

In the Beginning...

Give Something Back started with a basic idea: Sell business products for less and donate the profits back to the community. Seventeen years and almost \$4 million in donations later, over 13,000 customers have chosen Give Something Back.

Based on Paul Newman's food products model, Give Something Back has always been committed to philanthropy. We hope to catch up to Newman's Own and give away \$200 million in the next decade.

We have sales offices in San Diego, Oakland, and Sacramento, and plan to become a major national presence with our products, services, and philosophy.

What We Do and How We Do It

Give Something Back Business Products is a company that guarantees prices lower than national superstores. We sell more than 40,000 products — everything from paper clips and office furniture to cleaning supplies and HP printers and faxes — using our unique catalog system. Our services include free next-day delivery, friendly personalized account managers, easy online ordering and special cost-saving catalogs.

What makes us different from the superstores is that we donate the bulk of our profits to community groups, groups that are chosen by our customers and employees.

How do we do it? We make our company work the way other companies succeed: by offering a wide selection of quality products at competitive prices. The only difference is that we deliver our profits to the community rather than dividing them among owners or shareholders.

Instead of investing millions of dollars in advertising expenses like the superstores do, we invest in customer service, and continue to offer extremely low prices.

Some people ask how we can continue to expand when we give so much away. Each year, we keep some retained earnings for growth, putting the money directly back into the company.

Most important is *why* we run our business the way we do: because we're committed to our community and because the business model created by Paul Newman works!

As to why so many customers buy from us, they say it's because they care about their community and they love our **great prices, service, selection, and quality!**

