



Russell Hendrix  
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## Russell Hendrix Merge

November 21, 2016

Dear Vendor Partners,

We are pleased and excited to announce that Blue Point Capital Partners has acquired a controlling interest in Hendrix Hotel & Restaurant Equipment and Supplies. Effective today, Canada's two largest foodservice equipment dealers, Hendrix and Russell Food Equipment, will become one company: **Russell Hendrix Foodservice Equipment**.

The combination of Russell and Hendrix is truly a game changer for our two companies, our vendor partners and, most importantly, our customers. With a combined 17 showrooms, 4 distribution warehouses, a national Parts & Service division and our Quest manufacturing division, Russell Hendrix will have the unique ability and capacity to deliver a superior level of service and product selection to a diverse customer base across Canada.

With respect to procurement, Russell and Hendrix will continue their current operational structures, accounting and order processing methods until December 31<sup>st</sup>. Therefore, vendor programs based on the calendar year are expected to continue without change.

After January 1<sup>st</sup>, there will likely to be some necessary procedure and policy modifications implemented. Vendors will be kept well informed of any changes affecting order processing, reporting and billing.

Over the coming weeks and months we will be scheduling meetings with many of you with the objective of collaborating on programs to the benefit our customers.

We look forward to working closely with you, our partners, as we take on the enormous challenge of integrating Russell and Hendrix over the coming year.

Regards,

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