



Oct. 8, 2007

Dear Ace Vendors,

This was my first year at "The Hardware Conference". I plan to attend for years to come. This was a wonderful venue for hardware dealers of all kinds to come together and talk about issues that affect us all. I had the opportunity to meet with Ace dealers as well as True Value, Orgil, and Do It Best. We all learned something from one another.

I talked to a lot of vendors that I already knew. This environment gave me the chance to spend a little more time with each of these groups. I also had a chance to meet with vendors I did not know. Forming new relationship with these people can only help me widen my understanding of our market.

This conference, by design, is all about making things better for all the groups represented the corporate staff of each Co-op, the dealer and the vendors. We all listened to each group and tried to come up with ways to: save money, do better practices, service each other in a better way.

As a long time Ace dealer, I encourage you if you have the chance, please attend this conference. You will learn from a strong group of dealers we are committed to making our relationships with our corporate staff and our vendors better and better as time goes by.

Thanks

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