



## **NEWS RELEASE**

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### **OfficeZilla Announces Partnership with S.P. Richards**

#### ***Includes first call purchasing and business development***

KENNESAW, Ga. (May 10, 2019)—OfficeZilla announced today a new first-call relationship with S.P. Richards Company, a wholly-owned subsidiary of Genuine Parts Company (GPC: NYSE) who will become their primary business products wholesaler. S.P. Richards is a leading wholesale distributor of business and office supplies.

“We’re seeing a transformation in the business products industry as the separation between suppliers and competitors becomes less distinct and independent dealers are faced with an unfair competitive advantage,” said Kristen Murphy, General Manager of OfficeZilla.

Murphy joined the company in February 2019 to oversee all of OfficeZilla’s daily operations, in addition to working closely with S.P. Richards and other industry partners to secure competitive pricing, provide marketing and technology support and continually identify opportunities to lower costs and increase efficiencies for the OfficeZilla Community.

“We know that small-to-medium sized independent dealers want a trusted partner who will help them weather the storm of change in this industry and provide them with the technology, resources and personal support to grow their business. Even though this industry has seen its fair share of consolidation, we know that with the right tools and resources these independent dealers can succeed. We feel confident that S.P. Richards and OfficeZilla share an equal commitment to the independent dealer channel that will benefit entrepreneurs in the business products industry,” said Murphy.

With this partnership, S.P. Richards will proactively work with OfficeZilla to provide Dealers with aggressive pricing, competitive freight programs, rigorous service level commitments and robust sales support.

“This partnership with OfficeZilla underscores our combined commitment to supporting independent dealers,” said Rick Toppin, President and CEO of S.P. Richards. “We are thrilled to partner with OfficeZilla, and know that this relationship will support OfficeZilla’s growth, which will continue to benefit SMBs in the business products industry.” As part of this change, S.P.



Richards has pledged their support and endorsement of the OfficeZilla affiliate model as an important channel for their own future growth.

### **About OfficeZilla**

OfficeZilla was founded in 2012 with the belief that the business products industry was ready for a high value dealer services model that provides leverage for the dealership owner and an end-customer-obsessed way of doing business. Combining proprietary web-based tools with a dedicated support team and a commitment to exceptional service, OfficeZilla provides an outstanding shopping experience for customers and unparalleled support for the OfficeZilla dealers who serve them. The company began franchising in 2014 and now has 32 franchisees in the continental United States. OfficeZilla's growth and success earned it a spot on the Inc. 5000 list in 2017 and the Pacesetter Award by the Atlanta Business Chronicle in 2016 and 2017. For more information, visit [www.officezilla.com](http://www.officezilla.com).