

# Friends™

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

*Everything for people@work.*

NOVEMBER 11, 2010

## ***FOR IMMEDIATE RELEASE***

### ***Friends purchases office supply company in Pennsylvania***

**FINDLAY, Ohio** - Finalized Thursday, November 11, 2010, Friends Service Company Incorporated purchased an independent office supply company Hicks Office Plus, located in Hermitage, Pennsylvania.

“Hicks is also an is.group and United brands independent dealer,” explains Ken Schroeder, CEO and President of Friends Business Source. “With this new venture, we will seek to eliminate duplicate tasks for our people and gain efficiencies in operations.”

Hicks will be a wholly owned subsidiary of Friends. They will continue to do business as Hicks Office Plus, a Friends Business Source Company.

John Hicks, President of Hicks Office Plus, is proud of where the company stands. “We have been awarded several times by is.group and United and we’ve received awards multiple years from Canon as a dealer. Our new partnership with Friends came about because both companies have similar infrastructures, strategies, and experience. Our success will come from our shared knowledge and understanding of the office supply industry.”

As an ensuing announcement, Friends’ machines division was sold to Perry Corporation in Lima, Ohio. The machines division accounted for 9.7% of the company’s business, whereas the purchase of the Pennsylvanian company will allow for 15% growth in annual sales revenue. Friends expects that this transaction will enable the business a more focused growth progression, an offering of streamlined services, and a thorough level of experience amongst all employees.

“We will now have the opportunity to truly focus on what we do best,” says Dale Alt, Senior Vice President of Operations for Friends. “Our customers know us for our excellence in customer service, and we will now have the reach needed and the tailoring necessary to improve even more so through this expansion.”

Friends Business Source is known for the products and services that they offer and stand by. They are 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 Pennsylvania to maintain the best service and supply of office related products. They specialize in office supplies, office furniture, educational services, coffee supplies, business reviews, promotional products, branded apparel and janitorial and break room supplies. As a single source supplier, Friends truly offers everything for people at work.

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