



JOHNSTONE SUPPLY, INC.

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April 17, 2008

Dear Supplier,

In our continued march toward our goal of \$2 billion in sales in 2010, Johnstone Supply has made some exciting changes in our Marketing Department. As an enhancement to the previous structure of six separate marketing departments with individual vendor responsibility, two distinct business units have been created each with four specific marketing focuses.

Steve Porter has been appointed a Marketing Director and will lead the business unit charged with the overall responsibility of HVAC. This unit will have four departments managing the Residential Equipment, Commercial Equipment, Controls & Hydronics and Air Delivery/Vent/IAQ product segments.

Mark Askew has been appointed a Marketing Director and will lead the Refrigeration and Component unit that will now have overall responsibility for Refrigeration, Commodity Products, Motors & Components and Tools and Instruments in its four departments.

The Marketing Managers will be transitioning to align within these business units by product segment.

<u>HVAC Business Unit Product Segments</u> Indoor Air Quality/Ventilation Commercial & Specialty Equipment Residential Equipment Controls & Hydronics	<u>Marketing Manager</u> Jeff Schultz Chris Swanson Lori Hayes (newly promoted) Bill Jatho
<u>Refrigeration & Components Business Unit Product Segments</u> Motors & Components Commodities Tools & Instruments Refrigeration	<u>Marketing Manager</u> Judi Carpenter Mark Westerback Ryan Thompson (newly promoted) Position to be filled

The restructuring of the Marketing Department supports Johnstone's Strategic Plan and the initiatives we are implementing to enable our Members to profitably grow their business and meet our goals. Our supplier partners are also a key component to achieve these strategic goals and we look forward to continue to work with you for our mutual success.

Please join me in congratulating everyone as they transition into their new roles. If you have any questions, please give me, Steve Porter or Mark Askew a call.

Sincerely,

Gary Daniels
President/CEO