

Now active in 22 European countries

Date
26th November 2004

Office Products Alliance EOSA expands with partners in Central and Eastern Europe.

The European Office Supplies Alliance, EOSA, is expanding its international network of independent partners with companies in the Czech Republic, Hungary and Poland. In doing so, EOSA takes another important step as a pan-European supplier of office products. The joint turnover of the three new partners amounts to EUR 50 million with the combined sales of all the EOSA companies now totalling EUR 850 million. This strengthens the position of EOSA in Europe and gives the alliance a leading position in Central and Eastern Europe.

Serving international customers was one of the main reasons behind the establishment of the EOSA alliance in 2002. Besides this partnership aimed at European countries, worldwide co-operation has been established with the American company OfficeMax® Incorporated with operations in five countries: USA, Canada, Mexico, Australia and New Zealand.

The managing directors of the three new EOSA partners are very pleased that they have been able to take this opportunity. In a joint statement they said: "After opening up the borders of the European Union in May this is an excellent opportunity to broaden our horizon in Europe. This will enable us to service our international clients and to win new European clients. Moreover we see this alliance as an excellent chance to learn from other partners. It is also much appreciated that at the same time we will be able to maintain our own company identities and still take into account local preferences." The three companies are among the market leaders in their respective markets, each with volume and service capabilities to serve EOSA clients well.

This extension gives coverage for international clients with operations in these Central and Eastern European countries. Since the start two years ago, the EOSA partnership has been very successful. Recently a joint catalogue was made with over 1,000 products. A new EOSA e-commerce tool is currently being tested.

Co-ordinator-Secretary
Celsiusbaan 1
3439 NC NIEUWEGEIN
The Netherlands
Phone: +31 30 60 20 221
E-mail: info@eosa.biz
Website: www.eosa.biz

Press release

About EOSA

The European Office Supplies Alliance (EOSA) is a partnership of European office products companies founded in 2002. The alliance exists for sales and purchasing co-operation. Joint sales of the ten EOSA partners (including the three new incumbents) amounts to some € 850 million. This ranks the alliance, which now has activities in 22 European countries, among the leaders of the European office products industry.

For more information please contact:

EOSA co-ordinator secretary

Ms. Marika Prak

Celsiusbaan 1

3439 NC NIEUWEGEIN

Netherlands

Telephone: +31 30 60 20 221

E-mail: info@eosa.biz

Website: www.EOSA.biz

EOSA partners

Ahrend Office Products International - Nieuwegein, Netherlands

Burototal - Madrid, Spain

C Tybring-Gjedde - Oslo, Norway

Errebian - Rome, Italy

iba - Bolligen, Switzerland

o2o - Norwich, United Kingdom

Paperipalvelu - Helsinki, Finland

Partner Czech – Český Tesin, Czech Republic

Ápísz – Budapest, Hungary

Biuro Plus – Poznan, Poland

The ten EOSA partners have activities in:

Austria, Baltic Countries, Belgium, Czech Republic, Denmark, Germany, Finland, France, Hungary, Ireland, Italy, Luxembourg, Netherlands, Norway, Poland, Portugal, Spain, Sweden, Switzerland, United Kingdom.