Complimentary parking,
- Complimentary local calls,
- Complimentary Wi-Fi,
- Complimentary warm DoubleTree Cookie available to all guests,
- Complimentary access to our Fitness Centre, and Indoor Pool.

About:

Whether you're travelling for business, or a fun-filled weekend getaway, The DoubleTree by Hilton Hotel Halifax Dartmouth places you center stage.

Neighbouring the Macdonald Bridge, the hotel is just minutes away from downtown Halifax. Quick, easy access to the Alderney Landing Ferry, and Maritime Bus Terminal, makes visiting Halifax's popular attractions simple. The hotel embodies a modern and stylish accommodation, with many rooms and suites featuring a scenic view of Downtown Halifax, Halifax Harbour, and the Bedford Basin.

Take Advantage of this Offer:

Hotel: (902) 463-1100

[reservations@
doubletreehalifaxdartmouth.com](mailto:reservations@doubletreehalifaxdartmouth.com)

(Main Contact / Room Bookings)

Jack LaVerdière

Corporate Sales Manager

(902) 464-5420

jack.laverdiere@hilton.com

(Events / Meetings)

Laura Arnburg

Catering Sales Manager

(902) 464-5417

Laura.Arnburg@hilton.com



DSM Telecom

Take Advantage of this Offer:

Curtis Fiander
(902) 334-2222
cfiander@dsmtel.com

Details:

- DSM Telecoms "Soft phone" Max UC. Downloadable to any device, any pc. \$14.95 per month, per user. Long distance is included. Free installation.
- Microsoft Teams Voice Packages. If your office is running on Microsoft teams and you're looking at going to Teams for voice, DSM Telecom now offers the Voice portion of this service through our local switch. Instead of purchasing voice credits and a monthly licensing through Microsoft, your teams voice will now come locally.
- Have the look and feel of teams, with the local support and Telephone quality of a local provider. No need for hardware either.
- Free installation,
- Free long-distance,
- Free 24/7 support.

About:

Your business's success depends on your ability to stay connected—all the time, anywhere business takes you. DSM's complete, state-of-the-art communications tools were specifically and uniquely designed to meet the needs of today's demanding business environment. Because you can't be tied down, our cutting-edge services give you total freedom; because you can't afford to stay still, we offer the ultimate in flexibility; because you don't have time to spare, we provide unparalleled service from an experienced team. Servicing all of Canada.

Glen Arbour



Details:

- Free power cart seat with the purchase of a green fee during the 2021 season,
- 15% discount on golf shop clothing at time of play.

Take Advantage of this Offer:

Use code CANS2021 when booking or contact:
golfshop@glenarbour.com

About:

Glen Arbour is a full-service premier public course that welcomes all. A course designed for all levels of play. This mature landscape offers a scenic place to appreciate the natural beauty. The picturesque course comes complete with a Georgian-style clubhouse housing a pro-shop, restaurant and several meeting rooms. We also offer Deerfield Par 3 course, ideal for novice and junior golfers. Offering consistent quality, Glen Arbour is the place to go for great greens!





Gotta Travel

Take Advantage of this Offer:

Marisa Maclean
(902) 830-2901
gottatravel@nexioncanada.com

Details:

- Dedicated corporate and leisure travel agent.
- No service fees for any CANS member companies.
- Full setup for Corporate Rewards with airline (Air Canada Corporate Rewards/Westjet Biz). Corporate Rewards allows for discounts and rewards as well as tracking travel/ expenses.
- Access to over 32,000 hotels worldwide in over 7,000 cities through the Worldwide Hotel Program. Hotels in this program offer Best Rate Available and up to 30% off that rate.
- Full setup of your company for a Corporate Car Rental program. Most provide 5% more in savings when setup on this program.

Client Testimonial:

"Marisa has been booking my business travel for years. She always keeps my preferences in mind when organizing my trips. Most recently, I had a flight delay that, with one phone call to her, she had arranged to have me on the next flight home. She is very professional and always available. Of all the travel agents I have had in the past, Marisa is by far the best and most reliable."

