



Comments from the winners...



1st

PETER ALLEN, MD
RED BOX, LONDON

"We are delighted to have won the IDS League. We invested heavily in the previous year so it's extremely gratifying to see that flowing through. We saw our turnover increase by 17% and with improved productivity and efficiency our net operating profit increased by 36%. The team worked hard to integrate our latest acquisitions so customers saw a seamless transition. While continuing to invest heavily and with more acquisitions planned, we are optimistic about our future and ready for the challenges we face in 2011."



1st

DARREN CARR, MD
DG OFFICE SUPPLIES,
MANCHESTER

"It's absolutely wonderful to come first. Our net profit has gone up massively in line with our sales value and from that perspective, we're far healthier than we were a year ago. We've gone from third place a few years ago, then second last year to joint first this year, so it's great that we're moving forward and being recognised for that. Red Box is one of the most proactive dealers in the marketplace, so to be acknowledged in the same breath as a company of that size is testament to how far we've come. The awards are added armoury to the business and strengthen the team resolve, so it's great for capturing more business."



2nd

MICHAEL BURKE, MD
BURKE OFFICE, BELFAST

"All the team at Burke Office in Belfast would like to thank *Dealer Support* for coming second place in the Dealer of the Year category. This is our first entry and it's a great feeling to know that hard work still pays off. We are delighted with any recognition of success, but we're particularly grateful when it happens within our industry. It's a very tough business climate for all dealers at the moment, but one that requires continued training, absolute dedication and tenacity. Here's to coming first place next year!"



3rd

EDDIE RICHARDS, CO-DIRECTOR
WG OFFICE SUPPLIES,
DARTFORD

"We are pleased that we are still in the ranks of the top companies in the IDS League for a third year running, and thank *Dealer Support* for their help with promoting our business. We look forward to another rewarding year in the stationery industry and to the exciting opportunities ahead."



1st

JEFF WHITEWAY, CEO
OFFICETEAM, CROYDON

"OfficeTeam is delighted to have won the Green Dealer of the Year Award in recognition of our continuous commitment to reducing our own environmental impact as well as that of our customers. We have worked very hard over the last few years to offer our customers exciting and innovative initiatives. The launch of our internal Environmental and Sustainability Team (EAST) together with our new corporate and social responsibility commitments provide further proof that we are dedicated to making a positive impact on the local communities and environments in which we and our customers work."



1st

MAX TROTTER-LANDRY,
CO-FOUNDER
PAPERSTONE, LONDON

"We're stunned to win a third IDS Web Dealer Award in what has been a challenging and rewarding year. A hat-trick is a proud achievement for the whole team. We're constantly striving to improve our business and connect with customers and the IDS League gives us a benchmark against which to measure ourselves. Our emphases have shifted as new opportunities and constraints have presented themselves. While SEO, site usability and providing a great web shopping experience remain central, 2011 has renewed emphasis on improving sales through customer retention and repeat custom."