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Friends makes a sale and a purchase, then rebrands its corporate image

Ohio – Friends Business Source sells a division of the company, purchases a fellow independent office supplier and then rebrands its entire corporate entity.

After November 11, 2010, Friends projected company-wide growth of 12% subsequent to the sale of its copier division to Perry Corporation of Lima, Ohio. On the same day, Friends finalized the purchase of an independent office supplier in Hermitage, Pennsylvania. Friends, the former 18 million dollar company, has gained an extra four million in annual revenue, and has decided to rebrand its corporate consulting division as FBS Corporate Solutions to better fit its customer base.

“We’ve designed a solution that makes your procurement needs more straightforward,” asserts company CEO and President, Ken Schroeder. “With the help of our Account Consultants and Managers, you’ll be amazed at how quickly Friends can increase compliance, add efficiency in your processes and simplify your needs with a single source. Our company’s growth will spiral down to our customers’ growth, too.”

FBS Corporate Solutions hosts six full-time procurement consultants with company tenure exceeding ten years. These consultants are able to conduct business reviews for any and all customers using advanced software and technology, as well as through well-known industry trends.

“It’s really so simple,” explains Account Manager, Rita Roberts. “Our current customer base truly values our firm business relationship. Once we are able to showcase our capabilities, streamline all processes and formulate positive solutions that will ultimately impact their bottom line, they feel confident in the partnership we’ve formed. One purchase order, one invoice, and one point of contact for every business and organization need is the answer. I am proud to say that FBS Corporate Solutions has it all.”

Friends’ management team boasts 160 years of combined experience within the office supply industry. Senior Vice President of Sales, Betsy Hughes, states that moving from account managers to consultants might be the best next step with the available expertise. The company’s services are all inclusive and all encompassing.

FBS Corporate Solutions is a full service consulting firm specializing in office supply procurement solutions. The company offers corporate, government, healthcare, and educational services, as well as customizable programs. Within their specialization, the company offers solutions for the office, business interiors, promotional products, branded apparel, variable print needs, coffee systems, facilities, and networking. With national delivery supported locally throughout Ohio and Pennsylvania as well as by a \$4 billion supplier, FBS Corporate Solutions offers quality products and professional service for people at work.

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