



B&B
ELECTRONICS

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March 1, 2016
Attn: Jessica Kennedy
Account Executive
Purolator Inc.
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Edmonton, AB T5S 2N4

Subject: Purolator as a service provider to B&B Electronics Ltd.

B&B Electronics Ltd. is a forward-thinking distributor that strives to be the primary source for innovative, best-in-class automotive, marine and consumer electronics in western Canada.

We are family-oriented and believe that productivity and job satisfaction are closely related, which fosters a loyal and cooperative atmosphere that extends to our clients. We are committed to maintaining client loyalty by providing cost effective, user-friendly and proven products in a timely and professional manner. We are constantly seeking new avenues to help our clients build their businesses and adapt as the industry evolves.

A few years ago, the Canadian economy was strong and many consumers had more disposable income. During this time B&B Electronics started to see tremendous gains, however our existing warehouse capacity and labour force limited our potential for growth. We determined the combination of Purolator's extensive Canadian transportation network, warehouse options and pick and pack services was the best logistics solution. Through their consultative approach, Purolator was able to customize a solution that had our overseas containers shipped to Vancouver, inducted into the Purolator warehouse where orders are sorted, picked and shipped to our Canadian customers. This process reduced transit time to our customers by up to 80%.

In addition to the reduction in transit time, the Purolator Logistics™ solution saved us up to 20*% in warehousing, labour and shipping costs. The solution was also applicable for issues we were facing in the United States; therefore Purolator duplicated the Vancouver solution in Compton, California where we distribute products to our customer across the U.S.

Purolator's ability to provide solutions that continue to deliver in the ever changing market has powered our growth and mitigated our risk in today's world of economic flux

Purolator has become more than our transportation provider, Purolator has become a trusted partner and business consultant in all areas of our operations. We look forward to continuing our strong relationship with Purolator.

Sincerely,

Mike Hamilton
Warehouse Manager

