



*Everything for people@work.*

DECEMBER 1, 2010

## INTRODUCING CNG VEHICLES AT FRIENDS

**FINDLAY, Ohio** – In mid December, part of the Friends Business Source sales force will be equipped with two (2) new compressed natural gas (CNG) vehicles.

Last month, Friends was notified that a CNG fueling station would no longer be built near their corporate headquarters in Findlay, Ohio. Since this decision was finalized, Friends management moved forward with their purchase of two (2) CNG vehicles for their sales staff and postponed the CNG conversion of several delivery route sprinters and trucks until further notice.

“We’re prepared to move forward with our conversion investment, but with fueling stations only available in Toledo, Columbus and possibly Bowling Green, at this point in time only our satellite locations’ sales staffs will benefit by making their sales calls to their customers in environmentally friendly vehicles,” asserts Ken Schroeder, CEO and President of Friends Business Source.

One year after the passage of the American Recovery and Reinvestment Act (ARRA), the U.S. Department of Energy (DOE) cleared Clean Fuels Ohio (CFO) to begin its work with the Ohio Advanced Transportation Partnership (OATP) and to carry out over \$29 million in alternative fuel vehicle and infrastructure projects.

To implement the gasoline to NGV conversion at Friends, \$43,200 in federal funds, from the \$153,600 project budget, will be made available in financing. The vehicles to be converted in the near future are used for daily deliveries of furniture, janitorial, and office supply orders.

Dale Alt, Senior Vice President of Operations for Friends, is assured that the impact will be positive for business operations, as well as for the environment. “We deliver to many companies that have programs in place to reduce their carbon foot print. When we start delivering in vehicles running on natural gas to these customers, we believe that Friends will become a stronger business partner.”

All converted vehicles will have markings promoting the DOE Clean Cities and CFO organizations. Friends hopes to convert vehicles running long-haul routes from Findlay to Columbus and Cleveland, as well as a furniture truck and a sprinter van in the future, once confirmation is made by CFO.

Friends Business Source is one of Ohio’s largest independently owned office supply dealers. For over 45 years, Friends has been partnering with companies throughout Ohio, southeastern Michigan, and now in Pennsylvania to maintain the best service and supply of office related products. They specialize in office supplies, office furniture, catalog machines, educational services, coffee supplies, printing services, promotional products, branded apparel and janitorial supplies. As a single source supplier, Friends truly has everything for people at work.

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