About:

Giving you the one-on-one service your company deserves. As a dedicated agent, I will know your company's preferences, goals and budgets. I will work with you to provide quality travel with your needs in mind. I will provide the same level of service for your employees for their personal leisure travel as well.

Halcraft

Halcraft

Printers Inc.®

Serving Atlantic Canada for over 70 years.

Details:

- CANS members will receive a 15% discount on all print orders including mesh & vinyl banners, signage, stickers, booklets, proposals, brochures, marketing material, stationery, posters, magnets, forms, graphic design.
- Offer cannot be used in conjunction with any other promotion.
- All CANS members will receive 1000 complimentary business cards with their first print order.

Take Advantage of this Offer:

Brian Arkelian
(902) 453-4511
brian@halprint.com

About:

Halcraft Printers Inc. is a family business that has been in operation for over 70 years. At Halcraft our goal is to partner with our clients. With this in mind, our success is our client's success and any challenges are faced together to determine the optimum solution. As a result, we have been able to achieve great results, meet printing challenges and be responsive and effective simultaneously.





Hampton Inn & Homewood Suites – Downtown Halifax

Take Advantage of this Offer:

Booking code: 0002788900

Hampton Inn:
[Click here to book online](#) or
1-855-331-0334

Homewood:
[Click here to book online](#) or
1-855-331-0337

Details:

- Free hot breakfast,
- Free Wi-Fi.

Hampton Inn –

- Sept - Dec 2020, \$104/night
- Jan - Jun 2021, \$104/night
- July - Dec 2021, \$119/night

Homewood Suites –

- Sept - Dec 2020, \$114/night
- Jan - Jun 2021, \$114/night
- July - Dec 2021, \$125/night

About:

Hampton Inn – Downtown Halifax is yours - we're within a kilometre of Scotiabank Centre events, Halifax Convention Centre, and Halifax Citadel National Historic Site. There's dining all around, and the waterfront's historic sights, bites, and tours are five minutes away. Enjoy free hot breakfast, free Wi-Fi, and our fitness center and indoor pool.

Homewood – In central downtown, we're less than 10 minutes' walk from the Convention Center and 30 minutes' drive from the airport. Take a stroll along the scenic Harbour Boardwalk then explore the shops on trendy Spring Garden Road. Cook up a treat in your suite's fully equipped kitchen before joining our complimentary evening social, Monday to Thursday. Wi-Fi and daily hot breakfast are free.

Hampton Inn - Truro



Details:

- All CANS members & employees enjoy 15% off Best Available Rate at the Hampton Inn & Suites Truro,
- Free hot breakfast,
- Free parking,
- Free Wi-Fi,
- Our free loyalty program Hilton Honors.

Take Advantage of this Offer:

[Click here to book online.](#)

About:

Centrally located in Nova Scotia, the Hampton Inn & Suites Truro is just off the Trans-Canada Highway, offering ample amount of parking. Settle into your modern guest room or suite which includes a microwave and fridge! Enjoy free hot breakfast, free parking, free Wi-Fi, and our onsite fitness center.





Hamster

Hamster

Take Advantage of this Offer:

Sandra Butt
(902) 209-7393
Sandra.butt@hamster.ca

Details:

- Special item contract pricing (core items),
- 10% off non-contract items (non-core items),
- 1% rebate off any order over \$350,
- Free delivery - same-day delivery in HRM.

Client Testimonial:

"J.W. Bird (Bird Stairs) has been dealing with Hamster (Novexco, Lyreco, Nova Scotia Stationers) for over 15 years. It is ironic that throughout all the name swaps and staff changes, the quality of service has never dwindled for even a second. During the many years of stationery ordering, I have also had the pleasure of getting to know staff on a more personal level. The best part of that, is the relationship is based on trust, not just costs. I am very pleased with all levels of assistance we get from Hamster, whether it is material we need in a hurry or just regular stocking orders. The support we get from Jennifer Price, our sales representative through all the channels to the driver, Kerry Hodgson, is exactly what we require. They really try to do whatever they can to help our daily situations and exceed customer service. I wouldn't hesitate to recommend Hamster to anyone looking for office products. The work they put in to satisfying the customer exceeds all other."

