

Buy & Sell 2017

BERMUDA

September 17-20: A Perfect Blend of Business and Pleasure

Our Buy & Sell jets off to the pink sandy beaches of Bermuda! But beyond the pink sand, you'll find a destination packed with a rare combination of experiences.

Some things you may not know about Bermuda...

- Bermuda is often confused with Bahamas and Barbados. However, Bermuda is not in the Caribbean! It is located in the Atlantic Ocean, about 1,030 km from the United States' East Coast.
- Bermuda is not an island; it's an archipelago of about 120 little islets.
- The colonial town of St. George, a UNESCO World Heritage Site, is the oldest continuously inhabited English town in the Americas.
- Bermudians speak English, but the second most-spoken language is Portuguese.
- Bermudians have a reputation as the nicest people.
- At 53 km sq, Bermuda is 10 times smaller than the island of Montreal, but is the third most densely populated place in the world, with a population per square mile of 3,000 people. That's a lot of nice people to meet!
- There is no public water system on Bermuda, as the country has no natural source of freshwater. Bermudians rely on rainfall to fill up their water tanks, helped by the shape of their white limestone roofs.
- Tourists cannot rent cars. You'll have to use public transport - a super-efficient system of buses and ferries, or hire a cab. This helps limit road congestion on the islands.
- Because all restaurants must be Bermudian-owned, there are no McDonalds', Subways, or Pizza Huts. There's just one single KFC, owned by a Bermudian.
- Bermuda's sand is *pink*! This pretty hue is due to crushed fragments of shells and invertebrates and makes for gorgeous beaches.
- Bermudians are nicknamed *Onions*, which dates from the 19th century when onions were one of the islands' main exports.
- Bermuda has not one, but two national drinks: the Dark 'n' Stormy and the Rum Swizzle, both made with *Gosling's Black Seal* rum.
- With four centuries of colonial history, the island is a great destination for history buffs.

Agenda

Sunday, September 17th	Evening Welcome Reception
Monday, September 18th	Bestbuy SickKids Golf Tournament & Day Tour
Tuesday, September 19th	First day of business meetings & group evening function
Wednesday, September 20th	Last day of business meetings



President's Update

Hello Bestbuy family:

It's finally starting to look like spring, with a strange winter behind us that saw warmer temperatures than normal in much of the country. The good news is that business will be ramping up with the warmer temperatures.

In January of this year, we hosted 330 guests in beautiful St. Kitt's for our *SunSplash* program which was a great success. This fantastic customer program, allows you the opportunity to network for a week with your best customers and our vendors in a fabulous destination. Sign-ups for the 2017 *SunSplash* customer program to Aruba are in full swing. You don't want to miss out, so check out www.sunsplash.ca to get registered as space is limited, and filling up fast...

We had our 63rd Annual General Meeting (AGM) for Bestbuy Shareholders and warehouse trade show event in February. Members experienced some great meetings and presentations; we reviewed our results and strategies, and you had the chance to network with fellow shareholders and valued vendors. We were able to recognize some amazing milestones of some of our shareholders and show our appreciation to some deserving vendors. Not only did we award our coveted *Horace J. Pratt Award*, but we also awarded 3 new vendor awards this year: *Cornerstone Award*, *Marketing Award* and *Rising Star Award*. We were entertained by some great comedy at the gala dinner and we once again raised some significant contributions for the Sick Kids hospital, which benefits children from across Canada.

During the AGM, we announced the location of our next *Buy & Sell*, for September 2017. Back by popular demand; we are returning to the beautiful country of Bermuda!

The dates are September 17th - 20th, 2017. This should, once

again, be a great venue for one of the industry's most popular events. Where else can you meet one-on-one with your 40+ top suppliers and also enjoy some fantastic social time with your fellow Shareholders and vendor partners?

Excitement is building for our Shareholder program, *The Club 2017: Scotland & Ireland*, which will be in June of 2017. Many of you will be departing for the pre-program in London, England that runs from June 1st to 4th, with the rest of the group joining for the main program starting in Edinburg, Scotland on June 4th. We travel to Dublin, Ireland on June 7th, winding up on June 11th. This program is a fantastic opportunity for you the shareholder to spend some important time with senior management of our key vendors and also with your fellow shareholders. Please visit www.bestbuytheclub.ca for additional details.

Bestbuy is proud of our past successes and we are working hard to achieve even more. An example of this is our *Bestbuy scholarship program* that launched this past year. Make sure to remind all your staff, customers and Bestbuy vendors that the deadline for applications is *June 15th* for the fall 2017 school term.

We continue to focus on ensuring we have the product lines, inventory, programs and service to allow you to be the dominant distributor in your marketplace. Please get in touch with your local Business Development Manager or contact me directly with any questions.

Have a great Spring!

Jeff Van de Sande

DEADLINE TO APPLY FOR FALL SEMESTER IS JUNE 15!



