

## News Release

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### Jacobs Gardner Supply Company/Penny Wise Office Products Announce New Ownership

**Bowie, MD** – Jacobs Gardner Supply Company/Penny Wise Office Products announced that Kathryn Morley and Gary Luiza are now the owners of this national office supply company. Ms. Morley and Mr. Luiza have purchased the company from founder, Daniel Grossman.

Under the new ownership, current management of the two companies will remain in place and continue responsibilities for the ongoing operations of the company. Ms. Morley, now chief executive officer, joined Jacobs Gardner in December 1986 as the director of marketing, and since 1992 has served as vice president of Marketing. Mr. Luiza, now chief operating officer, has worked at Jacobs Gardner since 1984 in numerous capacities, having served as president and chief operating officer since 1993.

"This purchase was a unique opportunity for us to lead these companies which have been a part of our lives for 20 years from an ownership perspective," said Ms. Morley. "This change in ownership positions our company for growth, while offering continuity of management, and an even greater level of service and flexibility for our customers and suppliers," added Mr. Luiza.

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Jacobs Gardner Supply Company was founded in 1978. The company originated as a retail chain with stores in Washington, D.C. and New York City metropolitan areas. By 1990 there were 23 stores in the retail chain.

Over the years, Jacobs Gardner Supply Company has led the industry in developing innovative strategies that resulted in improved customer service and greater savings for customers. Jacobs Gardner was one of the first companies to "guarantee" next day delivery of stock products – today a standard to which most companies in the industry aspire. In addition, Jacobs Gardner was one of the first dealers to develop a huge network of manufacturer and wholesaler purchasing relationships that allow the company to purchase products as sales are made and operate as a stockless dealer. This, joined with contracted shipping through firms such as UPS, Federal Express and DHL gives Jacobs Gardner flexibility in shipping and product fulfillment and thereby avoids the bottlenecks and shortages common with stocking dealers.

In 1990, the owners of Jacobs Gardner made a conscious decision to leave the retail office products field for a format emphasizing commercial accounts. This decision resulted in the closing of all Jacobs Gardner retail stores over the next several years, the formation of a commercial/government sales force focused on the corporate base in the Mid-Atlantic region, and the development of a mail-order format to trade nationally under the name of Penny Wise Office Products. These changes led to a more streamlined company.

Currently, Jacobs Gardner operates under the same primary business tenets. The company prides itself on offering a large catalog of items available for next day delivery, as well as a huge network of purchasing contacts to locate virtually any product a customer needs. The continued focus of the company is to offer customers the highest quality customer service in the industry.

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Ms. Morley, a graduate of Michigan State University, resides in Crofton, Maryland with her two daughters. She enjoys tennis, entertaining friends and travel. She holds several volunteer positions in school and community activities. Mr. Luiza, a graduate of Dartmouth College, also resides in Crofton, Maryland where he enjoys golf and is an active youth sports coach in soccer, basketball and lacrosse.

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