

# INTERACTION

An international alliance of  
office products and stationery distributors







Operating out of 2 locations, Volketswil and Givisiez, this more than 160-year old trade-only business has been family-owned for 5 generations. A separate distribution company was formed in 1982 ( Logista ), which serves various industries.

SKUs: 30,000+

Daniel Zeller, Managing Director  
Edgar Märki, Purchasing Director

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Wulff was founded in 1890. Today the company belongs to the Wulff-Group PLC who is the market leader in Finland and a strong player in Sweden, Norway and Estonia in the world of office supplies. Wulff-Group PLC is listed on the Helsinki Stock Exchange since the year 2000. Wulff offers a customised APAJA customer service system to large and medium-sized customers. This automated system improves the productivity of a customer as the routine purchases of office supplies can be made quickly, trouble-free and cost-effective. The value of electronic orders is more than 70% of the total order value. The WulffStores, as well as local partner dealers, serve small companies and consumers.

In the summer of 2009 the Wulff group acquired Strålfors Supplies, a contract stationer active in Sweden, Norway and Denmark. This acquisition makes the Wulff group the leading office supplies distributor in the Nordic region. Strålfors Supplies was renamed Wulff Supplies in January 2010.

SKUs: 6.500  
Turnover: Euro 93,1 mil.  
Employees: 400  
Customers: 10.000

Heli Setälä, Director, Purchase and Product Marketing, [heli.setala@wulff.fi](mailto:heli.setala@wulff.fi)

Oy Wulff Ab, PO Box 84 (Manttaalitie 12), 01531 Vantaa, Finland  
tel +358 9 870 40, fax +358 9 870 46300, [www.wulff.fi](http://www.wulff.fi)

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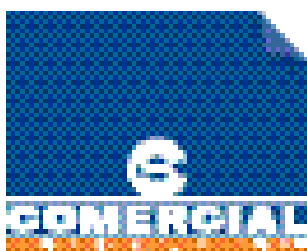
Wulff Supplies offers large and medium-sized customers in the Nordic market customized solutions for the purchasing of consumables.

Wulff Supplies aim is to create efficient purchasing and stock flow system for their customers, and optimize their range of products.

For further information about Wulff Supplies see [www.wulffsupplies.com](http://www.wulffsupplies.com)

Anett Nikolaisen, Category Manager Scandinavia, [anett.nikolaisen@wulffsupplies.no](mailto:anett.nikolaisen@wulffsupplies.no)

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Comercial del Sur was founded in 1958 and is currently a family-run company with their headquarters based in Málaga. Nowadays it is one of the major distributors of stationery, office products and scholastic materials in Spain and Portugal. The business is totally

carried out via re-sellers; the main customers are stationers, office suppliers, shopping centres, wholesalers and hypermarkets.

There are 4 branches in Spain with an approximate surface of 45.000 sq. meters, and one in Porto (Portugal). The warehouses are totally automated and they are provided with the latest advances in logistics to offer a 24h service.

They produce under his Liderpapel brand products from paper and cardboard (e.g. pads, notebooks, files, etc). The marketing department develops annually a wide range of brochures, mailings and a general catalogue of manufactured products and exclusive distribution, as well as a 540-pages integral catalogue for all customers.



Liderpapel (Portugal) was founded in 2002 as a subsidiary company of Comercial del Sur de Papelería to develop its commercial operations in the Portuguese market. The head office is located in Porto.

SKUs: 16,000  
Employees: 270  
Customers: 6,500

Rafael Benavides, General Manager  
Carlos Benavides, General Manager

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Pedro Santos

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SKUs: 8,500  
Employees: 12  
Customers: 400



Remmer A/S is a family-owned office supplies dealer/contract stationer which was founded in 1973. The company is located just outside Copenhagen and is offering a next-day delivery service to its customer base of 10,000 B-2-B public and private customers across Denmark. An annual 364 page catalogue is produced in which is listed approx. 5,000 SKU's.

SKUs: 5,000  
Turnover: Euro 11 mil.  
Employees: 50  
Customers: 10,000

Martin Remmer, Managing Director, mr@remmer.dk  
Michael J. Rasmussen, Purchasing Manager, mjr@remmer.dk

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PBS-Holding  
There are 3 divisions to this company.

