



Western Sales (1986) Ltd. Wins 2018 Platinum Status of Canada's Best Managed Companies

Western Sales (1986) Ltd. is proud to announce that we have been recognized for overall business performance and sustained growth with the prestigious Canada's Best Managed Companies designation. The 2018 Best Managed program award winners are amongst the best-in-class of Canadian owned and managed companies with revenues over \$15 million demonstrating strategy, capability and commitment to achieve sustainable growth.

Now in its 25th year, Canada's Best Managed Companies is one of the country's leading business awards programs recognizing Canadian-owned and managed companies for innovative, world-class business practices. Every year, hundreds of entrepreneurial companies compete for this designation in a rigorous and independent process that evaluates the calibre of their management abilities and practices.

Western Sales (1986) Ltd. stands behind our mission to provide the highest quality customer service, with a highly trained and motivated staff, while offering and supporting the finest quality farm equipment and technology that meets the ever-changing needs of their agricultural customers.

"Best Managed Platinum winners have exceptional insights and knowledge into business management practices. They are an inspiration and really take their game to a new level," said Peter Brown, Partner, Deloitte and Co-Leader, Canada's Best Managed Companies Program.

Applicants are evaluated by an independent judging panel comprised of representatives from program sponsors in addition to special guest judges. 2018 Best Managed companies share commonalities that include a clear strategy and vision, investment in capability and commitment to talent.

"Western Sales is humbled to be recognized as one of Canada's Best Managed Companies for the eighth year! Western's status as a Best Managed company drives employee engagement and elevates Western's stature in our industry and our community. We will continue to pursue best management practices as part of the program to drive our financial success which benefits our staff, our customers and our community." stated Vice President of Operations, Carl Persson.

"Companies that earn Platinum Club status, exemplify exceptional vision and leadership and a sustained commitment to growth and innovation," said Dino Medves, Senior Vice President and Head, CIBC Commercial Banking."

2018 winners of the Canada's Best Managed Companies award will be honoured at the annual Canada's Best Managed Companies gala in Toronto on April 11, 2018. On the same date, the Best Managed symposium will address leading-edge business issues that are key to the success of today's business leaders.

The Best Managed program is sponsored by Deloitte, CIBC, Canadian Business, Smith School of Business, TMX Group and MacKay CEO Forums.

About Canada's Best Managed Companies

Canada's Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed companies with revenues over \$15 million. Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices. The awards are granted on four levels: 1) Canada's Best Managed Companies new winner (one of the new winners selected each year); 2) Canada's Best Managed Companies winner (award recipients that have re-applied and successfully retained their Best Managed designation for two additional years, subject to annual operational and financial review); 3) Gold Standard winner (after three consecutive years of maintaining their Best Managed status, these winners have demonstrated their commitment to the program and successfully retained their award for 4-6 consecutive years); 4) Platinum Club member (winners that have maintained their Best Managed status for seven years or more). Program sponsors are Deloitte, CIBC, Canadian Business, Smith School of Business, TMX Group and MacKay CEO Forums. For further information, visit www.bestmanagedcompanies.ca. 5

About Western Sales (1986) Ltd. www.westernsales.ca

Since 1947, Western Sales has developed a culture of 'Customer Service'. The success of Western Sales is not determined by sales volume. The success of Western Sales is gauged by the minimum amount of down-time with their John Deere equipment that our valued customers experience in the critical seasons of planting and harvest. We are staffed with highly trained parts and service technicians that work together as a team to keep our customers in the field. Many changes have come and gone over the years, but one thing remains constant, Western Sales' commitment to customer satisfaction, before and after the sale is made. We are proud to have achieved Platinum Status, in this, our eighth year of being recognized as one of Canada's Best Managed Companies.

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Platinum member