

# Martin's Office Supply, Inc.

822 West Pearl St. Granbury, TX 76048 817.573.2694

[MosDirect.com](http://MosDirect.com) [MosOfficeFurniture.com](http://MosOfficeFurniture.com) [TexasSchoolWeb.com](http://TexasSchoolWeb.com) [HubTexas.com](http://HubTexas.com)

## How We Save You Money!

**Best overall value partner.** : Our primary goal is to be a "best overall value" partner to our customers. We strive to offer highly competitive pricing, along with a superior service level, combining both to achieve an extremely viable cost containment package.

**Locally owned.** : For every \$100 in customer spending at a national chain, the total local economic impact is only \$13. The same amount spent with a local merchant yields \$45, more than three times the local economic impact . In addition local business' generate more tax revenue per sales dollar, helping keep your taxes lower. Locally owned independent businesses reflect the unique character of our community. This, too, significantly impacts our local economy, as people come to our community to find something unique and interesting. We wouldn't ask for your business just because we're local, but we know that we can compete with anyone, anywhere, anytime and you get the added benefit of keeping your dollars in the local economy.

**Yes, we can compete.** : Sometimes we are asked how we can possibly compete against the "big guys" and the answer is actually pretty simple: we have great relationships with national distribution partners, we're part of a strong buying group, and we buy some items direct from manufacturers so our merchandise cost is competitive with anyone. In addition, we have a very lean operating model so our fixed overhead is minimal and we're able to pass those savings on to our customers!

### Summary:

#### Price/Discount Programs:

1. Commercial Contract / Matrix Pricing Program.
2. Online Price Comparison.
3. Rewards Program.
4. Online Coupons.
5. Monthly Smart Deals.

#### Product Specific Programs:

1. Paper Program.
  2. Toner Program
  3. Jan-San Program
  4. Office Furniture Program.
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## How We Save You Money!

### Detailed Price / Discount Programs:

**1. Commercial contract/matrix pricing:** Our commercial customers receive our contract/matrix price plan which is prepared by our major distribution partner and designed to be competitive on a national basis. Matrix pricing simply means that all items in our catalog are evaluated by popularity and the most popular items receive the greatest discounts from MSRP.

**2. Online price comparison:** When you register for a online ordering account with us, you get to select which competitor you want us to beat. You can choose Staples, Office Depot or Quill and in any item you order, our site will look at our commercial contract price and the online price of our competitor...if our price is lower, you will receive that price, but if our competitor's price is lower, our site will automatically reset our price to beat theirs by 1%.

**3. Rewards program:** If your monthly purchases average \$200.00 or more for the previous six months, you are eligible for our rewards program. All orders placed online over \$25.00 receive 1 point for each dollar purchased and your points may be redeemed for award items. An annual letter detailing all awards received and their value will be submitted to your company.

**4. Online Coupons:** We offer online coupons each month for free items with purchase, manufacturer discounts and more.

**5. Monthly Smart Deals:** Monthly specials on the newest and best items in our catalog...just click the Smart Deals link on MosDirect.com.

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**1. Paper Program:** We sell only high grade copier paper that we guarantee not to cause problems with your equipment. Paper prices are very volatile and we monitor them frequently to insure that we are offering a price competitive with any reseller in the marketplace. In addition, we offer quantity pricing on 5, 10, and 20 case orders as well as ongoing promotional prices on our web site.

**2. Toner Program:** Our matrix and price comparison programs assure that we're competitive on all OEM name brand toner and ink products and in addition, we offer extra discounts on our high quality, guaranteed Innovera compatible brand toner and ink.

**3. Jan-San Program:** Janitorial and sanitation products at discounted prices are part of our overall value package.

**4. Office Furniture Program:** We offer numerous office furniture packages, including complete space planning and installation. For more information please visit: [MosOfficeFurniture.com](http://MosOfficeFurniture.com)