About:

Hamster's unique and creative business model is based on a network of four warehouses in major urban centres and more than 100 local stores that are designed to offset high transportation costs and optimize last-mile logistics, the tallest challenge for all Canadian distributors. The ability to offer quality products at a competitive price on the strength of robust logistics is a major selling point.

Holiday Inn Express & Suites Halifax Bedford



AN IHG® HOTEL

Details:

- 20% off Best Flex Rate,
- Includes complimentary breakfast, parking and internet.

Take Advantage of this Offer:

(902) 444-6700

reservations@hiexhalifax.com

About:

Stylish hotel minutes away from shopping, Alexander Keith's Brewery and Pier 21 on the Historic Halifax Waterfront. Kids of all ages will enjoy our indoor pool and water slide. Start and end your day in one of our spacious modern guest rooms, complete with mini-fridge, microwave, and 42" flat screen TV. All rooms include free breakfast, Wi-Fi, parking and electric car charging stations. An ideal choice for any type of individual or group traveler.





Pro™

Home Depot Pro

Take Advantage of this Offer:

Amir Nezhat
National Account Manager
(416) 577-7608
amir_nezhat@homedepot.com

Details:

- Home Depot Pro best tier pricing less 10% for MRO catalogue items for CANS members.
- Our offer is for discounts on commercial products through the Wholesale sales division of The Home Depot Canada (Home Depot Pro - Sexauer Ltd.).
- Payment is via Cheque, EFT, Visa, Amex, MasterCard (Home Depot Commercial Credit cards not available).
- All product is shipped to member provided site.
- Additional discounts available for bulk purchases and job pricing available.
- Statement reporting is available.
- Members can enroll in Pro Xtra to take advantage of discount, bulk pricing, and usage rebates through The Home Depot retail stores and retail store Pro Desk.

About:

ONLY ONE SUPPLIER IS HOME DEPOT.
AND WE'RE IT. If you manage it, we
have the know-how and tools!

Visit our website:

www.homedepot.ca/MRO

Ingage HR



Details:

- HR Assessment \$1200,
- Hourly Rate \$125/hr,
- Daily Rate (ongoing support) \$950,
- Recruitment \$2500,
- Long-term contracts of 6 months+ will receive a further reduction in rates.
- On-request Lunch & Learns. Ensure of how HR fits into your new business? Ingage will share the benefits of HR for your growing company. Ingage is offering a free one-hour lunch and learn session outlining the essentials of HR, as well as highlighting specific programs that might be beneficial to your business.

Take Advantage of this Offer:

Christine Isnor
(902) 422-8644
christine@ingagehr.ca

About:

Can HR be fun? Sure! At the very least, developing HR capacity and solving people problems is a huge relief. At its very best, building high quality HR practices will make your company a great place to work and put more money in your pocket. And how can THAT not be fun?

Christine has been providing HR guidance to emerging, small, and medium-sized organizations in a variety of industries in Canada for more than 20 years. She offers a scalable and flexible service model, customized HR programs & and tools and a common sense approach to develop amazing people operations that founders, CEOs, and employees alike can be proud of. Relaxed, authentic, and approachable, Christine's passion is working with you to make your business successful.

Jim Pattison Leasing



Details:

- \$500 credit for aftermarket upfitting to any vehicle leased through JPL (*subject to one vehicle per CANS member).
- Full fleet review consultation at no charge.

Client Testimonial:

"We struggled with the administration of our safety program. InspectionPal has reduced the amount of paperwork. It has also been a very effective management tool, as it allows us to get instant feedback on how well we are administering our program." – Tim Peacock, General Manager

Take Advantage of this Offer:

Julien Matwawana
(819) 642-7127

Amanda Brown
(902) 329-3303

Matt McLean
(819) 880-4017

About:

A recognized leader in the fleet leasing industry, Jim Pattison Lease provides flexible and innovative customized fleet management solutions and vehicle leasing to commercial and public sector enterprises. We are proud to be a part of the Jim Pattison Group. With sales over \$10.1 billion in 2017, and more than 45,000 employees, it is the second-largest private company in Canada.



