

3250 Ridgeway Dr, Unit 15  
Mississauga, Ontario,  
Canada, L5L 5Y6

**J. K. SALES**

Tel - 905-608-2068  
Fax - 905-608-2070  
Email: jim@jksales.com

*Manufacturer's Agents Serving All of Canada*

Thank you for taking time to review the enclosed information. If you are currently seeking the services of a professional representation agency, the following will give you information about our Company.

Needless to say, this has been an interesting year for our industry. In particular, it has been a very trying year for J.K. SALES. Our line list, which had been stable for many years has had dramatic changes. One of our major lines changed ownership late in 2007, which resulted in a decision to change rep firms after 17 years of unprecedented growth.

Having said all that we have managed to keep our numbers in the black, once again! There is something to be said for going to work every day and getting the job done!

Today we represent companies such as Mile Marker, Agricover Inc, Curt Manufacturing, PCI /Stellar and The Hiniker Company.

As you investigate our company, you will find that we have a relatively short line list. This is by choice. We have always felt that quality is more important the quantity. Our size has allowed us to be focused on and service accounts such as Canadian Tire Corporation, in the manner which they demand, yet still have time to make the Jobber Sales Calls which we believe are essential to drive sales.

Our Focus for this coming year will be to strengthen our position with our existing clients, as well as grow with new customers in new areas. January 2008 marked the opening of our office in central Alberta. This has had a lot to do with our recent success.

We are selectively seeking a new program to represent in our territory. Actually, we consider each new program as a new partnership. A partnership that will strengthen as time goes on! Do you require new representation in Canada? Perhaps there are opportunities that we should investigate together!

Also, you may like to check out our website:

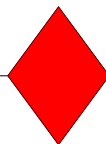
<http://www.jksales.com>

Once again, thank you for your time and consideration.

Sincerely,



Jim Klassen  
**Partner**



*Manufacturer's Agents Serving All of Canada*

**W**hat makes **J.K.Sales** different than the rest?..... Experience, Dedication, Patience and an overwhelming desire to succeed.

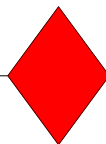
Our goal is to be the most desired representation firm in Canada. Our plan to achieve our goal is simple..... Customer Service! Really, what else is there today?

Since our inception in 1990, we have refined a game plan that has allowed us to service all of our customers in a fashion that only a company man could do in the past. We accomplished this by representing only a handful of quality manufacturers that also share our beliefs. Today we proudly represent companies such as Curt Manufacturing, Agricover Inc., Cargo Ease and Mile Marker. Our plan seems to have worked. We are proud to say that we were awarded the Extang Corporation's "**1997, 1999 and 2002 "Rep of the Year"**" as well as the "**2000 People's Choice**" award and several other awards for sales achievements . By limiting our line list, we have succeeded in servicing the market in a professional, courteous manner. Each situation is dealt with immediately as it arises, just as I am sure you would handle it yourself.

Our sales efforts are focused from the ground up. We detail at the jobber level to provide instant feedback on changes in the market place. This hands on approach allows us to provide grass roots training. As we all know, product knowledge at the counter level is the key for all of our success.

Each market area is a little different. We work with our customers and factories to provide programs that are tailored to each area. This can be anything from plan-o-grams to region specific products or pricing!

**W**hether you are considering new representation or considering a change in Canada, do both yourself and your customer a favor and **Consider J.K. Sales !**



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## Here's what we offer!

### ⇒ Sales and Marketing

We call on O.E.M.'s, Mass Merchants, WD's, Jobbers and Equipment builders.

### ⇒ Warranty

We work on site with our customers to handle any warranty issues and destroy in field

### ⇒ On Site Display Assistance

We can offer customer assistance in setting up product displays / presentations.

### ⇒ Small Order Fulfillment

Ideal for re-distribution of brochures, catalogs, samples, incentives etc. to your Canadian customers.

### ⇒ In Field Training

We work on site with our customers to conduct seminars and in field training.

### ⇒ Trade Show Assistance

We offer customer assistance in promoting your products at their trade shows.

### ⇒ Translation Services

Through our contacts, we are able to provide complete translation services through our local provider

### ⇒ Logistics Advice

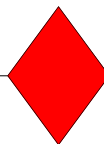
Our experience in nationwide warehousing / logistics allows us to direct you in securing warehousing and transportation services.

### ⇒ Coast to Coast Coverage

Our customer base stretches from coast to coast. Deal with one representation firm for all of Canada.

For further information visit [website: http://www.jksales.com](http://www.jksales.com)

Or for personal references [email: sales@ jksales.com](mailto:sales@jksales.com)

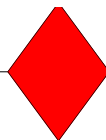


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**Our Current Call List includes the Following:**

- **Canadian Tire**
- **UAP**
- **Costco**
- **AM Distribution**
- **Uni Select**
- **Atlantic Trailer Sales**
- **Action Van And Truck World**
- **Auto Dynamics**
- **Robert Thibert**
- **Mazda Canada**
- **Twin Equipment**
- **Toyota Canada**
- **Karbelt Speed and Custom**
- **Performance Improvements**
- **Action Distribution**
- **Marius Garon**
- **H & A Travelways**
- **Hitch City**
- **Hitchco Distributors**
- **RBL Warehouse**
- **Accessory Warehouse**
- **TSC Stores**
- **Western Warehouse**

**And many more!**



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Email: jim@jksales.com

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## Company Personnel Directory

To reach  
**Jim Klassen**  
(Cell 416-726-4285)  
[jim@jksales.com](mailto:jim@jksales.com)

To Reach  
**Alan Adlam**  
(Cell 416-417-3044)  
[alan@jksales.com](mailto:alan@jksales.com)

Mailing address for both:

**3250 Ridgeway Drive, Unit #15  
Mississauga, Ontario, L5L 5Y6**

To reach  
**James Klassen (jr)**  
(Cell - 403-392-3301)  
[junior@jksales.com](mailto:junior@jksales.com)

Mailing Address for James:

**53 Old Boomer Rd.,  
Sylvan Lake, Alberta, T4S 1Z1  
403-887-1080**

Website:  
<http://www.jksales.com>

