

A LOOK AHEAD



Buy & Sell: Whistler
September 18 - 21, 2016

To enhance your experience at Buy & Sell, we've updated our Bestbuy app with Whistler content. You will be able to access GPS destination maps, list of attendees, meeting schedules (coming soon), restaurant options and more!

There are 3 ways to download the app:

1. Visit BlackBerry World, Apple App Store or Google Play and search Bestbuy Auto (our logo will appear). You will then be directed to download.

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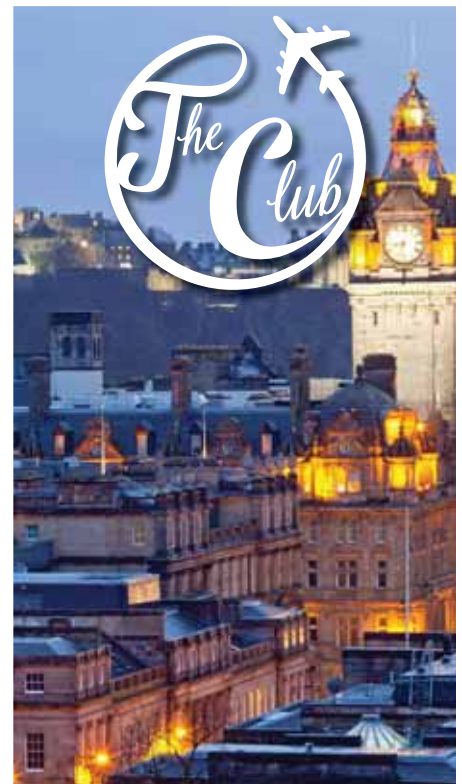
SunSplash: St. Kitts
Departure on January 13, 14 or 15, 2017
(Trip duration is 8 days/7 nights.)

New details on the SunSplash 2017 trip to the exquisite Caribbean island of St. Kitts have been added to the website www.sunsplash.ca.

Golf pricing, excursion bookings (be sure you and your customers sign up early to avoid disappointment), hotel spa menu and event information are now posted.

Two special group nights are planned

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The Club: Scotland & Ireland
June 3 - 11, 2017
(London Pre-program: May 31 - June 4.)

There's still time to register for the 2017 trip of a lifetime to Scotland and Ireland.

Did you know?

- Scotland's coastline (even without the islands) is three times longer than England's and twice that of France and Spain.
- Whisky is one of Scotland's most famous exports; it accounts for 80% of Scotland's food and drink exports.

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Buy & Sell: Whistler

2. Type in the following URL: <http://bit.ly/BestbuyDist> - you will then be directed to the appropriate App store to download the app. (Note: Use this method if you are trying to download to a tablet. Click "Access Website" add to favourites or bookmark.)

3. Scan the QR code below with your device, you will then be directed to the appropriate App store to download the app.



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SunSplash: St. Kitts

for the week - a beach dinner and our 'SunSplash in Colour' dinner party. Be sure to include some vibrant Caribbean colours in your wardrobe to wear to this event!



www.bestbuydistributors.ca

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The Club: Scotland & Ireland

- Scotland is now one of the largest seafood producers in Europe. Scottish lobsters are currently used in over 20 Michelin starred restaurants in Tokyo alone.
- Scotland is the birthplace of some of the main beef breeds in the world which includes Aberdeen Angus.
- Canadian owned Irving Oil has just purchased Ireland's only refinery, allowing Irving to expand across the Atlantic.
- Northern Island is home to TV's popular Game of Thrones. The scenery is so utterly beautiful you'll be thanking the "Westeros gods"!
- The Guinness Storehouse and Brewery in Dublin brews over 3 million pints daily.
- More Guinness is sold in Nigeria than in Ireland. Britain is the largest market for Guinness, followed by Nigeria, then Ireland.

Please visit www.bestbuytheclub.ca to register. The deadline to register is quickly approaching.



President's Update

Dear Bestbuy Shareholders:

We at Bestbuy are hoping that you are having a fantastic summer and that you have taken the opportunity to spend some time with your family and friends.

We have been busy with the summer season which has included a host of events, mostly put on by you, our members. We have highlighted a number of these events in this newsletter and we welcome you to submit photos and details of the initiatives that you are undertaking in your markets to share with your Bestbuy family.

