

European Office Supplies Alliance (EOSA).

20th May 2008

**World-class office supplies @ work
- Across Europe**

New Member on EOSA's Purchasing Team

An important industry personality has joined the EOSA crew in order to achieve common purchasing activities and the Far East Sourcing: Mr. Michael Hibbert. He will act as a Purchasing Consultant working with and supporting Veronica Avanzini who is the EOSA Purchasing Manager. The European Office Supplies Alliance is very proud to welcome this new crew member who is a driving force and who also brings aboard exceptional professional experience.

Michael Hibbert holds a successful 29 year track record in the office supplies industry holding Senior Merchandising roles with some of the major players within the UK and Europe and for the past 7 years has been Merchandising Director of office2office plc. Michael has direct contacts not only with leading manufacturers but also has developed an extensive network of sources in Asia. Michael Hibbert's strength is not only in negotiating the best possible purchasing prices but also in managing complex international supply chains to ensure that the best purchasing conditions are achieved for all EOSA members - regardless of whether they are small or large companies. This further signifies the real and considerable advantages of membership in the alliance. Michael Hibbert says: *"I'm very pleased to work in my new task. I'm looking forward to being pro-active in this new endeavour, without being bound to a daily routine. Developing my own projects and producing tangible results passionately drives me to do the best for the EOSA team in this job. The timing is right and the situation is just perfect."*

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Veronica Avanzini, Head of EOSA's International Purchasing, is also delighted to be teaming up with Michael Hibbert. Following their first fruitful meetings, Ms. Avanzini stated: *"Michael brings a great deal of knowledge and expertise to our team. This strengthens our purchasing activities and can be clearly summed up: EOSA is a solid, united force in the office supply market."*



((pic 130))

Michael Hibbert – new and well known personality in the EOSA's purchasing team.

The Alliance, with a combined turnover in excess of € 750 million (2007), provides a cohesive network of sales and purchasing co-operation across sixteen European countries; now including France and Belgium. With the addition of its new member, Fiducial Office Solutions, EOSA is on track to reach a € 950 million turnover in the current financial year.

About EOSA

The European Office Supplies Alliance (EOSA) is a partnership of European office products companies founded in 2002. The alliance

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exists for sales and purchasing co-operation. However, the goal is even greater. EOSA acts as global player on the market with one main difference: all alliance members are independent and leading companies in their home country. EOSA works as a virtual global organisation; operating with customers and manufacturers and coordinating all marketing- sales- and purchasing activities.

Joint sales of the eleven EOSA partners amounted to approximately € 750 million in 2007. With strong commercial activity across 16 European countries, the alliance is ranked among the leaders of the European office products industry.

Worldwide co-operation has been established with the American company **OfficeMax® Incorporated**, with operations in five countries: USA, Canada, Mexico, Australia and New Zealand.

Since 1st January 2008, EOSA is member of **BPGI** (Business Products Group International), formed to unite independent office product dealers - via their respective buying groups, under one umbrella. The strength of BPGI is reflected in its signature line -"**Global Purchasing Power**" - which defines the mission and guiding principle of the organization.

BPGI, headquartered in Washington D.C., is the world's largest consortium of buying groups consisting solely of independent office products dealers.

EOSA partners

- Fiducial – Lyon, France
- Disofic - Malaga, Spain
- Plate – Bremen - Germany
- Errebian - Rome, Italy
- iba - Bolligen, Switzerland
- office2office - Norwich, United Kingdom

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- Paperipalvelu - Helsinki, Finland
- Partner Czech – Český Tesin, Czech Republic
- ÁBP Ápísz-BudaPiért Zrt – Budapest, Hungary
- Biuro Plus – Poznan, Poland
- Muller Wegener – Luxembourg
- UniPapel – Madrid - Spain

The twelve EOSA partners provide services in:

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

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