



# E.B. Horsman & Son

*The Electrical Distributor of Choice!*

## PRESS RELEASE

### E.B. Horsman & Son named one of Canada's Best Managed Companies!

Surrey, BC – March 8, 2018 – E.B. Horsman & Son was honoured with Canada's Best Managed Companies designation once again. The 2018 Best Managed program award winners are amongst the best-in-class of Canadian owned and managed companies demonstrating strategy, capability and commitment to achieve sustainable growth. This year, E.B. Horsman & Son achieved Platinum Club status with the Canada's Best Managed Companies program by retaining its Best Managed designation for nine consecutive years.

Last year was an exciting year for E.B. Horsman & Son with notable accomplishments and company milestones reached. Expansion into Western Canada included a second location in Alberta (Calgary) and the acquisition of Intec Controls which, after a 111 year absence, brings E.B. Horsman & Son back to its Saskatchewan roots. The Platinum Club designation from Canada's Best Managed Companies speaks to the continued growth that E.B. Horsman & Son experienced throughout 2017.

E.B. Horsman has been supplying products as an independently owned family business since 1900. We have an industry leading distribution model comprised of a centralized head office and distribution center in addition to the largest branch network of twenty-one well placed service locations in BC, Alberta and Saskatchewan. To further enrich the customer experience, engagement and satisfaction, our selling structure includes technical divisions with centralized support groups, trained and focused in the key product segments of data communications, process, automation and controls, projects, and lighting. E.B. Horsman & Son is dedicated to helping our customers grow and prosper by providing a vast array of quality products, solutions and outstanding service through operational excellence.

"Being amongst the best in class requires more than financial performance," said Peter Brown, Partner, Deloitte and Co-Leader, Canada's Best Managed Companies program. "Achieving sustained growth and strong overall business performance is the result of the combined efforts and commitment of the entire organization."

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.

"In a business environment where many choices for electrical suppliers exist, the Best Managed designation provides the credentials that we can be a strong partner to our customers. Best Managed is a symbol of quality, reliability, and consistency in the Canadian market place," said Tim Horsman, President & CEO of E.B. Horsman & Son. "We have consistently found that employees want to work for a Best Managed company which has become part of our culture, similar to "The Electrical Distributor of Choice" and our strategic theme of "Helping Communities Thrive Since 1900". It is who we are and what we strive to do."

"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. "CIBC is proud to recognize these and all of the 2018 Canada's Best Managed Companies as leaders in their industries."

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

**Head Office & Technical Divisions**  
Automation, Controls & Motion  
Commercial Projects  
Data Communications  
Lighting Solutions  
Process Instrumentation

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#### Our Locations

##### Lower Mainland BC

Burnaby  
Langley  
Richmond  
Surrey

##### Vancouver Island

Campbell River  
Courtenay  
Duncan  
Parksville  
Victoria

##### Interior BC

Cranbrook  
Kamloops  
Penticton  
Vernon

##### Northern BC

Dawson Creek  
Prince George  
Terrace  
Williams Lake

##### Alberta

Calgary  
Edmonton

##### Saskatchewan

Saskatoon

##### Albrite Lighting Division Locations

Burnaby  
Victoria



Platinum member

Thank you for supporting a Western Canadian Independently Owned business established in 1900.

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## 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). For further information, visit [www.bestmanagedcompanies.ca](http://www.bestmanagedcompanies.ca).

## About E.B. Horsman & Son [www.ebhorsman.com](http://www.ebhorsman.com)

Established in 1900 E.B. Horsman & Son is the largest independently owned and operated electrical wholesaler in Western Canada and designated as one of Canada's Best Managed Companies. With 21 strategically placed locations we look confidently towards the future, recognizing that in this fast paced world we must constantly renew ourselves and our capabilities to meet the ever changing needs of the electrical, industrial automation and communications markets. We are committed to exceeding the needs and expectations of our many valued customers by providing quality and reliable services, and by being your problem solving and solutions provider.

For further information, please contact:  
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