



SHAREHOLDER newsletter
SUMMER/FALL 2017

Annual General Meeting

MARK YOUR CALENDARS:

March 22-24, 2018



65 years is cause for celebration! Plans are in full swing for the next Bestbuy Annual General Meeting to be held in March, in Mississauga, Ontario. Our 64th AGM will occur at the Westin Toronto Airport. We have an attractive Bestbuy rate of \$140/ night that includes complimentary guest room Internet and self-parking. A complimentary Westin shuttle picks up and drops off hotel guests at Toronto Pearson Airport.

Thursday, March 22nd - Evening Welcome Reception at the Westin
Friday, March 23rd - Annual General Meeting & Gala Dinner at the Westin
Saturday, March 24th - Vendor Trade Event at Bestbuy head office/warehouse

TOP 10 REASONS TO ATTEND BESTBUY'S 2018 AGM



10. Experience the newly renovated Westin Toronto Airport hotel.
9. Only \$140 per night rate for a Westin 'Heavenly®Bed' guest room.
8. Visit Bestbuy's head office and Mississauga warehouse and see what's new.
7. Travel Credit! Out-of-town Shareholders receive reimbursement.
6. **NEW** Shareholder principal or appointed designate (with spouse/partner) will receive \$600 credit for attending.
5. Bestbuy's gala dinner! Enjoy good company, food, spirits and entertainment. 'Time to paint the town red!'
4. Support the SickKids® cheque presentation and the Shareholder/ vendor awards during the gala dinner.
3. Network and socialize among the family of Bestbuy Shareholders and valued vendor partners.
2. Celebrate our groups' achievements. Rejoice 65 years!
1. Spring SPECIALS! You must be in attendance at the AGM and the Open House to receive them.

Look for additional details to come by email in the new year.



President's Message

Dear Bestbuy Shareholders,

Fall is definitely in the air. Even with the warm weather (finally!) in Eastern Canada, we have already seen some snow in the Prairies. On the whole, business started out slow this year, but burst open in May. Bestbuy hit a sales record in that month higher than any other month in the history of the company. Since then, business has been brisk with some impressive growth across the country.

We finished up another fantastic Buy & Sell at the end of September, with a return to Bermuda. This must be a popular destination as we had the highest Shareholder attendance ever for a Buy & Sell. There were a few concerns about the weather this year but other than a good soaking on the golf course, it turned out pretty good. Once again our vendors have told us that our unique format of 20 minute meetings with every Shareholder is the premier event in the industry.

There have been requests to add some additional value to the Buy and Sell and AGM events for Shareholders, and we have done so by including the meals, and non-charity events into the programs moving forward. Your Board of Directors have established a new program whereby all of these event costs are now included to participating Shareholders.

Bestbuy will be having our next Annual General Meeting of Shareholders (AGM) on March 22nd to 24th in 2018. We are moving the event from February to March due to the fact that we are changing our fiscal year. Our fiscal years now ends at the end of November, and we are moving that to the end of December, so that it matches the calendar and better flows with our business. Reporting, rebates, earnings; just to name a few things, will all flow much cleaner moving forward.

In early June, we had our Shareholder Incentive Program, with a fantastic program in Scotland and Ireland, and an optional pre-program in London, England. Shareholders and key vendors were able to spend some quality time together visiting world renowned venues. Once again there were a couple of good soakings on the golf courses in Scotland (seems like a pattern forming), and some once-in-a-lifetime excursions taken in by the participants. Please watch for an announcement in the upcoming weeks for our next Shareholder Incentive Program destination.

2018 is a special year for Bestbuy, we will be celebrating our 65th year in business and we plan to promote this in our marketplace over the course of the year, so make sure to watch for this.

Have a very happy fall and hopefully we'll see you and your customers at SunSplash in Aruba, in January. I'm sure that there won't be any rain on the golf courses there!

Jeff Van de Sande

SOLD OUT! www.sunsplash.ca



Preparations are underway for our next customer SunSplash incentive trip taking place in sunny Aruba! Located north of Venezuela in the warm waters of the southern Caribbean, Aruba is home to some of the most beautiful white-sand beaches in the world.

Our program takes place at *Divi Aruba*, a sprawling resort complex comprised of 4 neighbouring properties with low-rise buildings, a nine-hole golf course, tennis courts, casino and shopping. As a SunSplash guest, our group has shared privileges at all 4 Divi properties on the all-inclusive plan. The grounds are extremely expansive -- be prepared to walk, or take advantage of the free shuttle service between resorts and the casino.

