

European Office Supplies Alliance (EOSA).

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

EOSA shakes Hand with AOPD

Following a recent meeting in Chicago, M.C. (Bud) Mundt, Executive Director of AOPD (American Office Products Distributors), and Peter Basci, Chairman of EOSA, proudly communicate their decision to cooperate in Transatlantic Tenders for Office Supply deliveries in Europe and North America. Both organizations are formed by leading independent suppliers offering excellent services in their respective countries and areas.

M.C. (Bud) Mundt comments on the alliance with EOSA: "AOPD is very pleased to be associated with EOSA because of their long history of excellent customer satisfaction within the countries their members are located. This strategic alliance will be helpful to both organizations in our quest to provide quality products, quality service, and quality representation to our mutual customers in Europe and the United States."

Peter Basci expresses his pleasure: „We are looking forward to expand our transatlantic business thanks to this strong partnership. I'm very motivated to create and to support the solid synergy between AOPD and EOSA. For us it is a great deal which is based on personal sympathy and professional respect. We can count on a historically well established partner and are expecting a huge sales power for EOSA."

The combined turnover of this new cooperation is about €2.2 billion, the combined manpower comes to 7,900 employees (2008).

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About AOPD

Established in 1978, AOPD is the world's largest network distributor of office products. AOPD has grown to include locations throughout North America including an attractive link to Australia. AOPD's focus is the development and implementation of regional, national and international office products distribution programs. The network currently includes 64 dealer members and affiliates with 151 locations with a combined turnover \$1.7 billion (2008). All of AOPD dealers are members of various buying groups which provide competitive product pricing and the broadest selection possible of branded products from our Manufacturing Business Partners. AOPD finished 2008 with a 6% increase and wrote 43 new contracts and through April of 2009 have written 24 new contracts.

About EOSA

The European Office Supplies Alliance (EOSA) is a partnership of European office products companies founded in 2002. The alliance with a combined turnover in excess of €950 million (2008) exists for sales and purchasing co-operation. But the goal goes further than this. EOSA acts as global player on the market with one main difference: all alliance members are independent and leading companies in their home country. Like a virtual global, EOSA operates with customers and manufactures and coordinates all marketing- sales- and purchasing activities.

With strong commercial activity across 15 European countries, the alliance is ranked among the leaders of the European office products industry.

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

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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.

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EOSA partners

- Proffice – Bucharest, Romania
- Fiducial – Lyon, France
- UniPapel – Madrid - Spain
- Disofic - Malaga, Spain
- Plate – Bremen - Germany
- Errebian - Rome, Italy
- iba - Bolligen, Switzerland
- Paperipalvelu - Helsinki, Finland
- Partner Czech – Český Tesin, Czech Republic
- ÁBP Ápisz-BudaPiért Zrt – Budapest, Hungary
- Papír-Ász – Budapest, Hungary
- Biuro Plus – Poznan, Poland
- Muller Wegener – Luxembourg

The thirteen EOSA partners provide services in:

Austria, Belgium, Czech Republic, Finland, France, Germany, Hungary, Italy, Luxembourg, Netherlands, Poland, Portugal, Spain, Switzerland and Romania.

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