



# ..... NSC NEWS .....

The end of 2007 marked three years of unprecedented growth and expansion in National Sales Company's 62 year history. Our excitement about the future for our industry in both St. Louis and Illinois has led us to make new investments which increase our commitment to our customers and improves our overall customer service. The following is a highlight of our initiatives for 2008:

## NSC Service Headlines – 2008



### O'FALLON BRANCH RECONFIGURED

We are reconfiguring and investing in our O'Fallon, Missouri location. A change in our inventory set-up improves this location's ability to provide maximum fill rates for will-call and pick-up orders. In addition, we will be using this location as a corporate indoor bulk storage facility to further increase our buying power.



### EDWARDSVILLE BRANCH OPENING THIS SPRING

Coming soon . . . our Illinois customers will have easier access to our products. This spring we will be adding a pick-up and will-call location in Edwardsville. This location will continue the National Sales Company tradition of maintaining deep inventories to keep our customers running.



### ST. LOUIS HEADQUARTERS BECOMES HUB FOR PROJECT DELIVERY

Project orders will be centralized to our downtown St. Louis location. Early morning truck deliveries have the advantage of traveling against the Highway 40 traffic patterns which has resulted in uninterrupted delivery service.



### NSC LIFT TAKES PRODUCTS TO NEW HEIGHTS

We have ordered our first 21-foot flatbed delivery truck equipped with a knuckle boom crane. NSC Lift service will begin approximately May 1<sup>st</sup> and will aid in the unloading and placement of pipe, commercial HVAC equipment, and other materials at the direction of project foremen.



### MAMMOTH ROOFTOP UNITS IN STOCK

National Sales Company has been growing HVAC commercial business steadily for the past three years. To enhance our equipment offering we have invested in Mammoth commercial units from 3-15 tons that are in stock and under roof.

### NSC EZ BILL CONSOLIDATES YOUR BILLING

We are reducing the amount of time customers spend on invoices through our NSC EZ Bill consolidated billing service. This new service makes payables easier by breaking out invoices by project.

As always, our best ideas come from our customers. Please contact your account representative or any of our 50+ employees at National Sales Company with any comments or questions. Thank you for your continued business and for the opportunity to support your company's projects in 2008.

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