WWW.JOHNSTONEDS.COM



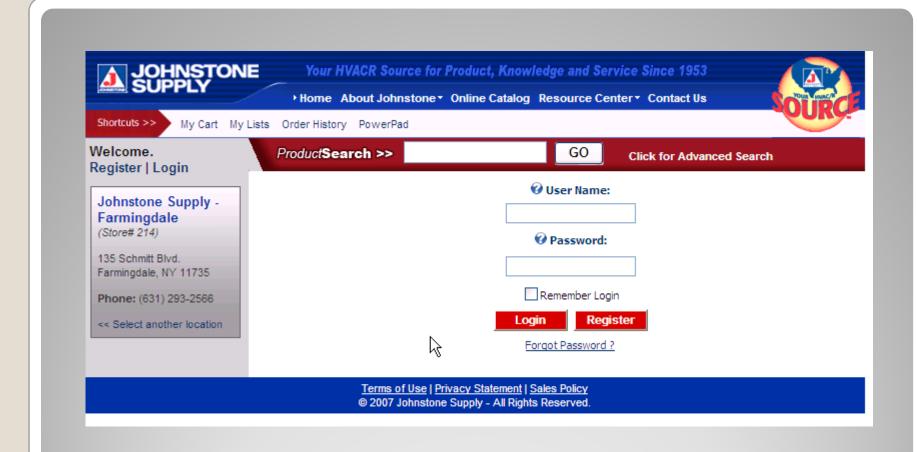
- Webstore
 - www.myjohnstone.com
- DST Realtime
 - www.johnstonesupply.com
- Johnstone DS
 - www.johnstoneds.com



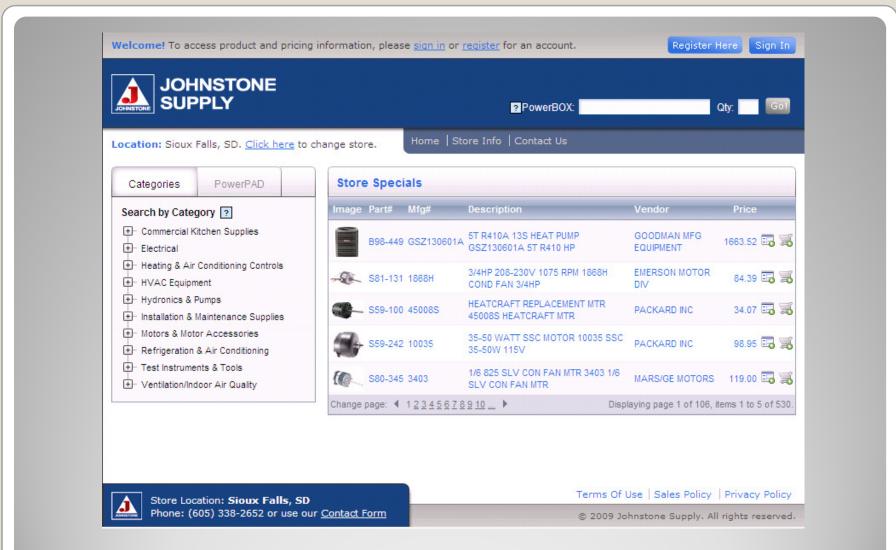
History



Webstore



DST Realtime



- Control
 - Hosting
 - Development
 - Features
 - Integration
 - Support
- Status