We'll be celebrating the customers and treating them to a VIP dinner event in Aruba! A special invitation will be included in our pre-trip package sent in December to all participants.



Building stronger relationships with your customers results in increased loyalty and increased sales. As a Shareholder of Bestbuy you have exclusive access to our annual SunSplash program which has been designed specifically with this goal in mind.

Stay tuned for our 2019 SunSplash trip announcement in January, and grow your business in 2018.

First Scholarship Awarded

We are proud to announce Liam O'Connor as our first scholarship recipient.

Liam is a bright young man who started his first semester this Fall at the University of Alberta. He is receiving \$2500 towards his post education. Liam's application was submitted on behalf of Part Stop Auto & Industrial (IDL) in Spruce Grove, Alberta.



Pictured is John Brunelle, Liam O'Connor and Andrea Bowden-Brunelle.

On an on-going basis, Bestbuy offers up to 2 scholarships, twice per year of \$2500 each to a daughter or son within the Bestbuy network. Candidates from Bestbuy members, their customers, vendors to Bestbuy and employees of Bestbuy, are all eligible to apply.

NEXT DEADLINE TO APPLY IS DECEMBER 15th, 2017 FOR STUDENTS ENROLLING IN WINTER/SPRING PROGRAMS

**BEST
AUTO**

**WE HAVE PROGRAM LEVELS
TO SUIT ALL INDEPENDENT
SERVICE PROVIDERS.**

**Local Labour Program
North American Warranty
Roadside Assistance
BEST Training & more!**

It is through your active involvement that Best Auto will grow and continue to improve, to work better to serve you. Contact your Bestbuy Business Development Manager to learn more.

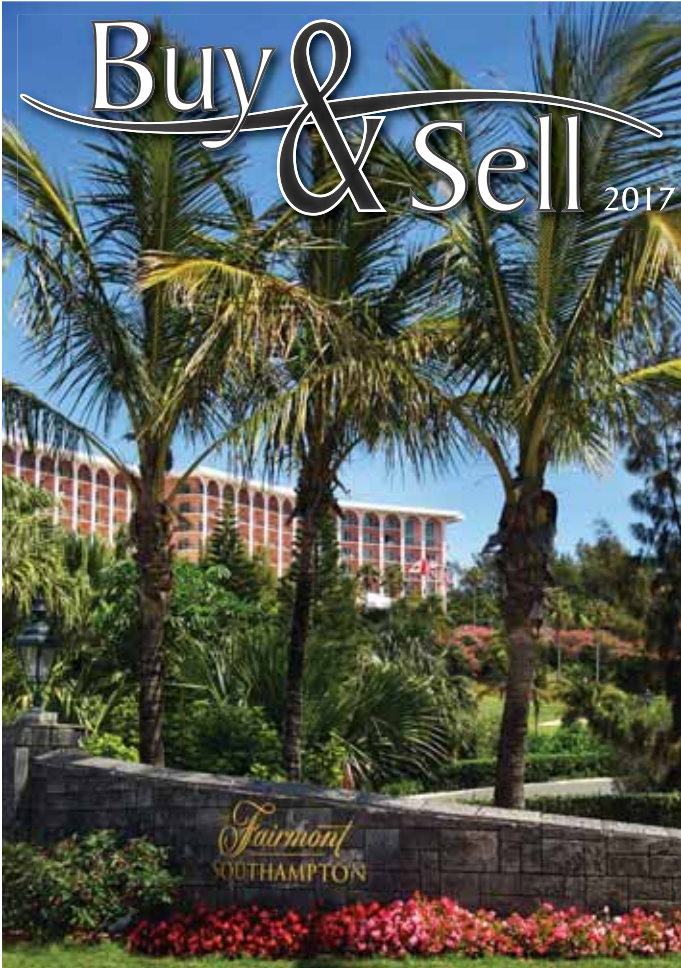
DEADLINE TO APPLY FOR WINTER/SPRING SEMESTER IS DECEMBER 15TH!

BESTBUY
SCHOLARSHIPS

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

Submit questions and applications to
scholarships@bestbuydistributors.ca

Bestbuy Returns to Beautiful Bermuda for a Successful Buy & Sell



Above: The oceanfront Fairmont Southampton is located on Bermuda's south shore and is situated atop Bermuda's highest point, overlooking a 100 acre estate surrounded by water.



Left: Jeff Van de Sande and Gary Allen get into the Bermuda spirit with their island-friendly attire.

island time

Thankfully, Bermuda was never threatened by Hurricane Jose. In fact, the group experienced warm weather and predominately sunny days, despite one day with short rain intervals. Group spirit was evident at all the gatherings and meetings, as Bestbuy Shareholders and vendors came together for enjoyable meetings at the Fairmont Southampton.

