

Friends™

B U S I N E S S S O U R C E

Everything for people@work.

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Corporate Headquarters
2300 Bright Road
Findlay, OH 45840
Cleveland
4160 Highlander Parkway
Suite 400
Richfield, OH 44286
Columbus
6740 Commerce Court Drive
Blacklick, OH 43004
Toledo
355 Tomahawk Drive
Maumee, OH 43537
Mansfield
165 N. Trimble Rd.
Mansfield, OH 44906

Ohio's newest member of HON's State Contract Pricing Program

OHIO – Friends Business Source (FBS), one of Ohio's largest independent office suppliers, announces its new state contract pricing on office furniture through The HON Company.

FBS is one of HON's newest Direct Dealers to be added to Ohio's State Term Schedule. As a member of the U.S. Government Services Administration (GSA) scheduling, FBS will be able to provide its customer base vetted contract pricing. Consumers who need several bids per contract can come to one vendor and have what they need to move forward with their furniture needs.

CEO and President of FBS, Ken Schroeder, asserts that this project has been a long-time coming. "Friends has been trying to become a part of HON's state contract pricing for many years. The company has finally become large enough to achieve it, and we believe it will greatly enhance our governmental business partnerships. HON is one of the most well-known office furniture product lines and I am sure our customers will be pleased."

HON's GSA state contract pricing provides dock side delivery and even delivery and installation pricing. The pricing is stated up front without additional fees and consumers can be reassured by their GSA approved dealers.

"Having the opportunity to work with Friends and their consumers more closely through this program is extraordinary," states Darcy Chupa, HON Business Development Manager in the State of Ohio. "Truly, Friends already offers their end users phenomenal products, services and pricing, but this will directly aid them in their growth and success in the office furniture business."

The HON Company currently offers State and Local consumers contract pricing on a wide range of HON storage/filing, desk systems, seating and tables through Direct Dealers, like FBS.

For more information about GSA and other contract pricing or bid opportunities, visit GSA.gov.

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

MEDIA INQUIRIES:

Ashley Barger, Direct Marketing Manager
Friends Business Source
2300 Bright Road
Findlay, Ohio 45840
Ashley@friendsoffice.com

Betsy Hughes, Vice President of Sales
Friends Business Source
2300 Bright Road
Findlay, Ohio 45840
Betsy@friendsoffice.com



www.friendsoffice.com

800.427.1704

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