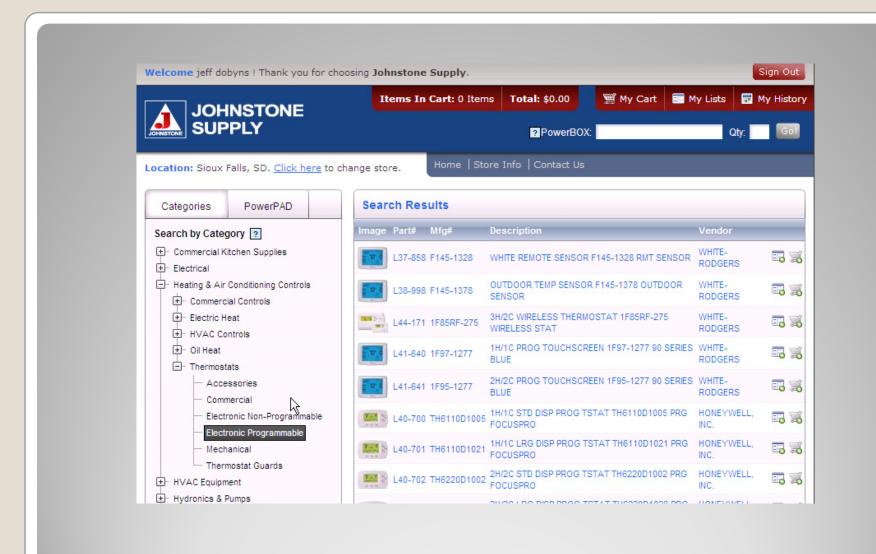


- Phased Roll-out
 - Phase 1
 - Phase 2

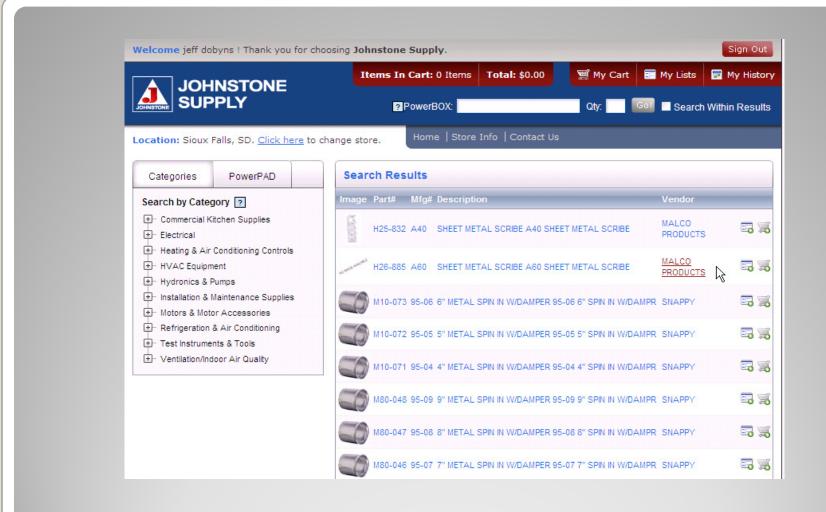


- Integration
- Features
 - Category Browsing
 - Searching
 - powerBOX/powerPAD
 - List Management
 - Shopping Cart
 - Checkout
 - History/PDF's

