

Buy & Sell 2018

St. John's, Newfoundland & Labrador
September 16-19, 2018

A vibrant, historic, colourful, and contemporary city – 500 years young.

St. John's is the perfect combination of big-city luxury and traditional small-town charm. It is the oldest and most easterly city in North America. Wander down the narrow, criss-crossing streets naturally carved by horse and carriage. Pass the colourful jellybean row houses wedged together, lining the sides of steep hills and hidden alleyways.

Hike up nearby Signal Hill through the Battery, where tiny colourful wooden homes cling valiantly to cliff-sides ravaged by ocean waves. The hill is home to the unmistakable, iconic Cabot Tower, a castle-like structure built to commemorate the 400th anniversary of John Cabot's discovery of Newfoundland. It was here that Marconi famously received the first transatlantic wireless message in 1901. From Cabot Tower you can look out over the cliffs and harbour to see a captivating skyline.



Cabot Tower atop Signal Hill

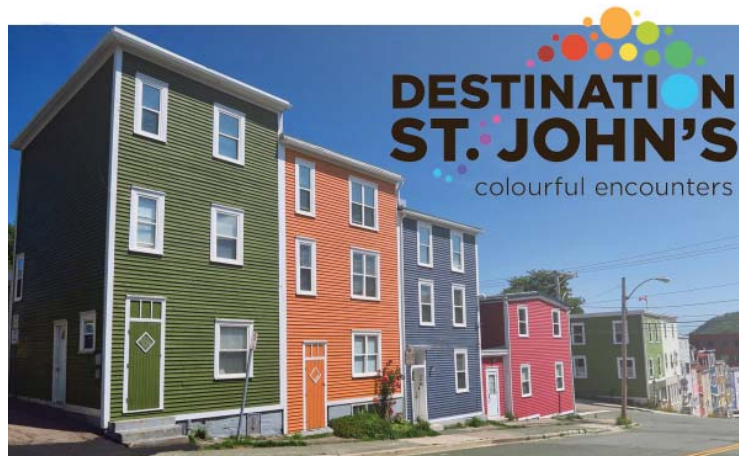


View from Signal Hill

As you explore the city you will stroll along some of the oldest streets in the New World, and visit the many shops, boutiques, lively pubs, cafés, and unique art galleries.

Did you know that St. John's has more bars and pubs per capita than any other city in Canada? Most of them are located on the infamous **George Street**.

Our group can look forward to **"Rally in the Alley"** Tuesday evening as we venture to George Street.



The evening will begin with a delectable multi-course dinner prepared by locally renowned Chef Mark McCrowe (a former Chopped Canada champion).

After dinner, a bagpiper, drummer and fife will lead the way as groups are led on a pub-crawl across George Street. Each venue will have interactive entertainment and some "spirit" of course... expect a *Newfoundland Screech-In* and more!

The final venue will feature a St. John's talented "709 Band" along with a *Scuff* and a *Swally*! A casual gathering after an evening of adventure, hoisting pints, live soulful music and enjoying the moment.



Please be sure to send us your Buy & Sell Registration/Accommodation form if you haven't already. Detailed event information will be sent in May. Stay tuned!

President's Message

Bestbuy Shareholders,

In 1953, the concept of Bestbuy began. 65 years later Bestbuy Distributors Ltd. is one of Canada's leading Automotive After-market Distribution Buying Groups. Unique, in that we are still owned by our member Shareholders. As 2018 marks the 65th Anniversary for Bestbuy Distributors Ltd., you should expect to see various marketing initiatives promoting this milestone anniversary in the marketplace and you are welcome to market this within your own business.

Our 65th anniversary was a significant topic at our recent Annual Shareholder Meeting and Open House Trade show. These events were held at the Westin Bristol Hotel and the Bestbuy DC in Mississauga, March 22nd through 24th. As our fiscal year changed from the end of November to the end of December, we moved this program from the end of February to the end of March. Please note that we will be having this annual event in this time frame moving forward. At the Shareholder meeting, the presentations and meetings were well received with some great feedback coming out of our Shareholder Round Table Sessions. We were able to glean some important information from you and hopefully you were able to also get something positive out of those sessions as well.

We were happy to announce at the event that we would be having our 2018 Buy and Sell in St. John's, Newfoundland, and that our Shareholder-Customer Development Program, "SunSplash" would be held in Costa Rica in January, 2019. Please visit www.sunsplash.ca for further details.

We also presented our Shareholder-Vendor Development Program, "The Club," which was announced early in 2018 as a Danube River Cruise, which will be held in June of 2019. Bestbuy has exclusively chartered a river boat for our Shareholders and Key Vendors, that will cruise the Danube river, starting in Passau, Germany, passing through Austria, Slovakia and finishing off in beautiful Budapest, Hungary. Please visit the website, www.bestbuytheclub.ca, for additional details and to register for this once-in-a-lifetime program.

