



Company News

May 3rd, 2011

ORS Nasco Team,

In order to accelerate our capabilities to execute and deliver market leading revenue growth, we will continue to focus on initiatives to improve our sales partnerships with existing customers. Additionally, customers that reside in the industrial space but do not currently have a relationship with ORS Nasco will continue to be a strategic focus. In support of these efforts, we will invest in additional inside sales resources which will result in market share gains, accelerated profitable revenue growth, and position ORS Nasco in the mind of customers and manufacturers as the wholesale leader in our industry.

We have already identified and continue to invest in key growth initiatives that will drive us toward the goal of becoming a \$1B business by 2015. Our focus will remain on Geographic Expansion, Value of Wholesale – Customer and Supplier, New Customer Acquisition and Channels, and Product Category expansions like Jandustrial.

To that end, I am pleased to announce the addition of Ed Miller to the new position of Director of Inside Sales effective, April 18th, 2011. Ed comes to us with extensive experience and a background in leading inside sales organizations with existing customers and new customer on-boarding & development, which is a key growth element for ORS Nasco over the next five years.

Ed has an MBA in International Marketing and a BA in International Studies with an emphasis in Economics. Ed makes his home in Tulsa, Oklahoma and will reside in the ORS Nasco Tulsa facility.

Reporting to Ed will be Shannon Sallee and Mark Lockwood. Please join me as I welcome Ed to the ORS Nasco Inside Sales Team.

Regards,

Craig Loos
Executive Vice President, Sales Development
ORS Nasco, Inc.