



# THE **Flash** REPORT

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How WPF Members are Growing Sales and Profits with the Industry's Most Progressive Dealer Group



**Machabee**  
Office Environments

## In Las Vegas, WPF Dealer Keeps School Business Growing By Going Global

It's no great secret that the education market, even in these tough times, offers some outstanding growth opportunities for dealers. But knowing opportunities are out there and converting them into solid, profitable sales are two very different things.

That, says Gary Machabee of WPF dealer Machabee Office Environments in Las Vegas and Reno, Nevada, is where supplier partner Global – The Total Office comes in. “Over the past eight years, Global has become a strategic resource for us in helping build our local school district business,” reports Gary. “We’ve sold literally thousands of their vertical and lateral files and we find those products compete very favorably with anything on the market.”

And they're a solid resource for the dealership beyond the education market, as well, says Gary. “We find Global makes a great fit for certain casegoods and seating applications in our general day-to-day business,” he adds.

Global earned honors as WPF's 2008 Supplier of the Year and was also recognized this year by OFDA as its Non-Aligned Manufacturer of the Year. For Gary Machabee, there are plenty of good reasons for all those honors.

“Global performs very well for us,” he says. “Their product is good, their pricing is good and their distribution network and shipping are excellent.”

If you're a WPF dealer and trying to grow your share of the local education market, you might just want to take a closer look at what Global and the other fine WPF supplier partners have to offer. It's working for Gary Machabee and his team and you might well find it can work just as well for your dealership, too!

For more information, visit the supplier section of the [www.wpfdealer.com](http://www.wpfdealer.com) web site.

