

## New dispensing tub and CE-listed disinfection products

CCM GmbH in Overath / Germany introduces a new tub for wet wipes. The tub is flat and contains a flow pack with 98 wet wipes. The main advantages against the current round tubs are that these tubs fit better into the desk drawers, car storage compartments etc. The tub is completely closed by the lid and therefore avoids the wipes drying out.

The tubs are available in various formats including TFT/LCD/LED screen, plastic and surface disinfection wipes.

CCM can now also offer a range of CE-listed surface disinfection products for private label customers. Further information at: [ccm-international.eu](http://ccm-international.eu)



CCM introduces new tub for wet wipes.

## Numbers up at Corwell expo

Hungarian wholesaler Corwell reports that exhibitor numbers were up at its Corwell EXPO which took place May 24-26th at its Dunakeszi headquarters. This year there were 43 exhibitors, 15% more than last year and double the number of business meetings on the first day. Overall



number of meetings increased 55%. This increase was likely due to new exhibitors and resellers' growing interest in new products and expo promotions. New to this year was a stand for Facility Management, emphasising the significance of the possibilities this category has. On the first evening of the event suppliers were invited to celebrate the 20th anniversary of Corwell with a gala dinner of 100 guests on the river Danube.

## grupo Portucel Soporcel

### Portucel Group reports increasing sales

The Portucel Group recorded consolidated sales in the first quarter of 2011 of €369.2 million, representing growth of 25.5% on the same period in 2010. This growth resulted from positive performance in all business areas, in terms of both quantities sold and sales prices.

Output of uncoated woodfree (UWF) printing and writing paper from the new paper mill in Setúbal has risen as expected, resulting in a significant increase in the quantities placed on the market. This growth in sales of UWF paper combined with a recovery in sales prices – the benchmark index for the European market, PIX Copy B, published by Foex, was up by an average of 11.9% on the same period in 2010 – resulted in an increase of approximately 20.6% in the value of paper sales in relation to the first quarter of 2010.

## DS Smith Plc

### Bank to deal with Spicers sale?

DS Smith has hired investment bank Lazard Ltd to deal with the sale of its wholesale subsidiary Spicers, according to a newspaper report. The Sunday Times, citing unidentified sources, reported that the sale would be worth 150 million pounds (190 million euros). Spicers and DS Smith have remained silent concerning the possible sale.

DS Smith said in a statement in April that in the year to 30 April 2011 the trading performance at Spicers has continued satisfactorily and that profit improvement is expected.

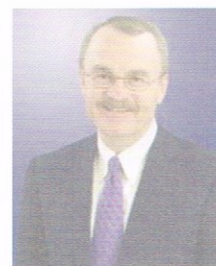
### Sargent predicts retail consolidation

Staples CEO Ron Sargent says that the weak office supplies sector will ultimately consolidate, as the three large chains become 'two or less', according to a Dow Jones Newswire. Sargent described Office Depot and OfficeMax as a 'natural pairing.' Office Depot and OfficeMax would

have an easier time securing approval for a merger from the Federal Trade Commission than would Staples if it tried to buy one of those two outfits, Sargent said Friday morning at a Sanford C. Bernstein conference.

The FTC is often reticent to approve mergers that turn three rivals into two, on the grounds that consumers would be harmed, but Sargent said players like W.B. Mason, Amazon.com and others make the sector much more competitive than just the three chains.

Staples has hundreds of leases coming up for renewal in the coming years, and Sargent said it would be aggressive in either securing lower rents or moving larger stores to smaller locations, as its larger stores typically have several thousand square feet more than is optimal. As it opens stores selectively in new markets, it will also close stores in markets where it has too many.



### VOW's newest range of FM products to arrive in July

With the Facilities Management sector worth an estimated £5bn in the UK, wholesaler VOW is launching new lines to enhance its offering and help resellers target both new prospects and grow sales with existing customers. The new lines from 3M, Kimberly-Clark and Rubbermaid are focused on four key growth areas: Health & Safety, Cleaning, Catering and Packaging. The improved range offers everything from disposable protective clothing to an extended range of napkins.

To support the new lines VOW have redesigned and enhanced four key publications to help Resellers raise awareness and sell more of the extended range. The new 2012 Marketing Guide will be available in July with details on all of the fantastic FM publications to support your increased sales efforts within the category.

### Unipapel appoints new Director of Marketing

Spanish office products supplier Unipapel has appointed Mireia