BESTBUY
SCHOLARSHIPS

Visit www.bestbuydistributors.com
for more information and to download the application.

Submit questions and applications to
scholarships@bestbuydistributors.ca

Bestbuy's 63rd Annual General Meeting Recap

Bestbuy Distributors' 63rd Annual General Meeting for Shareholders was held in Toronto on February 24th, 2017. The two-day event brought together Bestbuy members from across Canada and vendors from across North America to attend meetings and networking events.



Comedian Derek Edwards

A highlight of the AGM was the gala dinner and show. There was a strong turnout and the crowd was enamored with Canadian comedian Derek Edwards. As Rick Mercer says, "Everyone knows Derek is the funniest man in Canada." He had the crowd roaring with laughter.

The Shareholders reacclaimed their 2017 Board of Directors. Bestbuy's returning board is Chair Douglas Squires of COLONIAL AUTO PARTS and APM LIMITED; Vice Chair Brad Nahorney, SAPPHIRE AUTO (IDL); Secretary/Treasurer Gary Thibault, THE PARTSMAN; Gino Morelli, PIÈCES D'AUTO G.C.M.; Rob Dow, JACK DOW AUTO; Scott Anderson, PETERBOROUGH AUTOMOTIVE; Andre Dimopoulos, DORVAL AUTO PARTS; and Doug Wilson, FAT GUYS AUTO PARTS.

President, Jeff Van de Sande and Chair Douglas Squires had the honour of announcing and presenting the 2016 Horace J. Pratt Award (Supplier of the Year) and three new vendor awards. ProMax Auto Parts Depot was the recipient of the prestigious Horace J. Pratt in recognition of their excellence in service, sales performance and support as voted by the



Promax accepts Horace J. Pratt Vendor of the Year award.

Bestbuy members. Pictured are Sam Yako, Ramzi Yako and Doug Curliss on hand to accept the award.

Three new vendor award categories were introduced to demonstrate the importance of strong partner relationships between Bestbuy and the supplier community. The Cornerstone Partner Award was presented to Interstate Batteries, Marketing Partner Award was received by G2S Equipment and the Rising Star Partner Award went to Spectra Premium Industries.



Cornerstone Partner Award – Interstate Batteries. Left to right: Bill Macdonald, Robert Wren.



Marketing Partner Award – G2S. Pictured centre: Maurice Gavard.



Rising Star Award – Spectra Premium. Left to right: Jeff Lee, Kerry Best Jr., Scott Cleroux, Justin Lesansky.

The Board of Directors presented our annual contribution to support The Family Heart Centre at the Hospital for Sick Children in the amount of \$25,000.00. Dr. Robert Hamilton,

Bestbuy's 63rd Annual General Meeting Recap (cont'd)

Director of Cardiology was on-hand to accept the donation. Bestbuy has been supporting this worthy cause since 1986 and has contributed close to \$800,000.00 to-date.



Pictured left to right: Gino Morelli, Gary Thibault, Jeff Van de Sande, Dr. Robert Hamilton, Scott Anderson, Douglas Squires, Brad Nahorney, Rob Dow, and Doug Wilson. Missing from photo is director, Andre Dimopoulos.

During the evening, Bestbuy had the pleasure of formally welcoming Adam and Jason Cormier of Big Bargain Auto Parts, in Dartmouth, Nova Scotia.



Welcome to Big Bargain Auto Parts. Pictured centre: Adam Cormier (l) and Jason Cormier (r).

welcome



Pictured is our annual Saturday warehouse trade event at Bestbuy's Mississauga distribution centre. It was a full house with vendor companies on hand eager to discuss their new business developments directly with Bestbuy members and coincided with the AGM.

Bestbuy's 63rd Annual General Meeting Recap (cont'd)

During the gala dinner, Bestbuy Shareholders were presented with Service Recognition Awards.

congratulations



APM – 55 years (l to r: Brad Nahorney presenting to Philip Murphy, Douglas Squires)



McLeod & Richmond – 55 years (l to r: Douglas Squires presenting to Ben Devlin)



Temlac Ltée – 40 years (l to r: Robert Therrien, Paul Therrien, Simon Therrien)



Busch's Auto – 35 years (l to r: Karen Angus, Kristen Busch with Jeff Van de Sande)



Spark Auto Electric – 25 years (l to r: Nick Bintas with Jeff Van de Sande)



Port Moody Auto Parts – 20 years (l to r: Douglas Squires presenting to Farrukh Alam. Whaeed Alam and Junaaid Alam not pictured.)

Centre du moteur J. S Levesque, 35 years (not pictured)

Cawthra Automotive, 20 years (not pictured)

Harding Automotive, 10 years (not pictured)

Brent Karr, Bestbuy Business Development Manager has shared this enduring quote...

Good better best, never let it rest, till your good is better and your better best.

GROW YOUR BUSINESS IN 2017



Visit www.sunsplash.ca to get registered.

