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

Johnstone Supply Expands Northeast Regional Distribution with New Facility

(Portland, OR – May, 2009) – In response to strong sales and demand in the region, Johnstone Supply has announced the move to a new, larger parts and equipment Distribution Center serving Johnstone stores in the Northeast. The state-of-the-art facility will be based in Lehigh County, Pennsylvania, close to the Cooperative's current distribution facility in Allentown.

"We're proud to say that our sales growth in the Northeast has greatly exceeded expectations since we opened the original facility five years ago," said Johnstone Vice President of Supply Chain Ray Kernagis. "We want to make sure that product availability and delivery speed remains at the highest level, and meet capacity requirements over the next 10 years." Kernagis noted that the new center will not only be significantly larger, it is custom-designed for even more efficient, accurate and fast shipping operations. The facility design is based on the company's cutting-edge regional distribution centers recently opened in Las Vegas, NV and Jacksonville, FL.

The new 156,000 square foot Allentown facility will begin receiving inventory in September of 2009, and begin shipping deliveries from the new Johnstone facility in October. Johnstone Supply will conduct operations in both facilities, during the transition, to ensure there are no impacts to product deliveries or customer service.

The new facility will service 83 Johnstone Supply stores in the Northeast, offering next-day delivery and the opportunity to stock a customized line of products especially suited for the region. With the ability to deliver products within 24 hours and enhanced product lines that meet the specific needs of Northeast HVAC/R contractors, the new center will allow Northeast Johnstone stores to further expand their product offerings and offer improved inventory availability and shipping accuracy.

The new Northeast distribution center marks the third such facility in the last two years; all part of Johnstone Supply's ambitious strategic distribution model covering every region in the country. Completed in 2008, the system of five regional distribution centers has benefited customers and stores nationwide. The distribution network provides faster shipping, including next-day delivery, and customized regional product selection. In addition to the Northeast facility, the Cooperative operates major distribution centers in Portland, OR; Memphis, TN; Las Vegas, NV and Jacksonville, FL.

Johnstone Supply is the leading cooperative wholesale distributor in the HVACR industry, with over \$1 billion in annual sales and 340 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.

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