



Date: 4/21/2011

ORS Nasco Team,

As we continue on our strategic path to become a \$1 Billion Industrial organization, we will maintain focus on the development of existing & new talent in support of our aspirations to cultivate a high performance team culture. The ORS Nasco Senior Team has identified the Merchandising department as an area of our business that, with added senior leadership, will enhance the value we add to our supplier partnerships and our long range plan.

The Vice President of Merchandising role will provide strategic & tactical direction to ensure that all merchandising and supplier programs/policies are aligned with and support corporate business objectives and that supplier relationships are established, developed and maintained. I am very pleased to announce the appointment of Marisol Fernandez to the position of Vice President of Merchandising for ORS Nasco, effective immediately.

Marisol joined United Stationers in 2007 and has assumed several roles with increasing responsibility within the USI Merchandising organization. Her most recent contribution to that team was serving as the Director of Merchandising Operations where she managed a team of resources focused on process excellence, business analytics, operational supplier performance and project management.

Prior to joining United Stationers, Marisol spent nearly ten years with a national distributor in the Industrial space and held a variety of positions in the areas of process management, project management, product management, quality and sourcing. This background, coupled with her experience within the Supply division, well positions Marisol to lead the ORS Nasco Merchandising Team.

Marisol will report directly to me and lead the merchandising team which includes Gary Laudt, Roy Schulz and Heather Perschnick as they further develop their team goals and improve the merchandising department. Furthermore, Marisol will lead the recruitment of resources to build

out the structure of the merchandising department. Chet Hood will continue to manage the Marketing Team reporting directly to me.

Over the next few months, Marisol and her son James will be relocating to Tulsa, OK to join the ORS Nasco team. In the meantime, she will support the Supply division through a transition phase as USI begins to seek her replacement.

Please help me welcome Marisol to the ORS Nasco organization.

Regards,

Larry Davis
President
ORS Nasco, Inc.