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Local Retailer Receives 2026 Young Retailer of the Year Award

INDIANAPOLIS, May 8, 2026—Felix-Antoine Mosian, director of operations for Jean Denis Ltée in Saint-Raymond, Quebec, was recently named one of the independent home improvement industry's 2026 Young Retailer of the Year honorees by the North American Hardware and Paint Association (NHPA).

This year marks 30 years of the Young Retailer of the Year program, which identifies and promotes the next generation of aspiring independent home improvement, paint and decorating retailers. It recognizes individual achievement by industry retailers age 35 and younger throughout the U.S. and Canada. Honorees are chosen based on a number of criteria, including professional milestones, community engagement, continuing hardware industry education and extracurricular activities, and fall into one of three categories: multistore, under \$3 million sales volume and over \$3 million sales volume.

Sponsors of the 2026 Young Retailer of the Year program include: American Hardware and Lumber Insurance (AHLI), ECI Software Solutions, Midwest Fastener and The Wooster Brush Company.

Cody Goeppner, NHPA director of education and training and 2020 Young Retailer of the Year honoree, says the recognition was a turning point for him as it highlighted the hard work he had poured into his career and introduced him to a broader community of passionate, forward-thinking retailers.

"As someone who grew up in my family's hardware store and spent years as a retailer myself, I know firsthand how much heart, grit and innovation it takes to succeed in this industry," Goeppner says. "It truly is full circle and an incredible honor for me to support and celebrate the next generation of leaders. This program shines a spotlight on the people who are shaping the future of independent retail, and based on this year's class, the future is bright."

As a fifth-generation member of the family behind Jean Denis Limitée, Félix-Antoine currently serves as director of operations and plays a key role in shaping the future of the long-standing family business. Félix-Antoine completed his college studies in business management in 2018 before pursuing a career in aviation, earning an airline transport pilot diploma and commercial pilot license in 2021. His experience in aviation helped him develop strong English communication skills and a disciplined, systems-oriented approach to operations. A period of reflection would lead him to return to the family business in the spring of 2022, recognizing that entrepreneurship and retail leadership were where he could make his greatest impact.

After returning to the business, Félix-Antoine quickly assumed responsibility for the store's merchandising strategy and began planning a complete redesign of the retail space. After attending Home Hardware Stores Limited's Homecoming in September 2023, he developed a plan to modernize the store and expand its product offering. The plan included renovating the hardware department and adding a kitchen cabinet showroom, a new appliance department, LED display screens throughout the store, a décor design centre boutique, a

dedicated power aisle featuring red baskets for convenience shopping and an enhanced visual presentation for the gift and décor boutique.

Other key initiatives included reconstruction of the main roof to increase ceiling height, a complete renovation of the retail space and the design and installation of modern merchandising displays. Félix-Antoine also focused on sourcing new suppliers and product lines, and throughout the project, he coordinated a steering committee, worked closely with contractors and internal teams and successfully guided the organization through significant operational change.

As part of this transformation, Félix-Antoine also led the development of the company's vision, mission and core values while helping establish a board of directors to support a stronger organizational structure and long-term strategic planning. All of his efforts proved successful, with record sales recorded in 2025, an 11% increase over the previous year.

Félix-Antoine is committed to continuous professional development and actively invests in expanding his knowledge of retail operations, leadership and industry trends. He has completed training related to inventory replenishment systems with Acceo, participated in Dale Carnegie leadership training and regularly attends industry trade shows, which allow him to identify new product trends, develop supplier relationships and bring innovative ideas back to the business.

Félix-Antoine also participates in human resources coaching with an HR consultant and stays informed through regular review of materials published by Home Hardware Stores Limited, as well as publications from AQMAT. He maintains a strong commitment to personal learning through books focused on performance, leadership and management, and through an online subscription to MasterClass.

Just as community engagement has always been an important part of the culture at Jean Denis Limitée, Félix-Antoine has continued that tradition while helping expand the company's local involvement. Félix-Antoine also organizes the antique car gathering held in downtown Saint-Raymond, an event that attracts enthusiasts and visitors to the community.

Looking toward the future, Félix-Antoine is focused on continuing to modernize operations and strengthen the business through the use of new technologies. Planned initiatives include the implementation of electronic shelf labels, the integration of artificial intelligence tools to support operations and decision-making and the adoption of additional digital solutions that improve efficiency and the customer experience. At the same time, he remains deeply committed to maintaining the strong human relationships that have always been at the heart of the family business. His leadership philosophy is guided by a simple principle: treat others the way you would like to be treated.

The 2026 Young Retailer of the Year honorees will be recognized as part of the Independent Awards Gala at the 2026 Independent Home Improvement Conference in Orlando on July 29. For more information on the Young Retailer of the Year awards program, honorees and more, visit YourNHPA.org/yroty.

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