

FOR IMMEDIATE RELEASE

Lonesource Succeeds in Triad Expansion

Office consumables provider gains nearly 200 customers in three months

CARY, N.C. – Oct. 19, 2009 – Lonesource, a leading provider of consumable indirect supplies, business optimization services and purchase-tracking technology, has officially touched down in North Carolina's Piedmont Triad Region. Despite the difficult economy, Lonesource's unique services and attentive sales and delivery experts have drawn in nearly 200 new Triad customers since the expansion began.

"Our team is introducing some very exciting and unique services to the Triad: free Same Business Day Express Delivery on any size order, a single point of contact for sales and service, and a dedicated delivery driver," said Chris Paul, a Lonesource Sales Manager. "Based on feedback from our customers, they are satisfied with the ease of doing business with us and the high level of accountability that is built into our tag-team approach of providing excellent customer service. This approach helps us understand both the ordering and delivery preferences of each and every Lonesource customer."

Greensboro-based customer, Learning Together, a company that develops tutoring materials for schools, established two accounts with Lonesource – one for its general office supplies and a tax-free reseller account for ordering binders and other tutoring book components.

"In the past we've ordered through big-box companies, but Lonesource either has less expensive prices or they meet competitor prices," said Learning Together Office Manager Pat Yon. "So far I've placed about ten orders and I've found the lower price point and early delivery to be the biggest benefits to our company."

Another new customer, a medical practice in Greensboro, is most pleased with Lonesource's superb customer service and the fact that they are not treated like a number but as individuals. The customer points out that the account representative calls every few weeks to say hello, and the delivery driver brings heavy boxes of paper to the supply closet instead of dropping them at the front door.

At the end of July, the month Lonesource entered the Triad market, the company added 53 first-time customers. By the second month, the number of customers rose to 123, and by the end of September, the total number of new customers reached 190.

Headquartered in Cary, N.C., Lonesource now is focused on expanding into six new markets by the end of 2009. The Triad market is supported by a warehouse and delivery staff in Greensboro, while Chris Paul leads a team of sales and support experts based out of Lonesource's Regional Sales headquarters in Atlanta, Ga.

About Lonesource

Lonesource sells and delivers more than 200,000 consumables to corporations of all sizes at competitive prices. 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. For more information, visit www.lonesource.com.

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