

TRI COUNTY AUTO SUPPLY | JANUARY NEWSLETTER

NEW YEAR. NEW GOALS. SAME COMMITMENT TO SERVICE

Welcome to 2026! As we kick off a new year, we want to thank our customers, partners, and team members for an incredible 2025. The start of a new year always brings new opportunities, fresh ideas, and renewed focus, and 2026 is no exception.



At **Tri County Auto Supply**, our goals for this year are simple:

- Continue strengthening relationships with our customers.
- Help Service and Parts Departments grow and operate more efficiently.
- Expand our product range with innovative, high-quality solutions.
- Remain flexible, reliable, and responsive, especially during challenging seasons.

A LETTER FROM THE PRESIDENT'S DESK

2025 was a year of significant personal health challenges for my wife and me. We are blessed and continue to move forward on the path of recovery.

It was also a year that reinforced the importance of surrounding myself with a positive committed team. I am grateful to the individuals who continue to inspire me and help grow TCA every day. I would be remiss if I did not acknowledge our clients, many of whom I consider friends, for their unwavering support throughout the year.

As we look ahead, we are genuinely excited about 2026. With new programs, new representatives, and new training initiatives, we feel confident that this will be a breakout year for everyone at Tri County Auto Supply.

Wishing you all a wonderful holiday season and a very Happy New Year!

Sincerely,

Gary Finkelstein
President/Owner



WINTER WEATHER UPDATE- STAYING PREPARED TOGETHER



Winter is just getting started, and with snow, slush, rain, and icy road conditions expected to continue, **winter supplies remain critical**.

We want to be transparent. ***Rock salt availability has become challenging.*** Demand continues to increase across the region. That said, we are doing everything possible to support our customers by securing **alternative ice melt solutions**. Diversifying supply sources and maintaining stock on winter essentials whenever available. If you are concerned about availability or would like to explore alternative ice melt options, please reach out early so we can help you plan ahead.

EXPANDING OUR SERVICE DEPARTMENT SUPPORT

As we announced back in November, we are excited to have added a dedicated Service Chemical Representative to our team for 2026, Nico Sebastian. His primary focus will be working closely with service departments to help:

- Increase service drive revenue
- Improve menu presentations and upselling opportunities
- Provide product training and usage support
- Introducing value-added service chemical programs

This role is all about partnership, helping your team succeed while maximizing efficiency and profitability.



Nico will start visiting accounts early January. If you'd like to schedule a visit or review your current service chemical program, Nico is ready to help.

WHY CHOOSE TRI COUNTY AUTO SUPPLY AS YOUR PREFERRED VENDOR FOR 2026?

In a year where efficiency, reliability, and cost control matter more than ever, choosing the right supplies makes a real difference. At Tri County Auto Supply, we don't aim to be just another vendor, we strive to be a true partner to your business. **Here is what sets us apart:**

One-Stop Wholesale Solution

We offer a wide range of automotive supplies, service chemicals, paper and janitorial supplies and shop essentials, among other product lines, reducing the need for multiple vendors and simplifying your purchasing process.

Competitive & Transparent Pricing

We continuously review pricing, explore alternatives, and negotiate with suppliers to help you stay within budget without sacrificing quality.

Reliable, Timely Deliveries

Our local presence allows us to provide fast turnaround times and dependable service, especially when products are needed urgently.

Dedicated Sales & Support Team

Each customer is supported by knowledgeable representatives who understand dealership and shop operations and are available to assist when you need it.

Flexible Programs- No Contracts

From early-pay discounts and rebate programs to customized purchasing solutions, we tailor our approach to fit your business model, with no long-term conditions.

Proactive & Solution Driven

Whether its sourcing hard-to-find products, offering alternative solutions during shortages, or introducing new ideas to improve efficiency, we are always working with your best interest in mind.

As we move into 2026, our focus remains the same: helping our customers operate smarter, save time (and money) and grow with confidence.

Thank you for trusting *Tri County Auto Supply* as your partner. We look forward to another successful year together!