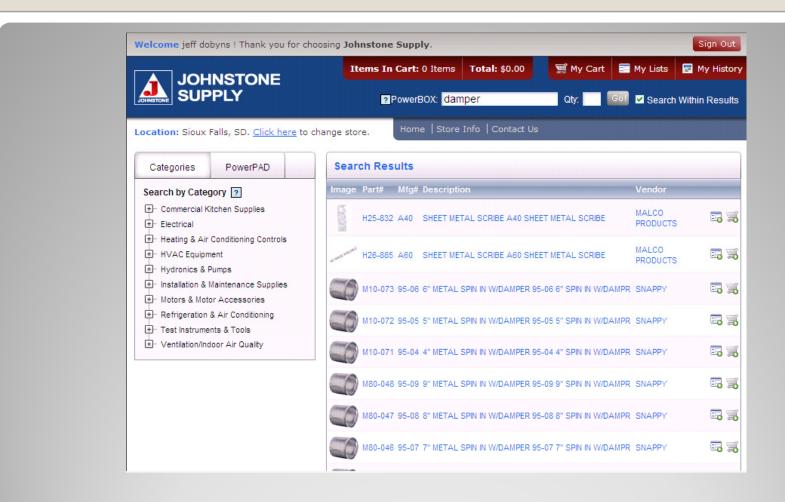




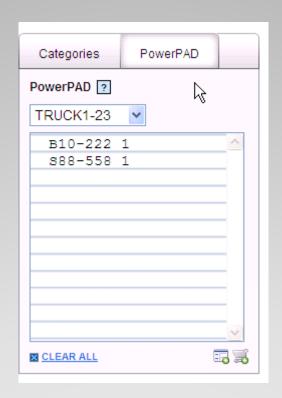
Johnstone DS-category browsing



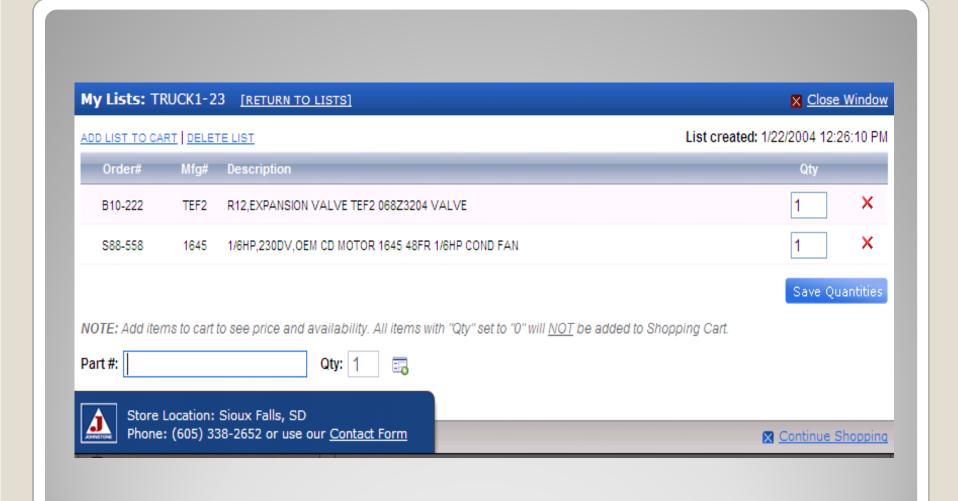
Johnstone DS-integrated search



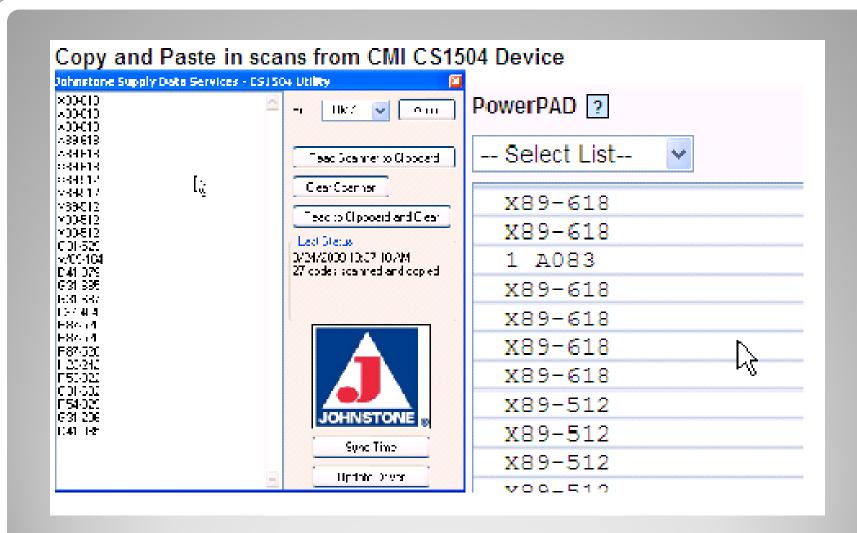
Johnstone DS-search within



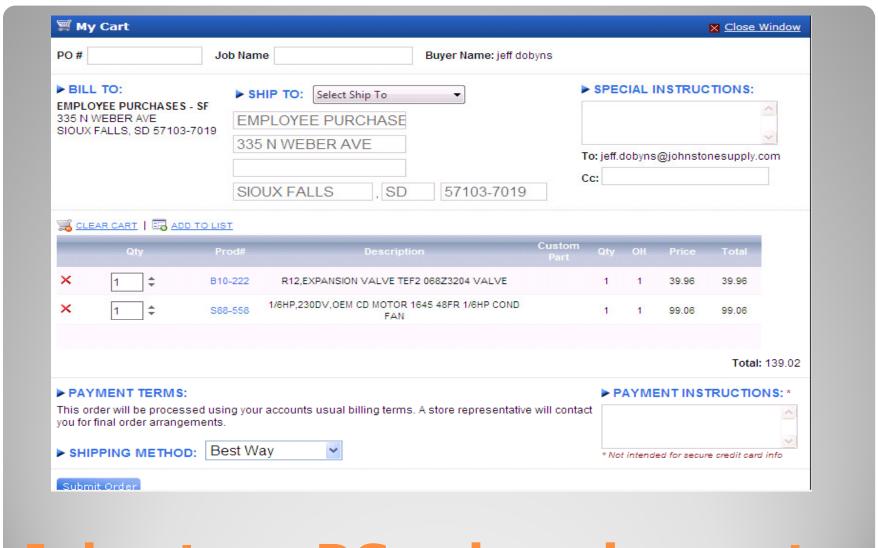
Johnstone DS-power PAD



