

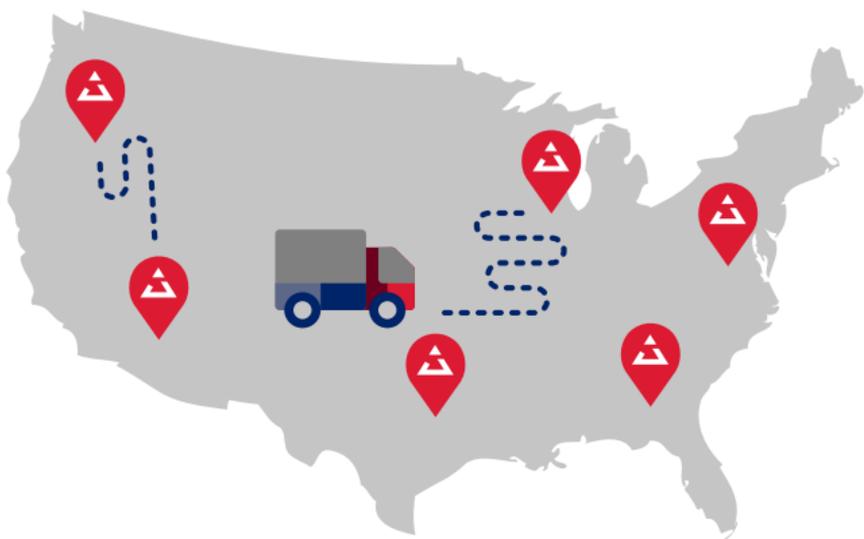


**JOHNSTONE
ADVANTAGE**
Powered by B&F Electric Motors



Unmatched Inventory

We are #1 in the region at stocking and delivering the products you need, when and where you need them.



Unmatched access to the parts you need

Access to a variety of OEM Parts and aftermarket parts solutions. Johnstone Supply supports OEM parts in addition to a wide array of universal replacement parts, which means you can service older brands and models just as easily as the new ones.

Premium equipment lines, stocked locally

Across residential and commercial segments, for both specified and replacement opportunities, we have the equipment and install supplies you need. We offer American Standard and Coleman unitary and commercial HVAC product lines, Fujitsu mini-split and Airstage VRF systems, and many other major equipment lines.

A nationwide Distribution Center network

Johnstone Supply has six strategically located Distribution Centers totaling nearly 1,000,000 sq. ft. Our ten local branches receive daily replenishments from these DCs. The DCs can also ship products directly to you or your jobsite and offer expedited delivery services.

Vendor Managed Inventory (VMI) solutions

Rely on our expertise to help make sure your stockroom and trucks are stocked with what you need, when and where you need it.



The products you need from the manufacturers you know.

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National Presence, Local Solutions

Our Johnstone Supply locations in New York and Connecticut are powered by B&F Electric Motors. We've been proudly serving the trade for more than seventy years.

Johnstone delivers the products, B&F delivers the service.



B&F Electric Motors is a 3rd generation, family-run company.



B&F Electric Motors has been keeping New York and Connecticut comfortable since 1947.



B&F Electric Motors became a member of Johnstone Supply in 1988.



B&F Electric Motors is one of the Top 5 Johnstone Supply groups in the country.

What this means for you?

- ✓ You get access to fully-stocked Distribution Centers across the nation in addition to over 100,000 sq. ft. of local inventory.
- ✓ You get competitive pricing with our national buying power.
- ✓ You get a direct line to our Parts Pros, Factory-Trained Service Representatives, and Engineering Team who understand your local market.



Johnstone Supply is the nation's
#1 HVAC/R powerhouse

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Industry Expertise

Leverage our team and expertise
to help you get the job done.



Engineering & Technical Support Teams

We have a team of trained engineers working on a variety of projects including planned and specified work and design-build projects. The applications range from single and multi-family projects to large-scale commercial jobs. We also have factory-trained technical representatives who support our key product lines in-house and in the field, including factory-authorized system start-up and commissioning.



Expert in-house Solutions Team

Our Solutions Team specializes in identifying and sourcing both OEM and hard-to-find parts. If an item can be found, this Team will find it! Our Team is readily accessible and can be reached directly via email, phone, fax, or in person in our Farmingdale branch.



Extra support and cross-reference tools

- ✓ Proprietary cross-reference tools to help you find the parts you need from the top manufacturers.
- ✓ Extensive understanding of industry trends and local market concerns.
- ✓ Our informed and experienced team has the knowledge to find your solution.



We have the know-how to help you get the job done right, the first time!

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Order Fulfillment

The Johnstone Advantage makes ordering easy: in store, online, by phone, or via email.

We offer a variety of ways for you to shop and place orders.

Web Store

The Johnstone Supply web store is open for business 24/7 to give you easy access to product information, live inventory, pricing, and order entry.

Mobile App

Our flexible, easy-to-use app features a customizable shopping experience including: barcode scanning, product pricing, availability, and quick order entry.

Catalog

Our printed catalog is packed with more than 90,000 products. Both the printed and digital versions are easy to navigate.

PartStock

The Johnstone PartStock replenishment program is a customizable mobile solution that ensures you maintain stock on the parts you need.

And...don't forget that you can always visit your favorite branch.

Our Manhattan branch can have a variety of products delivered to you or your NYC jobsite in as little as 90 minutes.

323 West 39th Street (between 8th and 9th)

212.203.3808

We'll get your order into your hands or to your jobsite quickly and accurately.

Radio-Frequency
Warehousing

Same day shipping

Local daily deliveries

Will Call service

Friendly drivers who understand your needs

Truck tracking and delivery notification

In-branch pickup



Ordering parts, supplies, and equipment has never been easier.

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Business Solutions

We provide the support to help you grow your business, identify profitable opportunities, secure higher margins, and gain an edge over your competition.

Business and marketing support to help you grow.

Our marketing specialists can help you create strategic and easy-to-manage programs designed to create leads and build your business.

Business Training

- ✓ Learn how to run a lean, efficient, and profitable operation
- ✓ Build a business that grows with you

Marketing Assistance

- ✓ Co-op dollars
- ✓ Custom mailers and flyers
- ✓ Radius marketing
- ✓ Vehicle wraps and signage

Vendor Managed Inventory (VMI)

- ✓ Automated and personalized inventory solutions

Sales Tools

- ✓ Consumer financing and leasing
- ✓ Commercial leasing
- ✓ Customized brochures

Dealer Programs

- ✓ Product training
- ✓ Local utility incentives
- ✓ Rewards programs
- ✓ Dealer events and trips



Contact us to learn more about how we can make you more profitable.

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Education Solutions

Finding time for continuing education is always a challenge. We offer a broad-range of classes and training from leading industry experts to help expand your knowledge.



Well-trained technicians provide better service and have fewer callbacks.

Increasing your first call completion rate can have a positive impact on your bottom line.

Our state-of-the-art **Johnstone University Training Center**, powered by B&F Electric Motors, is located in our Farmingdale headquarters and can accommodate up to fifty people. This facility also includes working equipment displays for hands-on training and learning.

We also conduct local training at other branches, off-site locations, and we can even arrange for training at YOUR facility.



Whatever you need, we can work around your busy schedule.

Online courses are available 24/7.
Up your game from home, on the go, or in the field.

Training topics include:

- ✓ Technical training
- ✓ New product orientation
- ✓ Service instruction
- ✓ NATE testing and certification



Sign Up for
Johnstone University Online.

JohnstoneUniversity.com