

Press Release

13th November, 2008

STARTS

Denmaur wins PPA Supplier of the Year Award

Denmaur Papers Plc, one of the UK's leading independent paper merchant groups, is delighted to announce that it has won the PPA's Magazine Paper Supplier/Merchant of the Year Award 2008.

Denmaur was one of just two companies short listed from the industry for the prize, along with Finnish paper producer UPM Kymmene.

The Denmaur team was awarded the Magazine Paper Supplier/Merchant of the Year at the PPA's prestigious Magazine Production Conference and Awards 2008, held at The Millennium Mayfair Hotel in London on 13th November 2008.

This is the third year in succession that Denmaur Papers has been nominated in the same awards category, so the win culminates a fantastic "hat-trick" of successive nominations, demonstrating how highly thought of and how well Denmaur Papers overall has performed as a paper supplier to the magazine and publishing industry.

Speaking after the event, a delighted Marketing Director Peter Sommerville said, "We are in a mature industry so not surprisingly as each year passes our business sector becomes more competitive and challenging than the previous one. Whether the pressures are financial, market led or environmental, Denmaur has always responded and grown its business not particularly just by promoting branded products, but by offering a choice of papers and/or services that suit the customers' needs. We attribute our success to the focus and insight of the owner management team and the experience, flexibility and dedication of the staff. It's rather gratifying for our efforts to be acknowledged by the PPA members – we love this business."

The win underlines the extraordinary lengths and hard work that Denmaur Papers has put in over years, morphing from a traditional paper merchant into manager or specialist facilitator of magazine and journal paper. Servicing its client needs and adapting to change is key to the company's dynamic development from small family business of 1980's to one of the UK's leading independent paper merchant groups.

In addition to supplying all grades of paper, Denmaur has developed TOPS, its own paper management system which can be offered as a separate service to publishers.

With Denmaur heavily involved in the sourcing of recycled, chain of custody and other environmentally positioned papers, the group has utilized its knowledge to develop the 3R portfolio of papers.

The company's paper calculator has also proved to be an invaluable service to publishers. They can run a series of calculations to see what impact changing grammages, selecting different grades and altering trim sizes can have on the overall cost and postage rates.

For more information on Denmaur and its extensive services, visit its recently re-designed website at www.denmaur.com

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Notes to editors.

1. If you have any queries please contact Andy Scott (07770 520484) or Vince Collins (07977 178772) at Collins Scott Marketing.
2. For more information on Collins Scott Marketing's services, visit www.collinsscott.com, or email info@collinsscott.com
3. Denmaur Papers Plc was formed in 1983. The UK-based independent paper merchant group sells over 135,000 metric tonnes of paper per annum, and has a group turnover of over £73m. St Albans-based Media Paper Management is a subsidiary company of Denmaur. It operates as a specialist paper supplier to the publishing, direct mail and travel industries, and has a turnover of around £12m.