### Wholesale Companies

The wholesale companies are serving the social stationery and office dealers. They are very service oriented and provide fully integrated electronic ordering and ERP systems to their customers, a stockless dealer program and a wide range of specific marketing programs including two franchise concepts (SKRIBO retail and Büroprofi office).

#### Wholesale companies are:

Austria:

pbs Austria GmbH, Wels	<a href="http://www.pbs-austria.at">www.pbs-austria.at</a>
Skribo GmbH, Wels	<a href="http://www.skribo.at">www.skribo.at</a>
Büroprofi, Wels	<a href="http://www.bueroprofi.at">www.bueroprofi.at</a>

Germany:

PBS Deutschland Dienstleistung GmbH, Lehrte/Ahlten (Hannover)	
PBS Deutschland Süd GmbH, Unterhaching (München)	
PBS Deutschland West GmbH, Leinfelden/Echterdingen (Stuttgart)	
PBS Deutschland Nord GmbH, Lehrte/Ahlten (Hannover)	
und Jüterbog (Berlin)	<a href="http://www.pbsdeutschland.de">www.pbsdeutschland.de</a>
Alka GmbH, Lehrte/Ahlten (Hannover)	<a href="http://www.pbs-alka.de">www.pbs-alka.de</a>
Büroprofi Deutschland, Lehrte/Ahlten (Hannover)	<a href="http://www.bueroprofi-deutschland.de">www.bueroprofi-deutschland.de</a>

Poland:

PBS Connect Polska Sp. z o.o.	<a href="http://www.pbspolska.eu">www.pbspolska.eu</a>
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Czech Republic:

PBS Bohemia	<a href="http://www.pbs-bohemia.cz">www.pbs-bohemia.cz</a>
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[pbs-austria.at](http://pbs-austria.at)



[pbsdeutschland.de](http://pbsdeutschland.de)



[www.pbs-alka.de](http://www.pbs-alka.de)



Polska



[pbs-bohemia.cz](http://pbs-bohemia.cz)



### Contract Stationery Companies

The contract stationery companies are the leading office products distributors in Austria and CEE, providing sophisticated eProcurement and logistic solutions to their customers. Serving more than 60.000 customers in CEE countries.

Contract stationers are:

Austria	Büro Handel GmbH, Wels	<a href="http://www.buerohandel.at">www.buerohandel.at</a>
Hungary	PBS Hungaria kft, Győr	<a href="http://www.pbs.hu">www.pbs.hu</a>
Czech Republic	Büroprofi s.r.o, Ceske Budejovice	<a href="http://www.bueroprofi.cz">www.bueroprofi.cz</a>
Slovakia	Büroprofi Kanex Slovakia s.r.o, Bratislava	<a href="http://www.bueroprofikanex.sk">www.bueroprofikanex.sk</a>
	Lamitec s.r.o., Bratislava	<a href="http://www.lamitec.sk">www.lamitec.sk</a>
Slovenia	Biroprodaja d.o.o. , Murska Sobota	<a href="http://www.biroprodaja.si">www.biroprodaja.si</a>



## IT / Logistics

LOGITEK provides state-of-the-art logistics, IT-services (data centre incl. data warehouse) and infrastructure facilities to all companies of the PBS-Holding.



PBS Holding AG also owns a minority stake in Format Werk, the leading paper converting company for all school and office products in Austria.



SKUs	35.000 + 50.000 virtual
Turnover	215 Mio.
e-biz proportion	more than 75%
employees	approx. 870

Mag. Dr. Richard Scharmann, MBA	CEO	richard.scharmann@pbs-holding.com
Peter Oberndorfer, Head of int. purchase dept.		peter.oberndorfer@pbs-holding.com
Mag. Werner Raml, Marketing Director		werner.raml@bueroprofi.com

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Vasanta is a market leading distributor of business supplies in the UK and Ireland.  
The company comprises of three trading businesses:



VOW Europe Ltd, the UK and Irelands leading wholesale distributor.  
Turnover Euro 300 million.



VOW Retail Ltd, the leading supplier of computer consumables, storage media and accessories to the mass Retail and Grocery sector.  
Turnover Euro 39 million.



Supplies Team Solutions, a trading division of Supplies Team Ltd, is one of the UK & Irelands fastest growing Contract Stationers with an array of Blue Chip, Corporate, Public Sector and Health customers.  
Turnover Euro 115 million.

