

FOR IMMEDIATE RELEASE

Media Contact: David Dayton
Ph: 503-233-9352, david@daytoncom.com

Johnstone Supply Finalizes Major Initiative with New Southwest Regional Distribution Center

Opening of Las Vegas facility marks milestone, completing the Cooperative's strategic shift to provide regionalized distribution and product offerings

(Portland, OR – May, 2008) – Johnstone Supply, Inc. has announced that its new Southwest Distribution Center (DC) located in Las Vegas, Nevada has officially opened and reached full operations. The Las Vegas facility marks a landmark event for Johnstone Supply, completing its national network of five major regional distribution centers and providing Johnstone's stores and customers with even faster delivery times including next-day delivery, and the ability to stock products specially suited to the needs of regional HVACR contractors. The official Grand Opening ceremony for the Las Vegas DC was held on April 19th; see the accompanying overview sheet for detailed facility facts and specifications.

The Southwest Distribution Center initiated limited shipments in March and began gradually expanding operations. The facility is now fully operational, servicing 56 Johnstone stores throughout the southwest United States. The new 130,000 square foot facility joins the existing major distribution centers in Portland, Oregon; Memphis, Tennessee; Allentown, Pennsylvania; and Jacksonville, Florida.

As part of the regionalization strategy, Johnstone stores in each region have also been assigned a Regional Account Manager who is responsible for supporting and creating targeted strategies and services to better serve Member stores and Johnstone customers in each geographic area. The Regional Account Managers and Distribution Centers are the linchpins of a regionalized approach to store support, product distribution and customer services designed to position the company for continued growth and to solidify Johnstone's reputation for unparalleled customer support. The regional distribution network benefits Johnstone customers with enhanced inventory specific to local climate needs, improved product availability, shipping accuracy and more timely deliveries.

Johnstone Supply is the leading cooperative wholesale distributor in the HVACR industry, with over \$1 billion in annual sales and more than 320 independently owned store locations across America. Johnstone Supply offers superior customer service, technical advice and training seminars, and prints an annual catalog featuring more than 30,000 HVACR parts, supplies and equipment. A searchable online catalog is also available, with the ability to order directly from local stores at www.JohnstoneSupply.com.

###