



E.B. Horsman & Son

The Electrical Distributor of Choice!

Helping Communities Thrive Since 1900

PRESS RELEASE

Surrey, BC – March 9, 2017 – E.B. Horsman & Son achieved Platinum Club status with the Canada’s Best Managed Companies program by retaining its Best Managed designation for eight consecutive years. The 2017 Best Managed program recognizes the best-in-class of Canadian-owned and managed companies with revenues over \$15 million demonstrating strategy, capability and commitment to achieve sustainable growth.

“Companies that earn Platinum Club status, by retaining their Best Managed status for seven years or more, exemplify exceptional vision and leadership and a sustained commitment to growth and innovation,” said Jon Hountalas, Executive Vice President, Business and Corporate Banking, CIBC. “CIBC is proud to recognize these and all of the 2017 Canada’s Best Managed Companies winners as leaders in their industries,” Mr. Hountalas added.



E.B. Horsman & Son (EBH) is 117 years strong, nimble and growing! EBH is proud to be a successful Western Canadian owned and operated electrical distributor of choice. 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-two well placed service locations. We offer specialty divisions that have centralized support groups that are trained and focused in key product categories; 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, technologic prowess and outstanding service through operational excellence. We are “The Electrical Distributor of Choice!”

Established in 1993, 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. Winners are an important engine of economic growth for being adaptable and sustainable in a global market. Applicants are evaluated by an independent judging panel made up of judges from Deloitte, CIBC, Canadian Business, Smith School of Business and MacKay CEO Forums. Best Managed companies share commonalities that include an emphasis on culture and people, innovation, sustained performance and strong financial results.

“The reason we elected to take part in the program is that they give you an outside perspective on how your organization is doing, based on a number of key criteria,” says Tim Horsman, President / CEO of E.B. Horsman & Son. “It aligned with a number of our core values—continuous improvement, collaboration, initiative and reliability – so everyone got on board and worked towards achieving the designation.”

As a result of participating in the program, E.B. Horsman & Son is now guided by a strategic plan in which there are six areas of focus: operational excellence, talent management, growth and expansion, collaboration and communication, market awareness and enhanced customer experience. The initiatives E.B. Horsman & Son undertake in each area are put in the plan and rolled out over time. “We don’t do every initiative, but it is amazing that we do all the most important ones. Whether it’s moving our distribution centre, expanding into a new geographic area, preparing a succession plan for a highly tenured employee or growing our social responsibility in all markets, we get things done,” added Tim Horsman.

“It’s much more than just financial performance,” said Peter Brown, Partner, Deloitte and Co-Leader, Canada’s Best Managed Companies program. “The ingredients to success also include overall business performance and sustained growth. It takes dedication and commitment from the entire organization.”

2017 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 19, 2017. 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 and MacKay CEO Forums.

See next page for information about the Canada’s Best Managed Program and E.B. Horsman & Son.

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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). Program sponsors are Deloitte, CIBC, Canadian Business, Smith School of Business and MacKay CEO Forums. For further information, visit www.bestmanagedcompanies.ca.

About E.B. Horsman & Son

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 22 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. In achieving those goals we aim to earn your respect as The Electrical Distributor of Choice!

For further information, please contact:

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