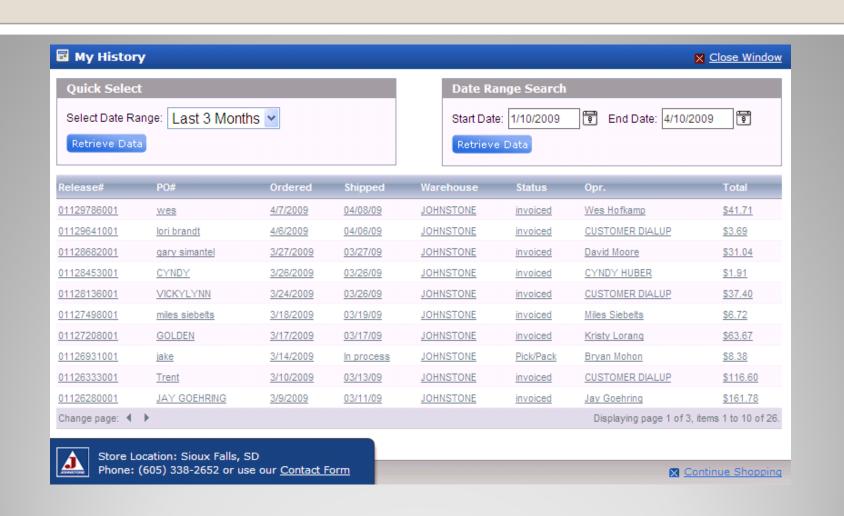
Johnstone DS-list management



Johnstone DS-cmi integration



Johnstone DS -shopping cart



Johnstone DS-history

- Accounts Receivable
 - Online bill pay
- Request for Quote
- Order History Improvements
- List Enhancements (printable online lists, sorting)
- Search Engine -Motor finder, etc.



