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Date
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EOSA NOW ACTIVE IN 19 EUROPEAN COUNTRIES

Today, European office products supplier EOSA, announced further expansion into Europe, welcoming Swiss office products distributor iba Bürobedarf AG and Finnish office supplier Paperipalvelu into the alliance. The new partners now give EOSA the capability to supply office products and services across 19 European countries.

With 70 employees, Paperipalvelu (founded in 1948) achieved sales of EUR 23 million in 2002. The Finnish company is a pioneer in the field of e-business solutions: 75% of their orders are received electronically and 25% of their invoices sent are e-invoices. Paperipalvelu is active in Finland as well as the Baltic States.

iba Bürobedarf based in Bern was founded in 1939. Today, the office products company has 130 employees and sales of CHF 60 million (approx. EUR 38 million). The international ambitions of both new partners perfectly fit the EOSA alliance.

Peter Basci, CEO of iba AG, commented: "We are delighted to join an organisation, which allows us not only to equal the so called globals but to beat them based on local excellence. The winning slogan of the future is "be a local leader (instead of just thinking local) and offer a top international service. An approach, which is more appropriate to the multicultural environment of Europe".

Paperipalvelu's Matti Rannali, MD added: "By joining EOSA we want to be prepared for the challenges in the future. As a member of EOSA we can provide our global customers a uniform service all over Europe. EOSA also makes it possible for us to get the benefits of a large organisation for purchasing deals. We also welcome the opportunity to exchange information and knowledge between members. We believe that we all have something to give each other."

The EOSA Executive Board commented: "We are delighted to continue expansion of the EOSA alliance with these partners adding important countries and regions to our portfolio. This step improves our footprint on the European continent and enables us to make optimum use of the activities across purchasing, marketing and sales."

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Press release

About EOSA

EOSA (European Office Supplies Alliance) is an alliance within the European office products industry. The partnership comprises commercial and purchasing co-operation. The alliance currently has combined sales of €815 million. This ranks the new combination among the leaders of the European office products industry.

For more information please contact:

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EOSA Partners are:

Ahrend Office Products International
Nieuwegein, The Netherlands

Burototal
Madrid, Spain

CTybring-Gjedde
Oslo, Norway

Errebian
Rome, Italy

iba
Bollingen by Bern, Switzerland

o2o
Norwich, UK

Paperipalvelu
Helsinki, Finland

EOSA partners are now active in:

Austria, Baltic States, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, the Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the UK.