



## FriendsOffice and The Hubbard Company Announce Merger to Strengthen Locally Owned, Independent Office Products Business

Will operate in Defiance, Ohio under the Hubbard banner and continue to serve more than 1,000 local customers in the Western Ohio market.

**Defiance, OH** – FriendsOffice and The Hubbard Company today jointly announced a merger that will create the largest locally owned, independent office products business in the Western, Ohio market. Hubbard will continue to operate as The Hubbard Company, located at 612 Clinton Street, Defiance, OH, effective May 20, 2022.

The combined company will serve over 5,000 customers, offering more than 35,000 office product items, custom printing, promotional products, a wide selection of office furniture, technology solutions, and janitorial and break room supplies.

“This is another milestone in the growth and evolution of Friends, which will celebrate its 57th anniversary in 2022. We found a perfect merger partner in Hubbard, which like Friends, is a local, independent, office products business which prides itself on offering the highest level of personalized service,” said Ken Schroeder, CEO/CFO of FriendsOffice.

Tom Hubbard, President of The Hubbard Company, said the merger will allow him to retire following a long and successful career, spend more time with family, and enjoy the slower pace of retirement.

“Our partnership with Friends is the next phase of what Hubbard has been building over the past 70 years. Going forward, this new relationship reinforces and enhances service to our customers, and dedication to our employees and the community,” Hubbard said. “Joining forces with another independent dealer enables us to compete in today’s world and be better together in exceeding customer expectations.”

Via the merger, FriendsOffice will gain Hubbard’s print production and promotional products expertise to provide expanded solutions to businesses large and small. This strategic growth decision allows Hubbard and FriendsOffice to increase capability and purchasing power to provide new and existing customers with increased resources and a greater product portfolio at competitive prices.

For 57 years, FriendsOffice has been meeting the needs of people at work with the right products to obtain mutual success. We offer solutions to businesses, large and small, that save time and money. FriendsOffice offers competitive prices, expert product knowledge, and fast delivery for over 35,000 office products items.

**Ken Schroeder**, CEO/CFO  
FriendsOffice

**Tom Hubbard**, President  
The Hubbard Company