

News Release



31st July 2008

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Phase Takes Productivity up a Gear with 2 New Regional Account Managers

Phase Office Supplies Limited (<http://www.phaseoffice.co.uk>), based in Chertsey, Surrey, has appointed two new Regional Account Managers, Steve Hagger and Dan Francis, covering Central London and Sussex respectively.

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.

Steve Hagger - London Regional Account Manager

Steve Hagger comes to Phase with 25 years of office supplies industry experience, having worked on key accounts and as a regional manager for some of the UK's largest companies. He is no stranger to the Phase Directors, having worked in the past for Paul Farrow. Steve has a deep understanding of the office furniture market and particularly specialises in working with large multi-site national companies. Steve Hagger said, "Phase is in an exciting stage. It is growing rapidly and is set to be one of the office supplies giants. I've known all the Phase directors for many years and I'm delighted to join the team. For me, one of the biggest plusses is the marketing support Phase provides."



Dan Francis – Sussex Regional Account Manager

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 and Steve's industry knowledge and experience is second to none. We consider ourselves lucky to have secured the services of these two industry professionals. We are looking forward to a long and fruitful relationship with them both. We know both Dan and Steve will deliver the highest level of service to our customers. This is the ethos on which Phase is built."

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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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