

# My Story

## BRIAN BAILLEY COMMERCIAL DIVISION, BUSINESS DEVELOPMENT



I was born in Winnipeg and at an early age my father moved the family to a small interlake community to take over the family owned general merchants store. I like to say that I started my business career there at a very young age under his tutelage. Stacking shelves, cleaning floors, and eventually taking cash. It taught me very early the importance of customer service, responsibility and accountability. I moved from home and attended high school in Winnipeg and started my career at Westeel Rosco as a junior office clerk. I worked my way up to sales desk leader and eventually to field sales rep. I remember calling on McMunn and Yates in Dauphin, selling metal siding and of course grain bins, which in those days was a huge business. I left Westeel to pursue an opportunity in order to further my career with a goal to aspire to management. My career has taken many twists and turns with M&Y always being a part of it. So it is pretty cool that I am now here representing them in the GSD Division.

I know gypsum inside and out. My past experiences make me a leader in this building product. I understand how it is manufactured and what goes wrong – I also know what can go wrong on site and how to correct it. If you are looking for someone who can find you the best solution for your needs, I am your guy.

I know big business—my career path has connected me to all of Canada—even Dubai—I understand what 1% means, it is a big deal.

I love working at M&Y. The team has put together a breadth of products that is second to none and our dedicated distribution location in Oakbluff is staffed with experienced personnel and solid equipment. There isn't a job in Winnipeg we can't handle. What is even better, we have an amazing retail presence – 4 city locations open 7 days a week...we are all connected...we are one.

I am glad you have found me – I look forward to exploring your building needs to see how we can help your business grow in a way you have never experienced before.

**Community based since 1971.**

[mcmunnandyates.com](http://mcmunnandyates.com)

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## DID YOU KNOW?



Some of our many Commercial Division **services includes estimating, blueprints and truss designs.** A one-stop shop!  
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**Make it Better™**



**Make it Better™**

## **Our Story**

**We stand on the shoulders of those who came before us. This is our story.**

It is a story about family first and foremost, of two families coming together. McMunn & Yates was formed in 1971 when Terry Yates and Stan and Gordon McMunn opened their first store in Dauphin, MB. With combined experience in both contract work and retail, this union of families put their faith in each other to build and rebuild something larger than themselves, now hundreds of families serving their local communities large and small. McMunn & Yates is committed to and believe in the hometown values and doing business with their friends and neighbors. We believe the “and” in McMunn & Yates is more than just a conjunction because without it, there are no connections and no commitment. We believe its this commitment to building strong, honest relationships that is the foundation upon which McMunn & Yates rests.

## **Brand Promise**

### **To Our Contractors**

We are the building supply partner you can count on for accurately fulfilling and delivering orders on time to help you run your business effectively and efficiently.

### **To Our Retail Customers**

We are the local building supply centre, your next door neighbour, with expert help and friendly service for all do-it-yourself homeowners.



**100% Proudly  
CANADIAN**