

## Long-term anti pathogen protection for mobile phones & tablets

CCM GmbH presents a new "durable disinfection product for mobile phones and tablet-PCs." This revolutionary "liquid glass" (SiO<sub>2</sub>) based technology offers 10 days protection against viral, fungal and bacterial infection. In most instances anti pathogen coatings are effective for only a matter of hours.



The issue of disinfection of mobile devices is highly significant and phones have been identified as infection hubs. As we know there are many disinfectants which kill bacteria and viruses on contact, but unfortunately viruses and bacteria rapidly re-infect cleaned surfaces.

Over recent years CCM GmbH has been searching for a solution to this problem. Together with leading healthcare agencies, CCM set about the task of finding a DIY coating for mobile devices which would provide several days of anti-pathogen protection. (It should be noted that we have been able to supply anti bacterial coatings for several years but anti pathogen coatings eradicate viruses, fungi and bacteria.)

Bernd Zimmermann, MD of CCM notes: "We are all now aware that mobile phones and similar devices can harbour 18 x more micro organisms than a WC. This level of contamination is obviously highly undesirable, to say the least. Simply removing the pathogens for a matter of seconds by wiping with a standard disinfectant is a futile act; we wanted to invest our time into looking at a more effective solution to the problem. The result is that we are now able to offer a Long-term-Disinfection product which have been approved to work for up to 10 days. Standard disinfection products are normally only effective for approximately 5 minutes."

Most significantly the product is backed with the gold standard of anti pathogen protection, as it is certified as a "Class 2(a) CE marked medical device". In addition it is registered in Germany under the VAH (medical listing) which also allows the technology to be sold into all areas of the medical sector. The product is available in easy to use single packed sachets which include wet wipes. The coating is effective against a very wide range of dangerous pathogens including fungi, bacteria and viruses including Hepatitis B + C, Influenza (i.e. H5N1 and H1 N1) rotaviruses, HIV, norovirus, ebola, ecoli etc.

CCM is also involved in supplying this technology to the medical, veterinary, facilities management, aviation, food production and military sectors on a world-wide basis.

NEWS PUBLISHED ON...

## ACI Supplies signs new distribution deal with Epson

June 14

ACI Supplies, European business-to-business distributor of over 20,000 products, has announced a newly established partnership with Epson to begin distributing their hardware products for the Benelux market.



"we help our customers to help theirs"

Ton Adam, CEO and Founder of ACI Supplies, said "this new partnership with Epson, will allow ACI Supplies' customers in Benelux to order not only Epson supplies but now also Epson's wide range of hardware solutions equipment. Certainly a step in the right direction to further develop our full line distributor proposition."

This new distribution announcement of Epson hardware for Benelux reaffirms ACI Supplies' commitment to expand its already wide range product portfolio in the Computer Supplies, Office Products, Storage Media and Hardware segments. Growing alongside its customers, ACI Supplies' simple proposition "we help our customers to help theirs" focuses the company efforts on a local and at a European level to continue developing solid business proposition to their thousands of resellers.

## New Lyreco Group Commercial Director

June 13

Lyreco has recruited Dave Walmsley to cover the position of Lyreco Group Commercial Director.



After giving serious thought to the best way to drive forward the functions of Group Sales Support and Global Accounts, it has been decided to appoint Dave Walmsley (current Managing Director of WISE) to the newly created role of Group Commercial Director.

Dave Walmsley brings with him over 20 years experience of Lyreco, with 10 years at Managing Director level, serving both Scandinavia and WISE. He started his career in Field Sales and held a number of sales management positions, including Corporate Account Sales Director.

He will relocate to the Marly office and will be a member of the Group Management Team, with a target start date of 1 September 2012, subject to finding his replacement.

## Fellowes and Beswick announce joint venture

June 12

Fellowes has announced a joint venture with leading South African distributor, Beswick Office Products (Pty) Ltd.

The joint venture, to be named Fellowes Beswick has Fellowes acquiring a forty-nine percent position in Beswick Office Products. The two companies have been partners since 2009 and have together firmly established the Fellowes brand and products in South Africa. The joint venture sees Fellowes continuing its investment in the developing Southern African region.

On the new agreement James Fellowes, Chairman & CEO of Fellowes, Inc. commented "I look forward to our developing partnership with the Beswick organization offering many new opportunities for growth in the Southern African market".

Gavin Beswick and Andy Wood, Joint Managing Directors of Fellowes Beswick stated "Our partnership with Fellowes has allowed us to increase our market share whilst bringing our customers into closer contact with the brand owner and manufacturer. The joint venture extends this." Fellowes Beswick will continue with the supply of their other well-known brands.



## Soft-Carrier reports Swiss gains

June 11

Soft-Carrier says that its Swiss business is thriving and saw 20% revenue growth in 2011.



The German wholesaler, which has operations in Germany, France, Switzerland and Austria is confident that this trend will continue.