

Friends™

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

Everything for people@work.

May 1, 2010

FRIENDS BUSINESS SOURCE CONTINUES THE GROWTH

FINDLAY, Ohio – As Friends Business Source continues to grow its team of sales professionals, a new leader has emerged from within. Effective April, 2010, Stacey Wolke has been promoted to Sales Manager.

"I have worked with Stacey for many years now and am pleased to extend this opportunity to her," states Betsy Hughes, Vice President of Sales for Friends. "She truly knows this industry and is a huge asset to this company."

Stacey began with Friends in 1999 as a Mid-market Inside Sales Executive. As her career developed, she built and maintained relationships with office managers, and helped establish the Mansfield territory for Friends.

In 2003, Stacey was promoted to an outside sales position. She has consistently exceeded her sales goals within the past ten years. She took her position as a Corporate Sales Executive to new levels with accomplishments like receiving the Vice President Sales Award for all four quarters during 2008 and 2009.

Now, as a Sales Manager, Stacey has high hopes for the future of Friends. "I feel that my experience in selling and technology will be of help to my team as we move to the next level in sales!" affirms Stacey.

"I would like to aim for Friends' growth in our home markets. It would be great to become the first thing people think about when they hear 'Everything for People @ Work.'"

Stacey is now coaching, delegating and prioritizing for a team of six outside sales representatives. As she measures customer service standards and development, she sees the need for more hands on deck.

"In five years I would hope to have grown our team from our original six to hopefully a team of at least 10 to 15 sales reps," Stacey says in regards to her aspirations. "I think that in five years we will have seen an increase in our reach into lower Michigan and maybe even into Indiana."

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 and into southeastern Michigan to maintain the best service and supply of office related products. They specialize in office supplies, office furniture, business machines, educational services, coffee-trend supplies, promotional products and janitorial 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

Corporate Headquarters
2300 Bright Road
Findlay, OH 45840
Cleveland
4199 Kinross Lakes Parkway
Suite 200
Richfield, OH 44286
Columbus
214 Hoff Rd. Suite H
Westerville, OH 43082
Toledo
355 Tomahawk Drive
Maumee, OH 43537
Mansfield
165 N. Trimble Rd.
Mansfield, OH 44906

800.427.1704

www.friendsoffice.com

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