



January 27, 2022

To: Our Valued Customers

Re: Business Changes

We are excited to inform you that **Thirlby Automotive is joining forces with the Auto-Wares Group of Companies**. Our companies combined will add even more inventory, product brands, sales resources and widen your available parts network. We will be working together to merge the best aspects of these two very successful companies with the singular goal of being your Best Parts Supplier.

Auto-Wares is a family owned, Michigan company that is headquartered in Grand Rapids. They have 39 locations in northern MI and the U.P., including a distribution center in Gaylord. They have been a long time supplier to Thirlby Automotive with relationships that date back over 50 years. Most importantly, these relationships have lasted because of the mutual respect and integrity always at the forefront of our business and personal dealings with each other. This is one of the main reasons we have chosen to join together in the next chapter of the Thirlby Automotive and we will work hard to meet the expectations of all Thirlby customers and employees.

The Thirlby Automotive name will remain in this market. All aspects of your account including account numbers, will remain the same. Product lines will stay the same with additional brands likely to be added. In market inventory levels will be maintained or grown. Most importantly, the Thirlby Automotive people you deal with and trust have all been encouraged to remain with the joined companies. Brandon Thirlby and Matt Thiebaut will lead the store teams going into the future and Ed will be always be available to assist and guide.

What happens next?

- Store physical inventories will be conducted in February and March.
- Thirlby Automotive and Auto-Wares officially join operations on March 28th, 2022
- Additional inventory, programs and resources will be made available over time. Some included will be;
 - Enhanced wholesale internet ordering with MyPlace4Parts
 - Auto Value programs such as Tech Expo (see link below)
 - Expanded Battery programs
 - Expanded Heavy Duty Parts programs
 - Expanded tool and equipment programs
 - More!

Our priority is to make this business change a POSITIVE for you as our valued and loyal customer. Thank You for your business, support and friendships for over 60 years. We are looking forward continuing to grow our businesses together.

Sincerely,

Ed Thirlby
Thirlby Automotive

Todd Leimenstoll
Auto-Wares Group of Companies

For more information: autowares.com