

November 1, 2018

Dear Westward Parts Dealer

I am pleased to announce that MacDon Industries Ltd., is acquiring Winnipeg-based Sprayer Parts Warehouse effective today.

Sprayer Parts Warehouse, established over 65 years ago, is a leading national wholesale distributor of agricultural and industrial parts and fittings, sprayers and spray components as well as a full range of pressure washers, pressure washer accessories and parts.

The acquisition of Sprayer Parts Warehouse complements our Westward Parts Services Ltd business, and we look forward to enhancing our leadership position in Agricultural and Sprayer parts in Canada, as well as expanding our position in Industrial parts. This addition is an excellent fit for our growing Agricultural parts business. We see more opportunities for cross promotion, distribution expansion, and increased volumes from this strategic acquisition.

Sprayer Parts Warehouse will continue to operate as a stand-alone business as it has for many years at its current location at 1733 St Matthews Ave in Winnipeg. Over time, we will start to take advantage of synergies between the Sprayer Parts Warehouse and Westward Parts, which share many common suppliers and products. We are excited to state that Ray Falkenberg, former owner of Sprayer Parts Warehouse, will remain with the company as General Manager. I know many of you already deal with Ray and his team today.

Sprayer Parts Warehouse has operated for 65 years evolving from a sprayer manufacturer in the 50's and 60's to a major parts supplier to the agricultural and industrial markets. Along the way, they've adapted and developed new tools and programs to support customers through the evolution of both products and technology in a fast changing and expanding competitive environment. Their commitment to providing industry leading product knowledge in an 'easy to do business with' environment remains as the number one objective.

Ray will be joining us at the Westward Parts Expo in Regina, on November 28-29, 2018.

If you have any questions or comments, feel free to discuss with me

Jason Klassen
Vice President, Global Parts Operations, MacDon Industries Ltd
Interim General Manager, Westward Parts Services Ltd