Another important presentation was that of Bestbuy's Scholarship program. Our Shareholders and vendors have a unique opportunity to offer a scholarship to staff and their families for a \$2500 scholarship for those students studying with the intent to work in the Automotive Aftermarket. Whether it's in business, IT, sales, marketing, or a technical stream, this scholarship is for you. Follow the

hotlink for Bestbuy Scholarships at the www.bestbuydistributors.ca homepage for all the detail and for the application documents.

The events of Friday, March 23rd finished with a fantastic Gala Dinner and Awards ceremony, capped off with some fantastic entertainment. At the Gala, we were proud to present a cheque to Toronto's Sick Kids Hospital for \$25,000, bringing our total donation to over \$860,000 to date.



At the Gala we presented the service awards to our Shareholders that have set milestones with Bestbuy as well as recognized significant achievements attained by our vendors relative to our business. Our Chair of Bestbuy's Board of Directors, Douglas Squires, made an important point during the presentations, in that we need our vendors to take a "pro-distribution" stance against companies that circumvent program distribution, which undermines the aftermarket industry. Bestbuy and our Shareholders have made significant investments in bricks and mortar, as well as inventory and staff. We have certain vendors who are implementing policies that protect their brands by better controlling the distribution of their product offerings that are being sold via non-traditional distribution models such as on-line websites which have very little cost or investment. He encouraged our vendors to take up a similar stance and asked our Shareholders to support those vendors that have begun to take this direction.

Our weekend events finished with our Open House Trade Show in the Mississauga Distribution Centre, on Saturday, March 24th, which was also a great success. The event brought a record number of vendors, which was also very well attended by our Shareholders, with great feedback from both sides.

As you can see we had a very busy Annual Shareholder Meeting as we have a lot going on at Bestbuy. We are as busy in our 65th year as we have ever been in helping you with the necessary tools and programs to grow your business. I hope that you have a great Spring and Summer, and as always, feel free to contact me directly with any questions or concerns at any time.

Best regards,

Jeff Van de Sande

Grow Your Business in 2018



Departure: JANUARY 15 – 17, 2019

7-night stay at DREAMS Las Mareas

DREAMS goes beyond the all-inclusive experience with Unlimited-Luxury®, where nearly everything is included.

Visit www.sunsplash.ca to get registered.



DREAMS®
Las Mareas
COSTA RICA

Explore the Danube

JUNE 5-13, 2019

REGISTER ONLINE AT
www.bestbuytheclub.ca



Bestbuy Celebrates 65 Years

Special Meeting of Shareholders

Bestbuy held a Shareholders Meeting and 65th Anniversary "Paint the Town Red" Celebration in Toronto on March 23rd, 2018. The two-day event brought together Bestbuy members from across Canada and vendors from across North America to celebrate the momentous milestone.

A highlight of the meeting was the 65th Anniversary gala dinner and show. The acclaimed Painchaud Family captivated the audience with their musical showmanship.



The Painchaud Family

President, Jeff Van de Sande and Chair Douglas Squires had the honour of announcing and presenting several vendor Awards of Excellence during the gala evening. Squires stated "These awards are designed to officially celebrate the supplier community who are instrumental in Bestbuy's success and growth."

ProMax (Auto Parts Depot) was the recipient of the prestigious Horace J. Pratt 2017 Vendor of the Year in recognition of their excellence in service, sales performance and support as voted by the Bestbuy members. ProMax has received this award for the fourth straight year since 2014, and previously in 2010.



ProMax accepts the Horace J. Pratt award.

Other paramount vendor award categories announced: The Marketing Partner Award was presented to Mevotech, the Rising Star Award was received by Baldwin Filters and the Cornerstone Award went to Dorman Products.

A new vendor award category was introduced by Vice President Sales, Marketing & Product, Andy Murphy, called the Bestbuy Partner Award. The Bestbuy Partner Award is determined by Bestbuy's Management team and the inaugural recipient is Spectra Premium Industries.



Mevotech accepts the Marketing Partner Award.



Baldwin Filters accepts the Rising Star Award.



Dorman accepts the Cornerstone Award.



Spectra Premium Industries accepts the Bestbuy Partner Award.

Bestbuy Celebrates 65 Years

Special Meeting of Shareholders

The vendor presentations concluded with the special William Elton Outstanding Support Award that was jointly bestowed upon Brad Shaddick and Federal-Mogul Motorparts.



Above: Federal- Mogul Motorparts accepts the William Elton Award.



Left: Brad Shaddick accepts the William Elton Award.

We also presented our annual contribution to support the SickKids Family Heart Centre which is among the top three heart centres in the world. Dr. Robert Hamilton and Dr. Mike Seed were on-hand to accept the \$25,000 donation. Bestbuy has been supporting this worthy cause since 1986 and has contributed over \$860,000.00 to-date.