Nova Physio

Take Advantage of this Offer:

When calling, please identify as CANS 2020 Member.

Burnside (902) 405-4545
Bedford (902) 405-3535
Timberlea (902) 444-3535

Robbie MacDonald
(902) 877-8484
rmacdonald@novaphysiotherapy.ca

Details:

- 15% discount on services including: physiotherapy, massage therapy, and chiropractic.
- Valid at all Nova Physiotherapy locations: Burnside, Bedford, Timberlea.
- Ask about services that can be tailored to your company and its employees including: Stride Academy, Yoga, Health and Wellness Days, Educational info sessions, etc.

About:

Nova Physiotherapy has been serving the Halifax area since July, 2004. We are independently founded, owned and operated by trained and experienced physiotherapists Jeff Walsh and Robbie MacDonald. With clinics in Timberlea, Bedford, and Dartmouth, we are situated throughout HRM to provide our high standard of care to our clients. Complementing our physiotherapy, we also offer a variety of other services and products, including chiropractic, massage therapy, dry needling, acupuncture, 3D gait analysis, orthotics, sports injury rehabilitation, MVA rehabilitation, Yoga, and much more. We are also WCB approved clinic.

Paystone



Details:

Paystone is offering a free cost savings analysis along with guaranteed preferential rates, services, and products to all Construction Association of Nova Scotia members.

Submit your current monthly merchant service statement and let a Paystone Payment Expert show you how you can save on your merchant fees and find the right software solution! Take our statement challenge! If we cannot save you money, we'll pay you \$500 for your time!

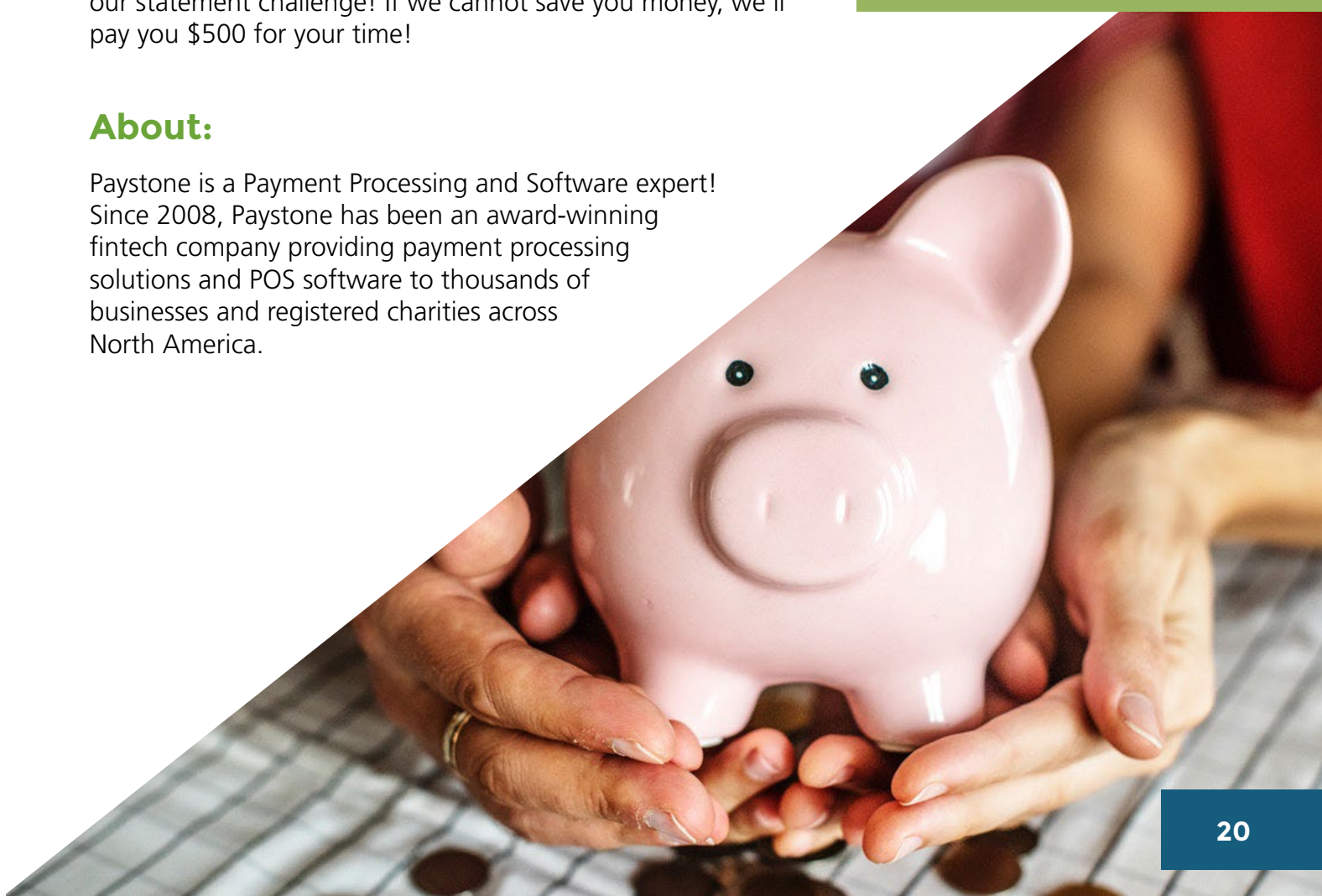
Take Advantage of this Offer:

