



# NEWS



MARCO OFFICE SUPPLY, FURNITURE & PRINTING, INC.

## Are Memberships worth the Cost?

Before you sign up for a membership, analyze your company's needs and your spending budget to make sure you are making the right move. Have you read the fine print? What are you really paying that is being offered for "free". We did some research with competitive big box stores and here is what we've found.

**Staples** - Offers free deliveries on orders over \$25.00. For the Plus Membership, orders must be over \$49.99 to be eligible for free delivery. There are a lot of additional charges for things like desktop delivery, special order delivery, etc. Funny how the higher the membership, the higher the minimum for free delivery. At Marco Office Supply, there are no minimums for delivery and no delivery charges...period!!

**Does Staples offer Cartridge Recycling?** Only if you bring them to the store and you purchase a certain amount per month. At Marco Office Supply, we'll pick up your cartridge recycling and fill your green piggy banks for each cartridge received back. We also give back to the community with any money we receive back from cartridge recycling.

**Can an unsatisfied Staples customer get their membership fee back?** Only after you have spent a certain amount with them over the year.

**Amazon** - Let's talk turkey. Their fee is \$12.99 per month or \$119.00 per year which includes free two day shipping. Again fine print dictates that not all products apply for prime. Again, spend over \$25.00 and be prepared for 5- 8 business days for delivery. Wait, you want a guaranteed two days? Gee, they have a plan. For a single user it is \$179.00 per year and up to 10 users is \$499.00 per year. The prices keep going up with the highest, 100 company users,

at \$10, 099.00 per year!

**Office Depot Rewards Program** - Not only this company, others too. We love to conduct price audits. We have priced out our brands with a big box store that gave you rewards coupons such as \$25.00 off of \$100.00. Not only are our prices better, they come in lower without a coupon!! Consumers, believe me when I say "If it is too good to be true, it is!!" Don't you know they raise the price of products to cover the cost of the coupon or sell you other products along with the sale? For example, a printer is on sale for \$59.99. When you purchase the item you are always asked if you wish to purchase a warranty. Most desktop printers only have a life line of 2 - 3 years. Printer companies don't want their product lasting forever otherwise, how can they sell you the new and improved model if they do that? If the printer goes ka-putt, just buy another on sale or regular price. You will spend

more money shipping out your printer for repair on your warranty than what it would cost to get a new one! Gotta love those hidden agendas!

Bottom line? Check out what is really going on with membership fees before you jump on the bandwagon. Think about it, if they weren't making money off the consumer, would they offer memberships?

Until next time...your favorite whistle blower, Gina.

## the hive.

**Project Spotlight:** Nancy Lenner | BOOK COVER ART

We're thrilled when projects like this come across our desk. To us, art is more than putting paint on paper. Art should inspire. Art should evoke emotion and most of all, Art should tell a story.

We loved working along side Author Nancy Lenner and hearing about the important details of her life that shaped the person she is today. We were honored that she chose us to illustrate the cover of her new book, *Divine Magic*, and help tell the story of her unique, personal journey.



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# Win a Holiday Gift Basket

FROM MARCO OFFICE SUPPLY!

Every quarter Marco Office supply will be having a "prize giveaway".

To enter, all you have to do is answer the question below by filling out and scanning the form back to us!

December Question:

Amazon does not always guarantee a two day delivery; sometimes it can be 5 - 8 days. If you wish you can pay an extra fee on top of the \$12.99 per month for a guarantee two delivery, what is the annual cost for a company that has up to ten users?

Your Name:

Your Company:

Phone:

Your Answer:

Scan and email this response page to: [gaytha@marcoofficesupply.com](mailto:gaytha@marcoofficesupply.com) or fax to 239-775-2335

Winner will be notified and highlighted in an upcoming Marco Office Supply Newsletter!

*Good Luck & Happy Holidays!*

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