Two days of informative meetings with suppliers were highlighted with networking and social events such as the Welcome Reception held on the Great Sound Lawn, Bestbuy's annual SickKids golf tournament at Port Royal Golf Course, and SickKids day tour with a guided rum-tasting lesson at Gosling's headquarters to learn about Bermuda's number one export, followed by lunch at celebrity restaurant 'Marcus' at the Hamilton Princess on the waterfront.

To date, Bestbuy Shareholders and suppliers have raised over \$775,000.00 for the Hospital for Sick Children. This year's proceeds with Bestbuy's on-going raffle sales efforts, will be pooled together and a cheque presented at Bestbuy's upcoming 2018 Annual General Meeting in March.

A special thank you to *DIAL AUTO PARTS* in Toronto! *DIAL* donated their \$500 gift card prize from the Shareholder Passport Book draw to be redirected to Bestbuy's SickKids fundraising pool for 2017.



The Fairmont Mid Ocean Amphitheatre was the location of our well-attended group dinner. Participants enjoyed the dinner party with live music and dancing. During dinner the winner of the SickKids raffle was announced. Paul Miller of Shell Lubricants won the Maple Leaf Morgan Rielly Jersey donated by Federal-Mogul.

We'll be announcing our next Buy & Sell 2018 location at our March AGM. Stay tuned!



Buy & Sell 2017 Continued



Above: The Great Sound Lawn welcome reception overlooking Bermuda's large ocean inlet.



Above (l to r): Louis Aubin, SMP Blue Streak; Rhonda Bailey; Val Thibault; Brad Shaddick, Federal-Mogul; Lisa Bailey, Auto Magic



Above: Bestbuy Chairman, Douglas Squires chats with Ron Grieve from Pico and his wife Karen.

friendship



Above: Enjoying the Group Dinner



Above: An evening of dining and dancing, with music provided by the Jesse Seymour Band.

Below and bottom right: The day tour included an introduction to Bermuda's famous rum from the experts at Gosling's.



best news

FAT GUYS Goes Big for their 6th Annual Car Show



July 22 was the day of the annual *FAT GUYS* Car Show which always draws a crowd thanks to the great cars, great food and the fun people. Oh, and the prizes, which included the "DAYCO Best in Show" award and \$1,000 cash which went to a beautiful 1933 Ford 5 Window this year.

The Seventh Annual Car Show has been announced for July 28, 2018



did you know?

New Product Lines

Mevotech Titan Hub Assemblies (MXF) – Mississauga/Edmonton
Schaeffler INA Bearings, Tensioners & Idlers (INA) – Mississauga
Cloyes Timing Gear Products (CLO) – Mississauga
ArmorAll (ARM) – Mississauga
Jurid Brake Friction (MJU) – Mississauga/Edmonton
Ferodo Brake Friction (MFW) – Mississauga/Edmonton
Sunsong Power Steering Hoses (SUG) – Mississauga/Edmonton
Rapid Fix (RFX) – Mississauga

Join The Bestbuy Handlebars Team



The Bestbuy Handlebars are once again participating in *Movember* to support men's health. The team is recruiting men and women now to join the effort this November and help us in our mission.

To get involved (or make donations in November) visit: <https://moteam.co/the-bestbuy-handlebars>

2018 Commodity Catalogue

Order before October 1st to secure the discounted price of \$2.99 / book!

Regular price of \$3.49 / book will apply to orders submitted after October 1st, 2017.

Contact **Buni Mawani** at b.mawani@bestbuydistributors.ca for information.



best news

CAPS Auto Parts & Tires Brings Out the Cars and the Crowds for Their Annual Car Show



CAPS AUTO PARTS & TIRES held their annual car show at the Rideau Carleton Raceway in Ottawa on July 12th. The event raised funds for the Children's Hospital of Eastern Ontario (CHEO) mental health unit.



The CAPS show always has a big turnout and this year was no different. Over 400 cars were on display while representatives from Promax, MAS Industries, AP Exhaust, Lisle, NGK and Cardone were on hand to mingle with car enthusiasts.

CAPS gave away CAPS gift cards to the best in show categories, numerous door prizes, free ice cream treats and face painting for the kids.



CTR Customer Appreciation Day brings in \$12,000 for Children's Hospital Foundation



CTR presented their \$12,000 cheque to Children's Hospital Foundation of Manitoba. At their recent Customer Appreciation day they matched all donations to support this terrific 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.