

What is the **Efficiency** B2B Web Site?

The efficiency B2B website is a tool for our customers to be more productive.

What can B2B do for you?

Online Catalog

Our complete catalog can be viewed online.

Online Ordering

You can search by description, manufacturer part number or our 7 digit Larson part number. Your order will print at the local Gustave A. Larson branch or even another branch of your choice. The order can be set up for will call or delivery.

Templates

A template is a list of parts that you may frequently order, such as a 3-ton A/C disconnect, whip and line set. You will be able to set up and maintain these lists, then order them with a click of a button.

Promotions

Just to let you know what specials and/or promotions are happening at your local Larson branch.

Billing

View information relating to current and past billings. Current, even up to same day invoices.

Purchase History

Allows you to view your purchases by Top 100, your purchase order number, or your activity over the last 12 months.

Customer Information

Allows you to change your address, phone number, e-mail address or password.

FREE Delivery!

When you place your order through our B2B website.
Begins 3/1/2009.

The screenshot shows a web browser window displaying the Gustave A. Larson Company Efficiency B2B website. The browser address bar shows 'http://www.gohvacr.com/'. The website header includes the company logo and navigation tabs for Online Ordering, Templates, Promotions, Catalog, Billing, Purchase History, and Customer Info. Below the navigation is a breadcrumb trail: Home | Specials | Scratch & Dent | Discontinued. The main content area displays a table of products with columns for description, part number, price, and availability. A small window is open over the table, showing a close-up image of a screwdriver.

Description	Part Number	Price	Availability
DYNAMIC AIR FILTER	FLR01783 16X25X1 24V EAC D1	5250638	186.34
DYNAMIC AIR FILTER	FLR01784 20X25X1 24V EAC	5250639	186.34
FLUKE CORPORATION	FLUKE 62 I/R THERMOMETER	2810430	99.50
FLUKE CORPORATION	FLUKE 902 TRUE RMS CLAMP ON	2810183	219.00
MALCO TOOLS	HH1 1/4 HEX MAG LONG	4204619	11.30
MALCO TOOLS	HH2 5/16 HEX MAG-LONG	4204626	11.59
HONEYWELL, INC	HM506H8908 TRUESTEAM 6 GAL	3404216	278.60
HONEYWELL, INC	HM509DG115 TRUESTEAM 9 GAL	3404220	
HONEYWELL, INC	HM509H8908 TRUESTEAM 9 GAL	3404219	
HONEYWELL, INC	HM512DG115 TRUESTEAM 12 GAL	3404222	
HONEYWELL, INC	HM512VPIAQ TRUESTEAM 12 GAL	3404223	628.60

Gustave A. Larson Company

WHOLESALE HVAC AND REFRIGERATION

An Introduction to Efficiency



Website Customer Benefits

- Improve the *efficiency* of your entire staff by harnessing the power of the Internet!
- Gustave A. Larson's *efficiency* B2B website allows you and your team access to all of your account information 24 hours a day, 7 days a week, making it easier and more efficient to do business!
- How can *efficiency* improve my employee's efficiency?

Accounting Personnel

- Access and review month end statements without waiting for "snail mail" delivery!
- Research and print past invoices without calling our store for a copy!
- Explore purchasing trends to discover more efficient ways to improve cash flow.
- Allows for the use of your company's part number to appear on invoices for easy cross reference to your computer system.

Inventory Management

- Shows the purchase history of common items assisting in inventory decisions.
- Allows for easy identification and reordering of "truck stock" items.
- Discover new efficiencies by buying popular items less frequently.
- Shows stock locations on the packing slips simplifying inventory replenishment.
- Create templates to illustrate your own list of parts and speed order entry and accuracy.

Estimating

- Provides accurate pricing 24/7 speeding the preparations of quotations.
- Prepare bill of materials that can be quickly ordered at a future date.
- Explore alternative equipment options by utilizing the digital catalog that shows prices, dimensions and engineering information.

Service Expeditors/Dispatchers

- "See" Larson's inventory before you send your driver to pick up emergency parts!
- Specify when and where you want to pick up your order or how you want it shipped.
- Research and identify serial numbers for past equipment purchases to assist in warranty claims.
- Order parts for emergency job site delivery!

Gustave A. Larson is easy to do business with!!!

- Accurate communication eliminating incorrect orders, returns, and wasted labor.
- The more items you purchase the more useful the information becomes.
- Access to information when you need it, not just when our stores are open.
- Grow your company without adding people by improving the *efficiency* of existing staff.

By utilizing the 24hr 7 day/week Gustave A. Larson *Efficiency* B2B site, you will not be charged the standard Transportation Charge (effective 3/1/2009).

A Username and Password are required to use the online B2B ordering site.

Already have a User ID & Password? Visit www.galarson.com and click on **CUSTOMER LOGIN**.

Do you wish to register for our online ordering site? Contact your Gustave A. Larson Company sales consultant or store manager.

