

High marks for Lowe's Canada on the first RONA and Ace Canada Buying Show

A resounding success for the 330 suppliers and 300 dealers who took part

Boucherville, QC – September 26, 2017 – The first RONA and Ace Canada Buying Show, presented by Lowe's Canada, took place at Palais des congrès de Montréal from September 20 to 22 and brought together over 330 suppliers and 300 affiliate dealers and their respective teams for three days of presentations, meetings, and business opportunities. With over 2,000 participants, the Buying Show

provided Lowe's Canada suppliers—many of whom from Quebec and all over Canada—with a unique opportunity to present their new products, services, and exclusive offers to RONA and Ace Canada dealers across the country. This was the first Show that brought dealers and suppliers from both banners to the same event, enabling suppliers to present their products and services to a larger group of dealers, and dealers to discover new suppliers and diversify their offerings.



"We are delighted with how successful the Buying

Show was this year. It was fresh and new and showed just how strong our network is," said Alain Brisebois, Executive Vice President, Affiliate Dealers and Operations Central Services at Lowe's Canada. "We've clearly proven that affiliate dealers are key to our growth. That's why we're making major investments to help them thrive. Our dealers enjoy privileges that directly influence their ability to compete on the market, including direct access to exclusive brands, better household appliance offerings, huge buying power, a national marketing program, dedicated traders for wood products and materials, an extensive supply network, a forward-looking omnichannel strategy, and unparalleled market intelligence."



The suppliers at the Buying Show took great care in selecting products that would meet dealers' specific needs, and it paid off. Dealers were able to explore the extensive seasonal products section, the numerous booths dedicated to appliances (a booming segment for an increasing number of stores), and a booth on ecommerce, another key element in the differentiation strategy for many dealers.

On the evening of September 21, Lowe's Canada honoured numerous dealers at a prestigious gala hosted

by Grégory Charles and attended by close to 1,700 people. Prizes were awarded to dealers for their efforts to ensure the long-term viability of their company. "It's important for us to highlight and celebrate the outstanding achievements of our dealers. These exceptional men and women are

dedicated to the success of their businesses and take pride in offering unparalleled service to their customers. This gala is for them," added Mr. Brisebois. The following dealers were honoured at the gala:

RONA

25 years

Boisvert Turcotte Ltée, Malartic (Malartic, QC) Quincaillerie 2000 Inc. (Saint-Apollinaire, QC) Quincaillerie de la Promenade (Verdun, QC) Quincaillerie Parc & Bernard (Montréal, QC) Quincaillerie St-Sacrement Inc. (Québec City, QC)

30 years

Dufour Laurian (Sacré-Cœur-Saguenay, QC) Quincaillerie de l'Ascension (L'Ascension-de-Notre-Seigneur, QC)

35 years

Matériaux Luc Doucet Inc. (Normandin, QC)

40 years

Ferlac Inc. (Saint-Félicien, QC)

45 years

Centre de rénovation Réal Riopel inc. (Entrelacs, QC) RONA Ferronnerie St-Janvier Inc. (Mirabel, QC)

50 years

Ferronerie A. Leduc inc. (Longueuil, QC)
Major & Major inc. (Montréal, QC)
Quincaillerie Beaubien (Montréal, QC)
Quincaillerie Rousseau inc. (Saint-Lambert, QC)
Starrak inc. (New Richmond, QC)

55 years

Quincaillerie Guy Racine (Laval, QC)

65 years

J. Anctil Itée (Saint-Denis-de-Brompton, QC)

Ace Canada

25 years

Ace Hardware Beaverlodge (Beaverlodge, AB) Ace Hardware Fort St. James (Fort St. James, BC) Marczak's Ace Hardware (Lac La Biche, AB) Port Hardy Ace Hardware (Port Hardy, BC) Ace Hardware Manning (Manning, AB)
Ace Hardware Oyen (Oyen, AB)
Ace Hardware St. Walburg (St. Walburg, SK)
Michaud & Levesque Hardware (Sturgeon Falls, ON)

A few suppliers were also honoured:

"Building Materials and Forest Products" Supplier of the Year Leadvision International

"Hardware Supplier" of the Year Moen

About Lowe's Canada

Lowe's Companies, Inc. (NYSE: LOW) is a FORTUNE® 50 home improvement company serving more than 17 million customers a week in the United States, Canada, and Mexico. With fiscal year 2016 sales of US\$65.0 billion, Lowe's and its related businesses operate or service more than 2,370 home improvement and hardware stores and employ over 290,000 people. Based in Boucherville, Quebec, Lowe's Canadian business, together with its wholly owned subsidiary, RONA Inc., operates or services more than 600 corporate and independent affiliate dealer stores in a number of complementary formats under different banners. These include Lowe's, RONA, Réno-Dépôt, Marcil, Dick's Lumber, and Ace. In Canada, the companies have more than 25,000 employees in addition to nearly 5,000 employees in the stores of RONA's independent affiliate dealers. For more information, visit Lowes.ca.