

# Business Excellence Award 2024

## Kerr Smart Energy

Presented by:



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The Community Credit Union Business Excellence Award recognizes a business that has exhibited visionary leadership; achieving growth by introducing new products or ideas, expansion or exportation of goods or services and valuing employees and safety in the workplace.

The business is actively involved in the community through fundraising and partnerships in support of organizations or individuals working to better the community. It establishes partnerships and supports the local business community with leadership while actively looking to the future, focused on long-term results and job creation.

Kerr Smart Energy, has always been a trendsetter and leader in innovation. Through the years, it has turned up the heat to evolve the industry toward energy reduction while still keeping a focus on growing its cozy business here in Truro.

That innovative spirit started with it's forward-thinking founder David Kerr Wilson, who at age 20 in 1949, saw new opportunities as people shifted from home heating with coal to fuel.

That same year, David served as the President of the Truro Board of Trade and the Chamber records captured the significant transition in the community.

With a \$1,000 loan from his mother, David laid the foundation of this exceptional company by retrofitting a milk truck, loaded it with essential oil burner supplies, and set the stage of a remarkable journey that has spanned 75 years.

Headquartered in Truro on Crossley Avenue, Kerr Smart Energy has 40 local staff and employs 155 people at its 10 locations across Atlantic Canada and three in Ontario.

Kerr is a leading wholesale distributor of heating, ventilation, air conditioning and refrigeration (HVACR) materials for residential and commercial markets.

This robust and thriving local company has revolutionized the home-heating industry with several pioneering achievements. Kerr was the first authorized oil burner fuel pump-rebuilding depot in Canada and among the first wholesalers to develop and print its own parts catalogues.

The introduction of modern wood-fired furnaces and boilers, in response to the 1976 oil crisis, showcased Kerr's commitment to adapting to evolving industry demands. Entry into the refrigeration business in 1981 exemplified Kerr's commitment to growth and versatility.

Over time, Kerr expanded its product offerings to include heating, ventilation, air conditioning, and refrigeration systems. The product range has now expanded from oil-fueled units to systems using renewable energy such as solar power, as well as geothermal heat pumps, among others.

The company prides itself on exceptional customer service which has always been Kerr's guiding principle. Its staff serves as invaluable resources for contractors and dealers, ensuring a seamless experience.

Continuous training and seminars underscore Kerr's unwavering commitment to delivering quality products and customer satisfaction.

Kerr remains a family-owned and operated company, preserving seven generations of family values. Looking ahead to the next 75 years, Kerr is poised to adapt its services to future challenges, remaining steadfast in its mission to provide the most reliable and efficient product offerings for comfort in every home.

With an eye on the future, Kerr recently expanded its footprint in the Truro Industrial Park constructing a new distribution centre, adding 30,000 sq-ft to its existing 50,000 sq-ft facility. This expansion will significantly improve its logistics by increasing inventory.

Along supporting numerous community fundraisers and initiatives, the company also rewards an annual Kerr Family Scholarship.

Tonight, the Truro & Colchester Chamber of Commerce is pleased to honour Kerr Smart Energy with the 2024 Community Credit Union Business Excellence Award.

We ask Steve and Leslie Wilson to come forward to be presented with this award.