



# Pine Ridge Business Park

THE MONTHLY NEWSLETTER OF PINE RIDGE BUSINESS PARK

FEBRUARY 2017

## TENANT SPOTLIGHT

### Discover a New Way to Buy Office Supplies

Q & A with Keith E. Powell, Vice President and Owner of Pay-LESS Office Products

Tell us about your business.

[Pay-LESS Office Products](#) just finished our 30th year in business. We are considered the “Amazon” of independent office products dealers throughout the country. With three locations in the Midwest

(Lenexa, Des Moines, Omaha), our ability to replicate the model anywhere throughout the U.S. gave us the opportunity to purchase a struggling company in the Lenexa area that was about to close its doors. Federal Office Products was purchased in August 2014, and the employees share the success of a revitalized company exceeding sales not seen in more than 10 years. Kansas City has embraced our model and progressive approach. I would encourage any

#### Enjoy the Spotlight!

We would love to share the in-the-know info about your business with the other tenants and outside sources who read our monthly newsletter.

Just respond to this email and someone will be in touch with you to get on the Tenant Spotlight schedule!

company to reach out and view our site and experience our service.

#### What should potential customers know about your company?

Our model focuses on “Supply Chain Management,” where Pay-LESS is the ideal source for consumers to buy general office supplies, toner, paper, furniture, apparel, facility supplies and breakroom items on one site, receive one delivery, one invoice, one payment and manage one report.

Pay-LESS is a great source if companies are using



Keith E. Powell

warehouse models: getting in their car, shopping for two hours, then delivery of the product themselves. This can become a burden — especially during the cold winter and hot summer — for the consumer.

#### What would surprise people about Pay-LESS Office Products?

Just how customer oriented we are. We are all one family working for the same cause: our customer.

Customers have a lot of choices within our product categories, making us a better company and more conscious of our service. The support the team receives from management from cold calling to deliveries increases morale and makes everyone work that much harder. I receive notes weekly about our drivers, and the level of service they provide on the front line representing the company.

## AROUND TOWN



#### NATIONAL WEAR RED DAY

- [Wear red](#) on Friday, Feb. 3
- The American Heart Association and the National Heart, Lung and Blood Institute took action in 2003 against a disease that kills one woman every 80 seconds.



#### SWEETHEART 5K

- The [Valentine's Day weekend event](#) is 9 a.m. Saturday, Feb. 11 at Ritz Charles, 9000 W. 137th St., Overland Park
- 5K run/walk participants team with loved ones or friends to compete for the title of the fastest male, female or two-person team in Kansas City, and individuals compete for age-group prizes.



#### THIRD FRIDAY

- [Local Life](#) is 5 to 9 p.m. Friday, Feb. 17 in Downtown Overland Park, 7935 Santa Fe Drive
- The event features entertainment, specials and promotions.



#### MARDI GRAS 5K

- The [family-friendly event](#) is 10 a.m. Saturday, Feb. 25, Kansas City Power & Light District
- Beads along the route, authentic food, festive masks and massive finisher beads are just some of the things that await you.

## FEBRUARY FOOD TRUCK SCHEDULE

Wednesdays  
11 to 11:30 a.m.

Five Pine Ridge, southwest side outside Henderson Engineers, 8345 Lenexa Drive

#### Coffee Cake KC

- Feb. 1
- Feb. 8
- Feb. 15
- Feb. 22

*Coffee Cake KC comes year round, except in blizzards and when it's 20 below zero or less outside!*