Omar Kadray
Regional Sales Partner
902-412-2720

okadray@paystone.com

About:

Paystone is a Payment Processing and Software expert! Since 2008, Paystone has been an award-winning fintech company providing payment processing solutions and POS software to thousands of businesses and registered charities across North America.





Safety First

Take Advantage of this Offer:

George Hickey
(902) 802-0508 | george@safetyfirst-sfc.com

Details:

- Overall savings range from 10% to 76% off,
- No membership fees,
- Air Miles available with all training,
- All offers are exclusive to CANS members.

Offer Details:

- Offer 1. Two Courses for \$120: Any two calendar courses in the same month for \$120 (applies to 1-day courses on the public calendar, can be split between employees, low course min. applies, excludes scaffolding)
- Offer 2. Fall Pro NS/NB Combo: Combined 1-day Fall Protection NS/NB training for \$150 per person (low course min. applies, WorkSafe NB approved provider).
- Offer 3. Fall Pro NL Discount: Save 15% on 2-day Fall Protection NL training (applies to courses on the public calendar, low course min. applies, WorkplaceNL approved provider).
- Offer 4. On-Demand Price Cap: Schedule any on-demand course for as many as you would like, pay a maximum of \$800 (no min/max #, 1-day training only, includes materials and travel within HRM, excludes ATV/UTV and H2S Alive).
- Offer 5. Harness Inspection Training: Learn how to inspect safety harnesses for a flat rate of \$450 (no min/max # of participants).
- Offer 6. Free Safety & Training Advice: Safety requirements? Drop us a line and we'll help you out - no obligation, no charge.
 - Free safety training advice provides an extra level of service for members as it's not something we've advertised or promoted in the past.

About:

Safety First – SFC is the largest traffic control company in the Atlantic Provinces. Our standard of service is extremely high as we provide contract traffic control services to all of NB, NS, and NL Power organizations. In addition to providing traffic control, SFC also provides 30 safety-based training courses throughout the Maritime provinces. We pride ourselves on delivering “on-demand” courses according to YOUR schedule – at our location or yours.

Safety Services



Details:

- 15% off driver education & corporate driving course for CANS Member companies and their employees,
- Group pricing as well for even better savings.

About:

Safety Services Nova Scotia is the province's leading not-for-profit safety services provider for Road Safety, Occupational Safety, and Community Safety. Since 1958, Safety Services Nova Scotia has pioneered safety education and training programs that have improved the quality of life for Nova Scotians. Safety Services Nova Scotia is proud to be one of seven organizations approved by the Workers Compensation Board of Nova Scotia to provide Safety Certified Audits.

