

FOR IMMEDIATE RELEASE

Lonesource Expands into Charlotte

CARY, N.C. – Nov. 18, 2009 – Lonesource, a leading provider of consumable indirect supplies, business optimization services and purchase-tracking technology, is expanding its customer base into Charlotte, N.C. Despite the difficult economy, Lonesource's unique services and attentive sales and delivery experts have been extremely well received by Charlotte-based businesses, and new customer sales are rising by the day.

Charlotte company J.L. Smith & Co., the nation's leading flute specialty shop, has recently begun ordering their general office supplies through Lonesource. The company sells flutes, repairs all woodwind instruments, and manufactures parts and products for musical instruments. Director of Operations Cathy Phillips was very impressed with the level of attentiveness provided by both her sales and delivery experts from Lonesource.

"My account rep was willing to bring prices down or even beat prices from other office suppliers, but the main advantage of Lonesource for me is the personal touch they bring – knowing that I have one person I can contact if I need anything," said Phillips.

Lonesource's current focus is new market expansion. In July, the company expanded into the Piedmont Triad area and has gained nearly 200 new customers in three months.

"Our team is introducing some very exciting services to Charlotte, including free Same Business Day Delivery on any size order and a single point of contact for both sales and service," said Brian Rossi, Lonesource Senior Vice President. "Since Charlotte is located between our two largest offices – Cary, N.C. and Atlanta – it was the logical next target for our company."

Dedicated Lonesource account representatives save customers money by proactively seeking out high-quality, low-cost alternatives on every order, and they take time to learn each customer's ordering and delivery preferences. Sales and support experts based out of Lonesource's Regional Sales Headquarters in Atlanta are leading the expansion initiative into Charlotte.

About Lonesource

Lonesource sells and delivers more than 200,000 consumables to corporations of all sizes. The company provides consumable categories well beyond office supplies, and distinguishes itself in the marketplace by combining its extensive category offerings with business process optimization services and state-of-the-art technology. Lonesource is headquartered in Cary, N.C. For more information, visit www.lonesource.com.

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