

[« Back](#)[Print](#)

Excellence Alliance Breaking News Bulletin

EAI and Aire Serv Launch Buying Group- Partners with Johnstone Supply and the Barnett Group

Excellence Alliance, Aire Serv, and a Steering Committee comprised of contractors from each group has been working for over a year to develop what is undoubtedly **the most important and significant advance in the history of EAI's Strategic Ally program**. This program is radically different than any other EAI program and it provides you with the ability to have a major impact on your bottom line. EAI and Aire Serv have combined forces with Johnstone Supply and the Barnett Group to provide you with a program that will provide you with outstanding service, the depth and breadth of inventory your require, and **a rebate program that is unsurpassed in the industry.**



Johnstone Supply is the nation's largest cooperative HVAC/R distributor in the country, with over 300 independently owned and operated locations throughout the United States that are supported by three regional distribution centers. Local ownership enables each Johnstone location to uniquely position their business to reflect the local market's needs - your needs. Go to www.johnstonesupply.com to find your local Johnstone store. We will be rolling out the Johnstone program on a regional basis. We will call you when the stores in your area have been turned on.

The Barnett Group is one of the nation's largest plumbing, HVAC, electrical, and hardware distributors, with 51 locations that are located in almost every major metropolitan market. They are also one of the largest direct marketers in the United States, so if they do not have a location near you, they can normally get you the parts you need the next day - at very competitive prices. Go to www.e-barnett.com to find your local Barnett store. The Barnett stores will all be turned on at the same time, so you can start purchasing from them today.

Some of the details of our new Buying Group are so mind blowing, that we are not at liberty to put them in print. Don Schmitt or Bob Newton will call all of our members and give you all the particulars. We can tell you about these major benefits through:

- **Technology breakthrough** - Our software solution, ProTradeNet, will data mine all of our member's Johnstone and Barnett invoices. We can monitor daily your total gross purchases, your purchases by manufacturer, all the way down to your component purchases by manufacturer.
- **Impressive rebates from Johnstone and Barnett**- By bringing incremental business, marketing programs, and by lowering the cost of doing business with these "Technology Partners", we will be able to offer you rebates that are so strong, you will have to hear it from Don and Bob to believe it.
- **Component manufacturer rebates** - Our data mining is so attractive to the manufacturers that three major component manufacturers have contacted us already. We will be negotiating rebate programs with them and others that will be added to your Johnstone and Barnett rebates.

This is huge!!! Think about it. You will be able to earn rebates on motors, stats, water heaters, fans, faucets, meters, toilets, controls, in addition to special incentives and promotions, but only if you participate in the Buying Group with our "Technology Partners".

- **It's business as usual** - You don't have to do anything different. In order to participate in the Buying Group with Johnstone and Barnett, you can order via phone, fax, email, or at the counter. It doesn't matter. Everything is captured.

Be expecting our call. You will be impressed with what we have accomplished so far, but this is just the start. Negotiating stronger group programs will only be possible if EAI can deliver incremental business. We need you to step up to the plate and support your fellow EAI members to get the Buying Group started. Please communicate this program to your employees that make the buying decisions and ask them to change their buying habits. We need your support and commitment. Please look at the big picture, not simply what is in it for you today. As we start building volume and adding more component manufactures, we will become very powerful. The more you support us, the more we can earn for you and your fellow EAI members.

Join in and help us show the industry the combined power of Excellence Alliance.

To learn more call Don Schmitt or Bob Newton.

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