Development In Queue

- Mindset
- Sample Documents
- Testimonials
- Tracking Report



Online Sales Help

- Communication
- Parallel/Live
- Flip the switch



Transition -Old to New

Communication

- Email
- Supporting Docs

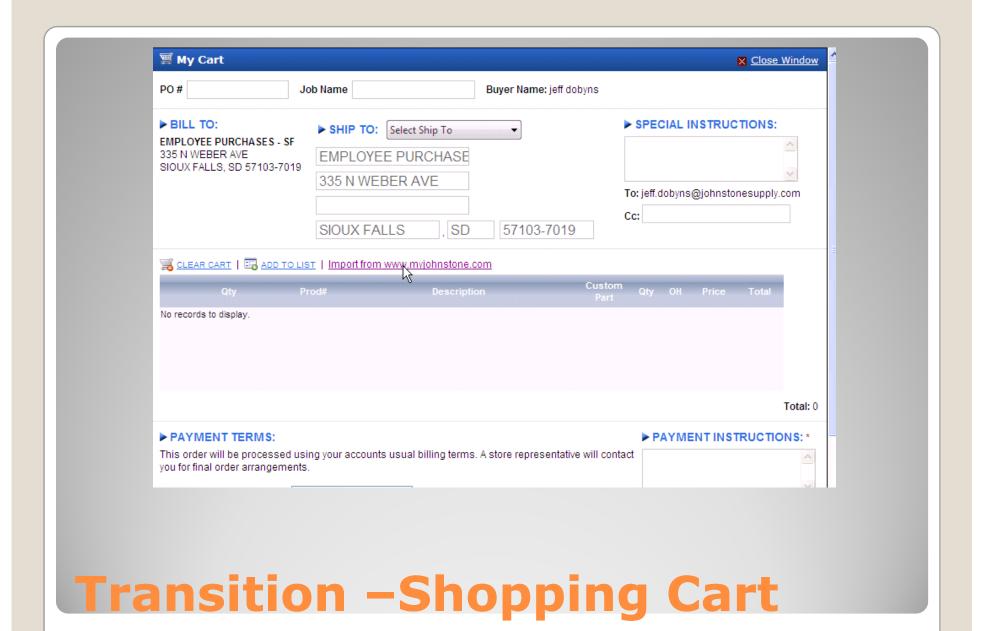


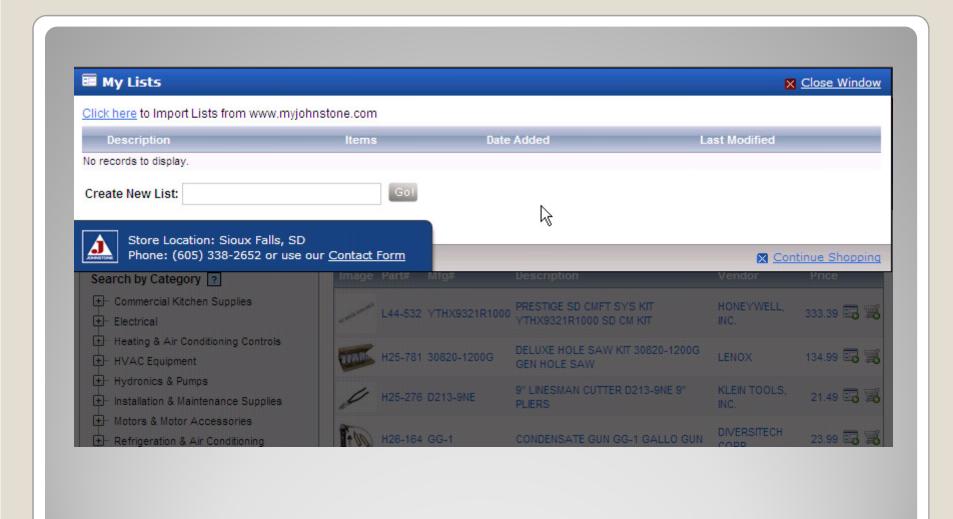
Transition -Old to New

- Parallel/Live
 - Where?? http://www.johnstoneds.com
 - Shopping Cart
 - Shopping Lists

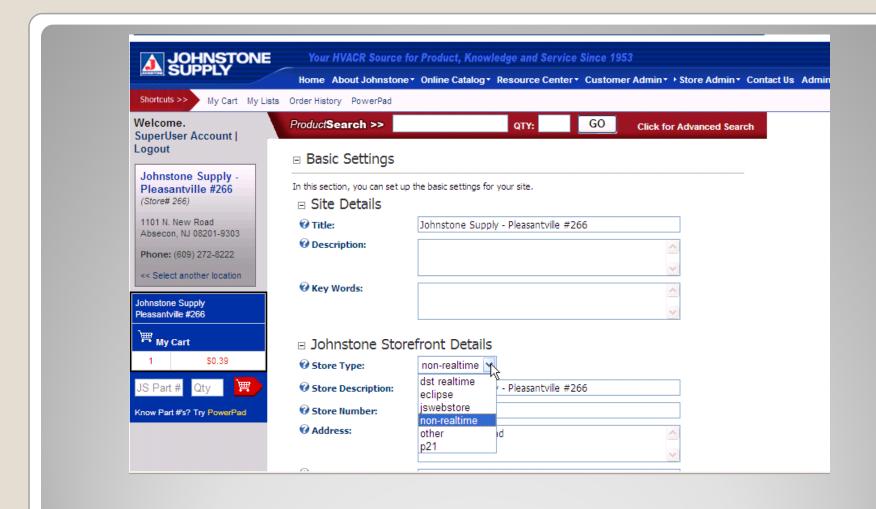


Transition -Old to New





Transition –Shopping Lists



Transition – Just Do it!!!



Evaluations

- AVERAGE: Not too bright.
- EXCEPTIONALLY WELL PREPARED: Has committed no major blunders to date.
- ZEALOUS ATTITUDE: Opinionated.
- CHARACTER ABOVE REPROACH: Still one step ahead of the law.
- QUICK THINKING: Offers plausible excuses for errors.
- TAKES PRIDE IN WORK: Conceited.
- STERN DISCIPLINARIAN: A real jerk.
- TACTFUL IN DEALING WITH ATTENDEES: Knows when to keep mouth shut.
- APPROACHES DIFFICULT PROBLEMS WITH LOGIC: Finds someone else to do the job.
- **A KEEN ANALYST**: Thoroughly confused.
- EXPRESSES SELF WELL: Can string two sentences together.
- CONSCIENTIOUS AND CAREFUL: Scared.
- METICULOUS IN ATTENTION TO DETAIL: A nitpicker.
- DEMONSTRATES QUALITIES OF LEADERSHIP: Has a loud voice.
- JUDGEMENT IS USUALLY SOUND: Lucky.
- MAINTAINS PROFESSIONAL ATTITUDE: A snob.
- KEEN SENSE OF HUMOR: Knows lots of dirty jokes.
- STRONG ADHERENCE TO PRINCIPLES: Stubborn.
- SLIGHTLY BELOW AVERAGE: Stupid.
- HARD WORKER: Usually does it the hard way.
- ENJOYED CLASS: Better than root canal.
- WELL ORGANIZED: Does too much busywork.
- **COMPETENT**: Is still able to get work done if supervisor helps.
- USES TIME EFFECTIVELY: Clock watcher.
- **VERY CREATIVE**: Finds 22 reasons to do anything except original work.
- USES RESOURCES WELL: Delegates everything.