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Emery-Waterhouse Holds Open House to Celebrate New Pennsylvania Facility

Customers Tour New Distribution Center, Meet Staff and Vendors

PORTLAND, Maine — Sept. 12, 2008 — Emery-Waterhouse, a leading distributor of hardware and building materials, celebrated its new Emery Building Materials distribution center in Northeast Pennsylvania with an open house on Sept. 10. During the event, customers and vendors had the opportunity to meet with Emery's staff and learn more about its state-of-the-art inventory and warehouse management systems. The facility, which began operations in June, is located at the CenterPoint Commerce & Trade Park in Pittston, Pa.

"Thanks to the support of customers, suppliers and our team this was a very positive event which is the beginning of some nice growth opportunities for all of us," said Steve Frawley, president of Emery-Waterhouse.

While at the open house, customers met with several of Emery's vendors and had the opportunity to purchase select merchandise at discounted rates. They were also treated to a dinner in their honor.

"I enjoyed getting a chance to see the warehouse in action," said Jerry Warrng, general manager and buyer, Gumble Brothers, Inc. "It was amazing to see all the care that goes into fulfilling an order, and how the warehouse systems map and create the most efficient delivery routes. I had no idea that so much happened 'behind-the-scenes' from the time I place an order until it arrives."

Vendors benefited from the one-on-one time with customers, which provided them with the opportunity to spotlight new products and offer specials on select items. "This was a fantastic opportunity to get to know our customers and Emery employees a little better, while also showcasing our latest products," said David Williams, branch sales manager, Simpson Strong-Tie Co., Inc.

Last year, Emery expanded its building materials product line and established its presence in the Mid-Atlantic region with the acquisition of The Morgan Distribution Co., a specialty distributor in the building supply business. Additionally, Emery expanded its building materials product offering to include the Stallion Fastener line and additional exterior and bulk home building products.

Emery's next customer event will be its annual trade show, Emery-Waterhouse Marketplace 2009, which will take place Jan. 16-18, at the Rhode Island Convention Center in Providence.

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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