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Emery-Waterhouse Named Primary Distributor for Grand Lumber Company Inc.

Company Selected for Exceptional Service, Innovative Ideas and Quality Product Lines

PORTLAND, Maine — Dec. 16, 2008 — Emery-Waterhouse, a leading distributor of hardlines and building materials, today announced that it has been selected as the primary distributor for Grand Lumber Company Inc. Emery-Waterhouse began its relationship with Grand Lumber earlier this year, supplying product and designing the layout for its new lumberyard and home center in Belchertown, Mass., which held its grand opening on Nov. 28. Grand Lumber has since expanded its relationship with Emery-Waterhouse to include its West Suffield, Conn., location.

“As an independent hardware retailer, Emery-Waterhouse understands our unique needs and is able to provide the quality hardlines, personalized service and attention that we need to succeed,” said Bruce Jackson, executive director, Grand Lumber. “During our experience opening the Belchertown location, it became apparent that Emery was reliable and flexible, and would continue to service our account far beyond the placement of our initial order. It made sense to establish that kind of relationship for our Connecticut store as well.”

Grand Lumber chose Emery-Waterhouse after researching several other distributors. Through the use of its value-added tools, Emery assisted Grand Lumber with a wide range of activities, including selecting the size and shape of the building and determining the layout and setup inside the store. Other services included advising on product line selection, in-store merchandising, retail pricing and working with manufacturer/vendor partners to coordinate product assortments and training.

“With Grand Lumber, we were given the opportunity to leverage all that we have to offer, which goes beyond simply distributing product,” said Don Dickson, senior vice president of Emery-Waterhouse. “We look forward to sharing in their ongoing success and providing them with the resources necessary to remain competitive.”

About Emery-Waterhouse

Founded in 1842, Portland, Maine-based Emery-Waterhouse is a full-service independent hardlines distributor serving hardware dealers, lumberyards and home centers throughout the Northeast and Mid-Atlantic regions. In 2008, the company launched its Emery Building Materials division with operations in Pennsylvania.

Emery-Waterhouse offers product assortments across all major categories ranging from hardware, tools, paint and sundries to lawn and garden supplies.

In addition, Emery-Waterhouse offers value-added services such as innovative merchandising and sales solutions. For more information, visit www.emeryonline.com or call 800-283-0236.

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