

# DON'T BE FOOLED BY THE CARD



**FORGET THE LONG LINES... WE DELIVER THE BEST DEALS RIGHT TO YOUR OFFICE!**

## COMPARE AND SAVE

Honestly, wouldn't you rather have the **BEST PRICES** instead of "free snacks" and long lines?

Bath Tissue	club price	30 Rolls	425 Sheets	\$14.99	<b>SOS:</b>	96 Rolls	500 Sheets	\$36.49	<b>31% Savings</b>
Jumbo Bath Tissue	club price	4 Rolls	1000 Feet	\$12.99	<b>SOS:</b>	12 Rolls	1000 FT	\$29.99	<b>30% Savings</b>
C-Fold Towels	club price		2400 Sheet	\$29.99	<b>SOS:</b>	2400 Rolls		\$18.26	<b>39% Savings</b>
Multifold	club price		4000 Sheets	\$24.99	<b>SOS:</b>		4000 Sheets	\$19.49	<b>22% Savings</b>
Hard Roll Towels	club price	12 Rolls	450 Feet	\$45.99	<b>SOS:</b>	12 Rolls	800 Feet	\$24.35	<b>70% Savings</b>
Household Towels	club price	12 Rolls	80 Sheets	\$14.99	<b>SOS:</b>	30 Rolls	85 sheets	\$23.06	<b>42% Savings</b>
Soap Cartridges	club price	2/1200MI	Foam	\$42.99	<b>SOS:</b>	2/1200MI	Foam	\$22.69	<b>47% Savings</b>
Sanitizer Cartridges	club price	2/1200MI	Foam	\$69.99	<b>SOS:</b>	2/1200MI	Foam	\$36.15	<b>48% Savings</b>

**Attention. Efficiency. Buying Power.**

(and NO membership card required)

## MYTH BUSTED!

Have you been sending an employee to a warehouse club for the savings?

**SEE WHAT IT REALLY COSTS YOU >>>>**

**SANDIA OFFICE SUPPLY**

**www.SandiaOfficeSupply.com**  
**505.341.4900**

## READ WHAT IT WILL COST YOU!<sup>3</sup>

### Are you truly saving money by sending an employee to a warehouse club to buy supplies for the office?

To fully grasp the true, hard cost of sending an employee away from their work station, while on the company clock, to a warehouse club to purchase supplies for the office, weigh any savings on product against the labor costs of doing so. Also consider the other costs, added benefits, mileage, lost productivity, and dare we mention it, the risk of injury from running this errand again and again.

Employee's Salary	Approximate cost per trip to warehouse club <sup>1</sup>	Approximate annual cost of trips to warehouse club <sup>2</sup>
\$10,000	\$10	\$240
\$15,000	\$14	\$336
\$20,000	\$19	\$456
\$25,000	\$24	\$576
\$30,000	\$29	\$696
\$35,000	\$34	\$816
\$40,000	\$38	\$912
\$45,000	\$43	\$1,032
\$50,000	\$48	\$1,152

#### And that doesn't even count benefits.

The above figures consider base salary only. If you offer benefits, multiply the "approximate annual cost" above by 1.33 to factor in a benefit cost based on U.S. averages.

#### Or mileage.

If employees are expensing their mileage, that's another cost to consider.

#### Or lost productivity.

What work did not get done while the employee was running errands. Could their time have been better spent making money for the company.

#### Or risk of injury.

A situation where an employee is out driving around in busy traffic on the clock, or lifting loads of heavy products is just asking for a worker's comp claim and time off work.

#### And then there's the product problem.

Warehouse clubs often vary their product offering based on special deals, so there's no assurance they will have the same item you bought last time. And they don't do special item requests. And of course, there are no product experts to make sure you're using the right product in the correct manner.

#### Bottom Line Savings.

So the bottom line is that in reality, it is significantly more costly to send an employee on an errand to get a "special deal" from a warehouse club, than to order that item from your office products distributor and their professional sales representative.



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<sup>1</sup>Based on standard 2080 hours per year. Assumes two hours per trip.

<sup>2</sup>Assumes two two-hour trips per month.

<sup>3</sup>Data from "Room To Grow," Saalfeld/International Paper, 2011.