

UOE sells B2B division to 'double down' on retail

Award-winning office stationery supplier UOE has just sold its Business Supplies operation to the successful Quills Group. On 1st October 2019, the entire UOE B2B account management team will be transferring over to Quills and it will be "business as usual" from day one.

The sale is part of UOE's High Street expansion plans. Looking at the retail landscape you'd be forgiven for thinking the end of the High Street was upon us, but this is far from the case for UOE Stores & Post Office franchises.

UOE's history as a high street retailer dates back to 1983, but its transformation over the past five years into a multi-site gifts, stationery and Post Office retailer has been rapid and recognised with a number of trophies including Best Independent Post Office at the 2018 Retail Awards.

With seven branches throughout London and

Hertfordshire serving over 1.5 million customers a year, UOE is identified a further seven franchise opportunities for forthcoming growth over the next 24 to 36 months.

Managing Director and Postmaster, Elliot Jacobs, has committed to 'doubling down' on the direct to consumer operation. He says: "Retail requires supreme focus and extreme execution to achieve success. Until now our businesses have had two distinct and separate channels providing business supplies and furniture via our commercial sales team,



as well as our expanding retail operations. Divesting our B2B division will enable us to focus our entire team on ensuring that we strive to be the very best example of independent retailing on the High Street."

Andy Efstathiou Quills MD explains: "UOE and Quills share the same customer-focused attitude as well as common platforms in online technology, national distribution network and many of the same suppliers. We're really excited to welcome the UOE business team join us as part of the growing Quills family."

UOE's B2B division will become part of Quills from 1st October 2019.

FusionPlus teams up with Jet Tec

Jet Tec, the UK's leading inkjet and laser toner cartridge remanufacturer is pleased to announce an exciting new partnership with FusionPlus Data, that will make its catalogue of high quality UK remanufactured cartridges more accessible to both existing and new resellers.

Becky Capes, Business Development Manager says: "We are excited to be working in partnership with FusionPlus to make the Jet Tec range and product data easily accessible to our customers across the industry's leading software houses.

Established in 1996, Jet Tec is a British manufacturer

of remanufactured inkjet and laser toner cartridges. With over 20 years' experience, the Jet Tec range is covered by full product support and our 100 per cent quality guarantee. The extensive inkjet and toner ranges cover all major brands including Brother, Canon, Epson, HP & Samsung.

BPGI

After another successful AGM with the Board of Managers last week, the Executive Committee of Business Products Group International (BPGI), was voted on for the next two years, 2020 and 2021. The BPGI Board unanimously reappointed Aidan McDonough, CEO of Integra Business Solutions, as Chairman; David Cabezon, Director of Makro Paper as Vice Chairman and Tim Beaumont, Managing Director of Nemo, as Treasurer.

Advantia Celebrate 30 Years in Business

Dealer group Advantia marked its 30 years in business with a special birthday celebration with members, former members of staff and the Spicers based Advantia Customer Service Team. The event to remember was held at Eastwood Hall, Nottingham and was designed to make sure everyone had a great night with plenty of fun and lots of laughs.

Beck Miller Advantia's Operations Director said of the night: "We wanted a proper old-fashioned party to celebrate this key event in Advantia's history. It needed to be light-hearted and lots of fun. The games certainly bought out the party spirit and the competitiveness on show was impressive. We definitely achieved what we set out to do with everyone having a great night and many lovely messages having been received. We are all looking forward to our 35th Birthday celebration."



The Advantia Team

CELEBRATING 20 YEARS

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