

**European Office Supplies Alliance (EOSA)**

Date  
09th June 2005

**World-class office supplies @ work  
- Across 22 European countries**

For immediate release

**EOSA heading towards EUR 1 billion mark**

Continued commitment to high levels of service in each member country, and the ongoing introduction of its European e-commerce solution have helped to drive continued progress across the European Office Supplies Alliance (EOSA).

Recently released sales figures show that combined sales grew by over EUR 85 million in 2004, to EUR 885 million\*.

This growth comparison is inclusive of the three most recent partners (Czech Partner in the Czech Republic, Ápisz in Hungary and Biuro Plus in Poland), who have collectively extended the reach of this impressive organisation to 22 European countries.

The growth rate excluding new partners was 4,5%.

EOSA was formed to meet the growing need of European customers to be served under pan-European contracts, whilst retaining the benefits of working with leading local suppliers. EOSA offers strong market knowledge with tailored logistics and service capabilities, and provides a customised solution to meet the specific needs of every country in which their clients operate.

World-wide co-operation has been established with the American company OfficeMax® Incorporated (NYSE:OMX), which operates in 5 countries: USA, Canada, Mexico, Australia and New Zealand.

The recent decision of Group 4 Securicor to award EOSA/OfficeMax® their global business, is indicative of the strength and capabilities of the alliance.

\* Currency exchange rates are as of March 2005.

Press Release Press Release

**Co-ordinator-Secretary**

Celsiusbaan 1, 3439 NC NIEUWEGEIN, The Netherlands.

Phone: +31 30 60 20 221. E-mail: [info@eosa.biz](mailto:info@eosa.biz) Website: [www.eosa.biz](http://www.eosa.biz)

## 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 amounted to some € 885 million in 2004.*

*With strong commercial activity across 22 European countries, the alliance is ranked 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: [mprak@ahrend.com](mailto:mprak@ahrend.com)

Website: [www.EOSA.biz](http://www.EOSA.biz)

### **EOSA partners**

- Ahrend Office Products International - Nieuwegein, Netherlands
- Ápisz – Budapest, Hungary
- Biuro Plus – Poznan, Poland
- Burototal - Madrid, Spain
- Errebian - Rome, Italy
- iba - Bolligen, Switzerland
- office2office - Norwich, United Kingdom
- Paperipalvelu - Helsinki, Finland
- Partner Czech – Český Tesin, Czech Republic
- C. Tybring-Gjedde - Oslo, Norway

### **The ten EOSA partners have activities in:**

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

Date  
09th June 2005

Press Release Press Release

**Co-ordinator-Secretary**

Celsiusbaan 1, 3439 NC NIEUWEGEIN, The Netherlands.

Phone: +31 30 60 20 221. E-mail: [info@eosa.biz](mailto:info@eosa.biz) Website: [www.eosa.biz](http://www.eosa.biz)