

News Release



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Phase Appoints New Regional Account Manager to Spearhead Sussex Sales Drive

Phase Office Supplies Limited (<http://www.phaseoffice.co.uk>), based in Chertsey, Surrey, has appointed Dan Francis, a Worthing sales specialist, to the position of Sussex Regional Account Manager. Dan's role will be to increase sales opportunities in the Sussex area.

Coming on top of the company's success in the Top Performers Championships, organised by Proficiency Post (<http://www.proficiency2020.com/top+performers.asp>), Phase is keen to further increase productivity levels by increasing the size of its sales force.

Dan Francis, who lives in Worthing, has some seven years experience in office supplies industry. Working previously in sales and progressing into the field of business development, Dan's inspiration comes from working face to face with his customers. He is dedicated to providing high standards of service. Dan Francis says, "Phase's reputation goes before them. I was looking for a new challenge and the opportunity to get back into a more sales-focussed role. When I met the Phase Directors, I was blown away by their energy and commitment. I wanted to be part of it."



Phase specialises in reducing the cost of office supplies acquisition by eliminating hidden purchasing costs for companies of all sizes. As well as working with companies in the SME sector, Phase has helped betting giant Ladbrokes plc save £¼ million on its office supplies acquisition.

Alan Sames, Managing Director of Phase comments, "Dan Francis' industry knowledge and experience is second to none. We consider ourselves lucky to have secured his services, and we are looking forward to a long and fruitful relationship with him. We know Dan will deliver the highest level of service to our customers. This is the ethos on which Phase is built."

As well as Dan Francis, Phase has also appointed a 2nd Regional Account Manager, Steve Hagger. Steve will be working in the central London area.

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Note to Editors

Phase Office Supplies Limited employs a team of 18 people from its base in Chertsey, Surrey. To operate its lean, stockless system, Phase is partnered with a logistics company, OfficeTeam.

Phase was founded in 2002 by directors Alan Sames, Paul Farrow, and Peter Harte, who collectively boast more than 100 years experience in the Office Supplies Market.

Phase is rapidly growing to become one of the UK's largest independent office supply companies. As well as offering competitive pricing, Phase specialise in reducing the hidden costs of office supplies acquisition. By eliminating expenditure on areas such as capital investment in stock, distribution, buyers time, administration, and accounting time, Phase expect to reduce its customers' procurement costs by up to 40%.

Phase works with companies of all sizes, from SMEs to large international organisations. Ladbrokes plc awarded Phase its prestigious Customer Service Award in 2007.

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