You will find pictures of Divi Village Golf & Beach Resort , Aruba Facts, Questions & Answers (Q&A), Sponsor page, and all future trip updates. Be sure to check back after your initial visit, as more updates will be added in the months ahead.

This incredible trip is taking shape and we already have many new and returning customers, members and suppliers signed on. Be sure to forward your completed SunSplash guest registration form(s) to GLP Worldwide, or the Bestbuy head office if you haven't already. Air and resort space are filling up fast.

FACTS ABOUT ARUBA THAT MAY SURPRISE YOU

1. **Aruba has the most sunny days of any island in the Caribbean.** Aruba has the least amount of rainfall in the Caribbean, averaging about 15 inches, all year! *Bonus: Aruba lays on the outside fringes of the hurricane belt, so hurricanes rarely touch Aruba's shores.*

2. **Aruba's white sand beaches are barefoot friendly, even at high noon.**

The crushed coral and shell composition of powdery white beaches keeps the sand comfortably cool, even during the hours when the sun is most intense. Walks along the shoreline are perfect at any time of day, no footwear needed!



3. **Aruba is the wreck diving capital of the Caribbean.** Off the coast of the island are two WWII wrecks: SS Antilla and SS Pedernales. Snorkel and dive boats visit the area for the coral formations. The intensity of sea life is second to none. The Antilla is one of the largest and most intact of the Caribbean's wrecks.

4. **For over 80 years, Aruba has been a purified water pioneer.** As a desert island, Aruba has a scarcity of freshwater. The population explosion after the opening of the Lago oil refinery in the early 1930s resulted in the development of one of the largest desalination plants in the world. Through the decades, island engineers have continued to perfect the process and control mineral



One happy island

content, which provides residents and over 1.5 million annual visitors with extremely soft, great tasting water.

5. **Thanks to steady trade winds, you'll always find your way.** The cooling breezes that gust steadily from the northeast have carved the native divi-divi trees into fantastical shapes to rival the most artistic bonsai. The local saying of "follow the bend of the divi-divi trees and they'll lead you to town" is totally true.



6. **Nearly 20% of the island is a national park.** Arikok National Park is home to dramatic coastlines, natural bridges and one of the island's best natural features: the Natural Pool. Known to locals as "Conchi," the pool is a pristine, secluded swimming hole protected by a wall of volcanic rock.
7. **Gambling winnings don't get taxed.** Best part about winning big at Aruba's dozen casinos? The island doesn't tax gambling windfalls.
8. **Aruba has one of the most ethnically diverse populations in the world.** The island of 112,000 is home to 90+ nationalities and ethnic groups. Among them are sizeable European, East Indian, Filipino and Chinese communities, whose native traditions and cultures are all celebrated on the island.

best news

Annual CAPS Ottawa Expo A Great Success



CAPS AUTO PARTS & TIRES held a successful Expo at the EY Centre in Ottawa on March 9, 2017. The customer and student event attracted nearly 1000 attendees and numerous exhibitor companies for a memorable get together.

The unique format saw the show divided into two segments – the Next Generation, in which CAPS hosted teachers and students from local high schools in the morning, to promote industry opportunities and mentorships. The second half with vendor companies on hand eager to discuss their products and services with CAPS customers.

Attendees of the customer event were thrilled with the opportunity to win a new Chevy Spark along with many other choice prizes.

Bestbuy Vice President Andy Murphy, and Sam Yako from Promax both attended the show.



Pictured next to the grand prize is Danielle Colby (from the hit TV show American Pickers), Dawn Stoeckl-Petric, CAPS and Ghazi Mankal, CAPS.

Curling Under the Big Top in Sept-Îles

PIÈCES D'AUTOS SEPT-ÎLES hosted its annual curling bonspiel in February. Now in its 8th season the theme this year was "Le grand cirque". 24 teams were registered for the event of 3 days. From clowns to tightrope walkers and jugglers, each team represented a circus theme as they competed for the coveted trophy.

In addition to a dinner and Saturday evening dance, great prizes were divided up among the winning teams.



The Bestbuy/Sept-Îles team "les bouffons".



This year's winning team "the strong men" receiving the trophy.

best news

Walkwood Supply Gets a Facelift

WALKWOOD SUPPLY, located in Lindsay, Ontario recently underwent a reno. Established 72 years ago, they peeled back many layers of history before they arrived at a fresh new look for the future. But all that retro goodness is not lost – they put the original Bestbuy “bowtie” logo on their sign!



looking sharp

Dash Distributors Takes on a Cause

DASH DISTRIBUTORS in Edmonton, Alberta dons pink ribbons to support breast cancer research. From pink cancer awareness bracelets they hand out to their customers to the decals on their car, they show their dedication to the community for a worthy cause.



Show Us What You've Been Up To!

Don't forget to send in your photos and stories to spread the word about your important milestones and community events at info@bestbuydistributors.ca.