The "SunSplash" customer incentive program for 2015 to St. Kitts is shaping up to be another great event with over 330 people registered to attend. Those that have registered are in for a spectacular week with your best customers, our valued vendor representatives and your fellow shareholders. This program has proven to build relationships and a bond with your customers that last forever.

"The Club," our Shareholder Incentive Program to Scotland and Ireland, with a pre-trip to London, England is filling up nicely. If you haven't yet registered, you need to do so, soon. We would request that you get registered prior to the deadline in August as we have to adhere to commitment dates with our travel providers. Make sure to get registered, as we really don't want you to miss out. Should you have any further questions regarding this program please check out the website at www.bestbuytheclub.ca.

We are only weeks away from "Buy and Sell" in Whistler, British Columbia, and we have a great program planned for you and our vendor partners. Our "Buy and Sell" show is one of the most popular events in the Canadian Automotive Aftermarket. Where else can you have more than 40 quality meetings with our valued vendors, in a spectacular setting over the course of only a few days? Remember, that you need to attend to get all the great specials, and don't forget to download the handy app.

I'm looking forward to seeing you there!

Jeff Van de Sande

Best Auto Tools Simplify Sales Pitch to Prospective Program Customers

In our continuing effort to give our Shareholders the tools to succeed, the marketing department has launched two new flyers regarding the Best Auto warranty programs.

The purpose of the flyers is two-fold. First, they are intended to provide ready-made benefit lists to help members

quickly outline the reasons repair facilities should add a warranty program to their service offerings. Second, the flyers clarify the differences between the *Local Labour Program* included for all GOLD, GOLD PLUS and PLATINUM customers and the *North American Warranty* included for GOLD PLUS and PLATINUM customers.

Electronic PDF versions of both flyers were emailed in June. In addition, hard copies of the flyers are now included in all Best Auto information packages.



Two new warranty flyers have been added to the Best Auto introduction package and are also available as PDFs.

best news

New Employees

Metho Awang, Bilingual Customer Service Representative, comes to us with 10 years of experience working in customer service, most recently at Air Miles and Whirlpool Canada.



Metho can be reached by telephone at Extension # 243.

Filomena Nauth has joined the Bestbuy Purchasing Department, bringing with her a strong Automotive Purchasing background and over 27 years of Automotive Aftermarket experience.



Filomena can be reached at Extension # 239 or via email: f.nauth@bestbuydistributors.ca

Nathan Pickard has joined us as Vice President of Operations. Nathan brings with him many years of experience in the Automotive Aftermarket and has worked in several roles in sales and operations, at both distribution centre and jobber store levels.



Nathan can be reached at Extension # 270 or via email: n.pickard@bestbuydistributors.ca

New Shareholder

Welcome Darlene and Mike Nahorney of F.T.B. (for the best) PARTS in Biggar, Saskatchewan to the Bestbuy family.



New Product Line for Bestbuy Members

The BESTBUY PRO Products category will be geared toward non application specific products that will be selected with the highest regard for quality and the best competitive price possible.



Our first two products to be offered under the BESTBUY PRO Products category will be Industrial Strength Cleaner/Degreaser and Glass Cleaner.



Line Code: BPP

Pricing for BPP has been updated in Schedule B. Inventory is available in both Bestbuy DCs.

Stay tuned for more products from Bestbuy PRO!

best news

CAPS Car Show Continues to Grow

CAPS AUTO PARTS & TIRES held their 2016 car show on June 21st in Ottawa. The event is open to cars of all makes, models and years and is free to car owners and spectators. Since 2008 the CAPS car show has tripled in size.

This year boasted over 300 cars along with a traditional corn roast, old fashioned ice cream truck, face painting for the kids and auto parts manufacturers including: Castrol, Dorman, Mevotech, Promax, Permatex, April Superflo, Macpek and Promechanix.

The car show has been proud to support numerous charities over the years including The Children's Hospital of Eastern Ontario (CHEO), The Heart & Stroke Foundation, local sports teams and food banks.



A&A Hosts "Dream" Car Show

A&A DISCOUNT AUTO PARTS brought their cool new "Street Dreams Car Show" to Hamilton, Ontario. June 2016 marked the first year for this show that aims to showcase the region's automotive performance industry.

Special guests from television and the track were on hand to meet and greet the attendees, including Horny Mike and Ryan from *Count's Kustoms*, local drifting champ Riley Sexsmith and up-and-coming racer Zach Brown, also from Hamilton.

