



# Earn Savings on your Food and Beverage Purchases

## Best Western MarketPlace® for Canada

*The Best Western MarketPlace Program provides access over \$500M in Canadian leveraged purchase volume annually with over 200+ Manufacturer and Supplier Agreements.*

Taking advantage of the Best Western MarketPlace Canada Distribution Program will enable operators to maximize invoice and revenue impact through contract pricing and manufacturers rebate agreements. Operators receive their rebate incentive revenue checks on a monthly basis after initial setup and lead time is established without follow-up to each supplier/distributor.

**Operator may save an additional 2% off broad line distribution markup schedule** without any fuel surcharge if operator utilizes the Managed Order Guide (MOG) that provides a detailed list of all contracted and rebate items available per distribution center.

**Managed Order Guide (MOG):** Gordon Foodservice (GFS) to provide all products listed on the MOG and deliver a copy to each location on or before the first of each month. Selling prices shown are firm for the month (with the exception of Produce Pricing). An item required but not listed on the current MOG will be authorized through the “One Time Release” procedure.

**Broadline Prime Distribution Coverage:** A Gordon Foodservice –Canadian Division (GFS) is the Preferred Prime Broadline Distribution supplier for all Provinces in Canada excluding Ontario. Summit Food Service Distributor services Ontario. (See following page for detailed list)

**Regional and Direct programs** include Fluid Dairy and Direct Delivery bread, plus more to come.

**Categories:** Broadline distribution categories include: Grocery, frozen, dairy, ice cream, beverage, proteins, produce, eggs, coffee, non-foods, and chemical/janitorial.

**No cost to join, no long-term commitment.** Best Western Canada (BWC) operators may join the distribution platform by distributor program, based upon approved credit by individual location with an 80% purchase commitment in the program.

**How to Get Started.** The Best Western MarketPlace makes activating your account very easy because we know your time is valuable. You can either activate online at [www.bwbuyersadvantage.com](http://www.bwbuyersadvantage.com), or request a hard version by calling 877-755-7828 or emailing [mary.vilimek@bestwestern-marketplace.com](mailto:mary.vilimek@bestwestern-marketplace.com)

**Operator may terminate program participation at any time** with a 30 day written notice and at no added cost.

### Leverage Best Western Strengths with Purchasing that Fits!



Best Western MarketPlace®  
[www.bwbuyersadvantage.com](http://www.bwbuyersadvantage.com)  
 877-755-7828

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## Best Western MarketPlace for Canada<sup>®</sup> Endorsed Distribution Programs

Distributor Type	Region	Distributor Name/Features
<b>Broadline Prime Distributor</b>	Alberta	<b>Bridgebrand Calgary</b> - A GFS Canada Company
	Alberta	<b>Bridgebrand Edmonton</b> - A GFS Canada Company
	Manitoba	<b>Bridgebrand</b> - A GFS Canada Company
	British Columbia	<b>Neptune Foodservice</b> - A GFS Canada Company
	Newfoundland and Labrador	<b>Atlantic Grocery Distributors</b> - A GFS Canada Company
	Nova Scotia, New Brunswick, Prince Edward Island	<b>M &amp; S Food Services</b> - A GFS Canada Company
	Ontario	<b>Summit Food Service London Distributors Inc.</b>
	Ontario	<b>Summit Food Service Ottawa Distributors Inc.</b>
	Quebec	<b>Distal</b> – A GFS Canada Company
<b>Hotel Pantry Market and Confectionery Suppliers</b>	British Columbia	<b>Morton &amp; Clarke</b> – Direct Delivery
	Alberta, Saskatchewan, Manitoba & parts of British Columbia	<b>Core Mark International</b> – Direct Delivery
	Ontario	<b>Summit Food Service</b> - Delivered with Broadline Prime Distributor Purchases
	Ontario	<b>Summit Food Service</b> – <b>Courtney's</b> Direct Delivery
	Quebec	<b>Distal</b> – A GFS Canada Company – Delivered with Broadline Prime Distributor Purchases
	Newfoundland	<b>Atlantic Grocery Distributors</b> – A GFS Canada Company
	New Brunswick, Nova Scotia, Prince Edward Island	<b>OH Armstrong</b>
<b>Fresh Bread Direct</b>	National Contract	<b>Westons</b> – Direct Delivery
<b>Fluid Dairy- Direct &amp; Broadline</b>	Through Neptune; British Columbia	<b>Saputo</b>
	Through Bridgebrand; Prairies	<b>Parmalat</b>
	Atlantic Canada	<b>Scottsburn</b>
	Quebec & Ontario	<b>Natrel</b> – Direct Delivery

### Best Solution for your Purchasing Needs

- ✓ Contract pricing, full category coverage
- ✓ Full manageability and high flexibility
- ✓ Minimum transition with immediate impact
- ✓ Value engineering for the best quality and price
- ✓ Competent and reliable distribution programs