The group operates from three large state of the art warehouses based in Lutterworth and

Wakefield in the UK and Dublin in Ireland, with its head office and shared services based in Sheffield.

Altogether more than 24,000 products are available including stationery, computer supplies, catering and janitorial supplies, office machines and office furniture.

A 900 page catalogue and many smaller catalogues and publications are available to the group's customers, supported by extensive E-Commerce marketing tools

SKU's: 24,000

Turnover: Vasanta Group Euro 454 mil.

Employees: 1400

Employees: 1050

Customers: VOW 3000 resellers, VOW Retail 25 large retailers, Supplies Team 13,500

Robert Baldrey, Group CEO, robert.baldrey@vasantagroup.com

Nigel Mitchell, Group Merchandise Director, nigel.mitchell@vasantagroup.com

Andrew Stacey, Vendor & Product Management Director, andrew.stacey@vasantagroup.com

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and follow the links to the VOW, Supplies Team & VOW Retail websites



Comlandi, subsidiary of Imperial Tobacco Group was founded in December 2002.

Today, Comlandi is a leading wholesaler of office, stationery and scholastic products in France. More than 10,000 products are available in the Comlandi Catalogue, including stationery and office products but also computer products and craft products.

Every year a wide range of printed marketing supports are launched.

The Comlandi head office is located in Fontenay, one of the suburbs of Paris, and the company operates from 2 warehouses throughout France.

SKUs: 10,000

Turnover: Euro 60 mil.

Employees: 250

Customers: 3,500

Maud Soulier, Purchasing manager

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Plaisio has been operating in the Greek market since 1969 as One-Stop-Shop, fully covering the needs of the contemporary office. Plaisio operates from a state of the art 22.500 m<sup>2</sup> Logistic Center at Magoula, 25km from Athens center. Altogether more than 25,000 SKUs are available including stationery, computer consumables, computers and telecommunications products.

Plaisio offers its full range via the highly successful multi-channel sales and distribution system:

- Retail Outlets: 25 stores in Greece, 14 superstores and 11 medium size stores.
- Mail Order: catalogue sales with more than 86 editions annually (4,600,000 copies).
- E-Commerce: B2C (www.plaisio.gr) with 100.000 visitors per day.

- Business-to-Business: Corporate sales, telemarketing operation, and customized B2B web-solution ([www.plaisiob2b.gr](http://www.plaisiob2b.gr)).

### **International Expansion**

Since 2005 Plaisio made its first international step in Bulgaria. The Bulgarian operations consist of an 800 m<sup>2</sup> store in Sofia, B2B department, Mail order and E-commerce.

- SKUs: 25.000
- Turnover: Euro 312.000
- Employees: 1.100
- Business Customers: 160.000

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Dimitris Vergos, Purchasing Director, [dvergos@plaisio.gr](mailto:dvergos@plaisio.gr)

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[www.plaisio.gr](http://www.plaisio.gr), [www.plaisiob2b.gr](http://www.plaisiob2b.gr), [www.plesio.bg](http://www.plesio.bg)

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MyO is today one of the most important distributors of stationery, office products and computer consumables in the Italian market.

With a total turnover of about € 65 million, 50.000 customers, 330 sales representatives and more than 12.000 SKU'S, MyO offers a 24hours delivery throughout the country.

SKUs: 12.000

Warehouse: 40.000 m<sup>2</sup>

Turnover: 65 Millions €

Employees: 156

Customers: 50.000

Mr. Lorenzo Rudella, Chairman

MyO s.r.l. "unipersonale", Via Santarcangiolese, 6 - 47825 Torriana (RN)

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[clienti@myo.it](mailto:clienti@myo.it)

[www.myo.it](http://www.myo.it)





For over 90 years Quantore has dedicated themselves to providing excellent logistics, a wide product range and the best possible service levels for our members. They have over 21.000 office products in stock.

Nearly 500 independent office supplies dealers in the Benelux have already joined Quantore and they continue to welcome more each year. Together, they have enormous purchasing volume and they are among the most important partners for office products in the market.

SKUs: 21.000  
Turnover: € 140 mil.  
Employees: 200  
Customers: 500 resellers

Arnold Theuws, CEO  
Robert Driessen, Purchasing Director

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# INTERACTION

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office products and stationery distributors



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