

European Office Supplies Alliance (EOSA).

17th October 2011

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Unipapel to leave EOSA as a result of Spicers deal

Following several official information about Unipapel's Spicer acquisition, EOSA announces the membership termination of its Spanish member by end of this year.

These days the deal will be clarified by successful works council's negotiations and on anti-trust approval from the European Union. One year after signing the new Amsterdam based cooperative structure, Basci comments Unipapel's reason to leave EOSA: *"The deal opens the door to 18 distribution centres in Europe and will boost up Unipapel distribution capabilities. It makes no sense anymore to work in an Alliance like EOSA."*

Bascis vision, to build up an Alliance as an answer to the challenge of Globals, corresponds to an independent and family owned company. This remains the case for EOSA's second Spanish member Disofic, based in Malaga.

By end of 2011 EOSA will act without its Spanish member Unipapel which expects fully achieved synergies within two to three years of its new acquisitions. CEO Millan Alvarez-Miranda regrets the termination with EOSA and focus on the economical advantages: *"The addition of Spicers' continental European business will bring us annual sales to around €1.3 billion, boosting up our position as the leading office and IT supplies wholesaler in Europe."*

On the other hand Unipapel can expect an additional achievement by providing Spicers with Unipapel-made products such as envelopes, notepads and filing supplies. More gains are targeted due to the integration of transport services and to dealing better transport rates.

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