We look forward to many more *Street Dreams* to come.



Above: BDM Kennedy Costa (left) and Nasir Masoud (right) of the Schaeffler Group work the booth at the A&A Street Dreams Car Show.

Below: The event took place at the Players Paradise Sports Complex in Stoney Creek.



best news

CTR's Habanero Fish Fry & Burger Bash Brings in \$7230 for Children's Hospital Foundation

WINNIPEG, June 22, 2016 - CENTRAL TRANSPORT REFRIGERATION (CTR) of Winnipeg, Manitoba held its "Habanero Fish Fry & Burger Bash" to support the Children's Hospital Foundation of Manitoba. Event highlights included 15 supplier booths, an amazing silent auction with 14 huge prizes, a grand prize draw, door prizes, SPIN2Win prize wheel, and three incredible food trucks. 500 guests attended the event and with CTR matching all donations, \$7230 was raised for the Children's Hospital Foundation of Manitoba.

In order to make the event the success it was, CTR recognized the special contributions of its suppliers who supported the event; in particular Carrier Transicold for their significant financial contribution. In addition the hard work and generosity of all of CTR's customers and employees were greatly appreciated.



Pictured (left to right): Don Harvey, Alison Harvey, Will Weibe



VANCOUVER AUTO PARTS Hosts Open House

VANCOUVER, June 3, 2016 - VANCOUVER AUTO PARTS hosted their open house on June 3rd for a crowd of over 250 customers. The event included visits from the BC Lions cheerleaders, free food and great deals.



did you know?

New Product Lines

Bestbuy Pro Products (BPP) – Mississauga, Edmonton

MAS XL/RD (MXL) – Mississauga, Edmonton

Power-D-Syl (Bluelake Enterprises) – Drop Ship

best news

FAT GUYS 5th Annual Car Show “Best Yet”

THUNDER BAY, July 23, 2016 - With over two hundred vehicles, representatives from the FAT GUYS suppliers and tons of local food vendors, 2016 was easily the best show yet. FAT GUYS counts their wonderful Thunder Bay community as the secret to their continued success.

Proceeds from this year’s event went to the Alzheimer Society of Thunder Bay.



A strong 8th position for Dion-Viens during the first race of the season!

Saint-Joseph-de-Kamouraska, May 23rd, 2016 – Simon Dion-Viens was at Canadian Tire Motorsport Park in Ontario, for the first race of the season of Pinty’s NASCAR Series. At the wheel of the Dodge 37 Pièces d’auto Bestbuy/ZoneGarage.ca/Castrol/KamouraskaChrysler the Kamouraska driver offered a strong performance by battling into the Top 5 and Top 10 with regular drivers of the series, throughout the race, even managing to lead the race from the 15th to the 18th round.



For SDV Autosport team, the weekend didn’t start very well due to problems during the technical inspection on Saturday morning. “We were forced to miss the first practice session on Saturday morning because the car wasn’t entirely in accordance with NASCAR specifications. We did a lot of work over the winter and we didn’t have a chance to have the car inspected by NASCAR before the race. We made slight corrections to the vehicle in order to meet the requirements before getting on the racetrack” said Dion-Viens.

“To improve the car, we made some changes before the qualifications and we didn’t do as well as expected and I was relegated to 21st place on the starting grid” said Dion-Viens who was at his ninth start in the NASCAR Canada series.

“We briefly reworked the settings to get ready for the race

and I was confident to have a great car on hand. With an excellent pit stop strategy and after the fifteen laps, I was riding in front of the group and for the first time in NASCAR series, I was in first place” explains Dion-Viens. Dion-Viens eventually finished the race in 8th place.

“I am very happy with the work that my team has done this weekend. Once again, we have proven that we can ride at the outpost in this professional and very competitive series. We are all very optimistic for the next race event to be held on July 2nd and 3rd at the ICAR Racetrack in Mirabel”.



Simon Dion-Viens also wishes to thank his key partners: BESTBUY PIECE D’AUTO RIVE-SUD, Zone Garage.ca, Kamouraska Chrysler, Castrol, Le Guide de l’auto as well as Nanoprotex, SansZo products, les Entreprises Rémi Charest, FM107, Zerex, KOMSTK Wrap / Design, Construction Luc Moreau, Rousseau Metal, X-Protek, Au coin de l’oeil, Equipements V.Ouellet, Centre Chiropratique Equilibre and the GP3R.