Presenting the cheque to the Sick Kids Family Heart Centre

During the evening, we had the pleasure of presenting Service Recognition Awards to members: Heimpel Automotive, 50 years; Raco Auto Supply, 30 years; Distribution Mobus, 25 years; Ramez Faizan Enterprises (VAP), 25 years; Distribution De Pièces D'Autos Rive-Sud, 25 years; Pièces D'Auto Charron, 20 years; Les Pièces GR, 20 years; Gregg Distributors, 20 years; Pièces D'Auto Guy, 20 years; and Patterson's Parts Supply, 10 years.

The meetings and celebration concluded on Saturday with Bestbuy's annual trade event at our Mississauga distribution centre. It was a full house with over 90 vendor companies' on-hand eager to discuss new business developments directly with Bestbuy members.

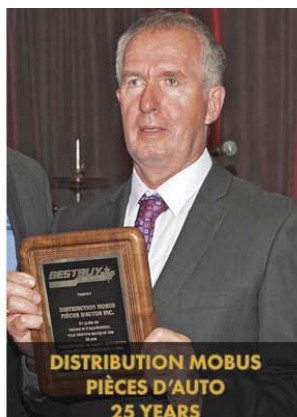
CONGRATULATIONS



**HEIMPEL AUTOMOTIVE
50 YEARS**



**DISTRIBUTION DE PIÈCES
D'AUTO RIVE-SUD
25 YEARS**



**DISTRIBUTION MOBUS
PIÈCES D'AUTO
25 YEARS**



**RAMEZ FAIZAN ENTERPRISES
25 YEARS**



**MÉCANIQUE ET PIÈCES
D'AUTO CHARRON
25 YEARS**

Not shown: Raco Auto Supply, 30 years; Les Pièces GR, 20 years; Gregg Distributors, 20 years; Pièces D'Auto Guy, 20 years; and Patterson's Parts Supply, 10 years.

BEST NEWS

Canadian Auto Parts Suppliers Customer Event

CAPS hosted a Hollywood-Themed Customer Event on March 4th, to the delight of their best customers. Guests took over an Ottawa cinema for a family friendly mid-day treat. The day kicked off with a delicious continental breakfast. For the main event the adults munched on popcorn for the film, "Game Night", the kids enjoyed their movie nibbles with "Peter Rabbit".



After the movies, children retired to the games room with their new toys selected from the CAPS treasure chest. The adults, meanwhile, attended the popular CAPS customer auction. Auction items were featured on the "big screen" with CAPS' own Ghazi Mankal and Scott Rogers of Mevotech as auctioneers. The slide show of items had a personal touch with CAPS staff members featured from their different branches – allowing customers to put a face to a name.



The day finished with a vendor hosted farewell gift stop/shop and take-away cake pops. The stars aligned for another successful CAPS event.

Front l-r: April O'Hara-Hicks & Sonya Cleroux (Magnacharge)

Middle l-r: Tony Gicho, Brittany Pronovost, Dawn Stoeckl-Petric & Rahat Khan (CAPS)

Back l-r: Ralph Langiano (Magnacharge), Scott Rogers (Mevotech), Gord Rowe (Spectra Premium), Ghazi Mankal & Libane Goumaneh (CAPS), Gary Petit, April (Super Flo)

Kindersley Bearing Customer Appreciation Day



On April 11th KINDERSLEY Bearing hosted their annual customer appreciation BBQ. Over 300 customers attended. KINDERSLEY hospitality kept visitors well fed while they took advantage of the special event deals.

DID YOU KNOW? New Product Lines

Energizer Batteries and Lights (EGZ) – Mississauga/Edmonton

NuGeon Calipers (NXI) – Mississauga/Edmonton

Strongarm Jack Program (JET)– Mississauga (Surewerx/Jet/Strongarm)

New Bestbuy Employees



Normand Boisclair joined Bestbuy as our Bilingual Customer Service Representative bringing 25 years of automotive after-market experience to our organization.

Normand can be reached at extension #243.



Matt Mesdag has joined Bestbuy as the Mississauga Warehouse Manager. Matt brings with him 15 years of experience in the Automotive Aftermarket both in sales and operations at the supplier and jobber store levels.

Matt can be reached at extension #240
Email: m.mesdag@bestbuydistributors.ca



Mike Palmer has joined us as Vice President of Finance. Mike is a CPA, CA and comes to us from a large industrial distributor. Mike's prior background was in public accounting where he served as a partner in a firm for over 20 years.

Mike can be reached at extension #237
Direct: (905) 673-1237
Email: m.palmer@bestbuydistributors.ca



SunSplash

UNLEASHED

COSTA RICA
GROUP DINNER EVENT

Saturday January 19, 2019

Take a walk on the WILD side

What to wear: animal print, floral, tropical inspired attire

www.sunsplash.ca