

INDUSTRY 'NEWS ANALYSIS'

COMMENTS FROM THE WINNERS...

GREEN DEALER OF THE YEAR 2010

1ST

EVERYTHING OFFICE



BOB TAYLOR, MD

"We are thrilled to be recognised as Green Dealer of the Year for the second year in a row. It's fantastic to have maintained our position. At Everything Office, we continually consider the environmental impact of every single one of our actions, ever since outgrowing our previous office and ensuring our new one was as environmentally-friendly as possible. In our current headquarters, we still run a successful business while incorporating eco features such as a sedum roof, rain water harvesting for flushing the toilets, and a heat exchange

unit in the server room that heats the hot water for hand washing. These last 12 months have been difficult ones, and despite the recession, we continued our focus on the environment, and found our customers continued to be interested in our environmental proposition. While it's been increasingly difficult to compete in what is a saturated market, we have found that this eco approach has sufficiently set us apart from the others, which has kept us thriving through the difficulties and as a result we are having our best year ever.

DEALER GROUPS REPRESENTED IN THE TOP TEN:

- Integra
- Office Friendly
- Officepoint
- OfficeStar
- Superstat
- Nemo

WEB DEALER OF THE YEAR 2010

1ST

PAPERSTONE

MAX TROTTER-LANDRY, DIRECTOR

"We were thrilled to discover that we have won the IDS Web Dealer of the Year for the second year running. It is an enormous achievement for the whole company, all of whom have contributed to this massively. We have worked very hard to consolidate and improve performance in all areas of our business. We are constantly striving to improve and this recognition from industry experts is incredibly gratifying. Thank you Dealer Support and Martin Wilde Associates" **DS**



L TO R: Max Trotter-Landry (second in from the right) and the Paperstone team