Take Advantage of this Offer:

(Please call for CANS discount)

Jill Schwartz
(902) 454-9621

contact@safety-services.ca



Schooley Mitchell

Take Advantage of this Offer:

Barry K. Scott,
Optimization Specialist
(902) 403-7991
1-800-957-0881
barry.scott@schooleymitchell.com

Details:

- Share 45% (Schooley Mitchell) 55% (member company) on found savings with a three (3) year agreement.
- Initial analysis is done at no charge and no obligation, no fees or cost to members (value of 2k).
- No internal resources required,
- Incur no risk,
- Members are always in charge of go/no go decision,
- If there are no savings there is no fee,
- Average savings is 27-28%,
- 90% reduce expenses by more than 18%.

Client Testimonial:

"It was a pleasure to work with an organization that really wants you to succeed. Safety Services not only talks the talk, but they walk the walk with you."

About:

Schooley Mitchell is the largest independent cost-reduction consulting firm in North America, with offices from coast-to-coast. We deliver objective business optimization advice, offering telecom, merchant services, small package shipping and waste disposal cost analysis. To date, we've delivered over \$340 million in documented savings to our clients.

Our services are risk-free – clients incur no out-of-pocket expenses and our fees are self-funded out of the savings generated. If savings aren't found, our clients don't pay.

Any business that uses telephones, wireless, computers, processes debit or credit cards, ships small packages or simply generates waste can benefit from Schooley Mitchell's expertise.

Stanhope-Simpson Insurance

Stanhope Simpson
INSURANCE LTD.

Details:

- CANS Members receive a 20% discount on homeowner/condo/tenant's insurance products and a 10% discount on automobile insurance products. This is a truly exclusive personal insurance discount program only for CANS member companies and their employees through locally owned and operated Stanhope Simpson Insurance in partnership with internationally recognized insurance company, Travelers Canada.
- Employees of CANS member companies will receive a personal assessment of their coverage needs and, based on their unique situation, a customized insurance solution will be offered at a discounted cost.
- Stanhope Simpson is not a call center so CANS members can expect consistent, personalized and professional service.

Take Advantage of this Offer:

Scott Conrad
(902) 454-8641 ext. 251
sconrad@stanhopesimpson.com

Client Testimonial:

"This program saved my family considerable money on our home and auto insurance – well over 30%. And the switch to Stanhope Simpson was painless. It is also comforting to know that my family's insurance is now with a local, independent broker as opposed to a big bank. I would highly recommend to any employee of a CANS member company to request a quote." – CANS Member, Fall River, NS

About:

Stanhope Simpson is an independent, privately owned and operated business similar to many of our long-standing, highly valued construction clients. We are proud to be an industry leader among insurance brokers in Atlantic Canada for construction insurance and surety bonding solutions. We also boast a highly talented personal lines team that is dedicated to providing exceptional automobile, home, marine and other personal insurance advice and product selection for individuals and families throughout the Atlantic Provinces.



Tru by Hilton Yarmouth

Take Advantage of this Offer:

Emily MacRae

sales@hamptoninntruro.com

Booking info: simply call the front desk
(902) 881-8787 and ask for the CANS rate.

Details:

- 12% off BAR (Best Available Rate),
- Free parking,
- Free Wi-Fi,
- Complimentary breakfast.

About:

Say hello to a game-changing hotel brand from Hilton that's vibrant, affordable and young-at-heart. It's energetic, but it's relaxing and comfortable. It's familiar, and it's also unexpected. It's completely reimagined, it's uniquely Tru.

Spacious lobby with tablets, Complimentary hot breakfast, 24/7 Eat & Sip market, Free ample parking, Free Wi-Fi, Fitness centre, Pool with waterslide, Pet friendly, Digital check in, Hilton Honors loyalty program, Hilton clean stay disinfecting program - hilton.com/cleanstay for more information. Each room had a hardge bathroom, with premium bathroom amenities, and a mini fridge.