



**A Shareholder Member of Pallet-Track**

**Double Award Winning Depot of the Year**



## Company History

ELB was established in 1970, being originally a three person partnership of Eason, Law and Butler. However, for the past decade it has been entirely owned by the Eason family. ELB is presently an equal partnership owned by Peter and Stephen Eason, it's joint Managing Directors.

In addition, ELB is the only totally independent newspaper wholesaler remaining in London.

The company has built up an excellent reputation within several markets, particularly the key ones of Newspaper and Magazine publishing, specialising in quality time sensitive distribution. The secret of our success lies in the fact that we choose to have client dedicated drivers and dedicated vehicles, enabling us to deliver the highest level of service to our clients and their customers. This is a unique feature which our existing clients believe gives them a competitive advantage in their markets, enabling them to maintain and grow their circulations.

In addition to this core service, we are also able to offer additional services including warehousing, trade counter services, client tailored bar-coding, (with a capability of up to 2000 magazines per hour), picking and packing.

These services have been extremely popular with our UK partners and offer our European partners even greater flexibility and benefits as, for example, our bar-coding facility proves to be far more cost effective and efficient than changing original barcodes at the printers for each country.

Our distribution network covers a nightly distribution to all London wholesalers and to wholesalers as far out as Harlow, Stansted, Luton, Gatwick and Heathrow.

We serve in excess of 20 key retail outlets in Central London which enables us to serve the retailer with an incomparable service allowing maximization of foreign press sales.

## **Company History (Continued)**

We have an ever increasing database, currently covering in excess of 500 premier London Hotels, who receive a 24-hour delivery service of complimentary and paid for Newspapers and Magazines from a wide range and ever expanding list of titles.

Our newspaper distribution to hotels is currently running at over 12 million copies per year establishing us as the largest independent distributor of newspapers and magazines not only in the UK but in the world.

The Hotel service also covers all Heathrow and Gatwick Hotels as well as an increasing popular list of hotels along the English south coast from Eastbourne to Bournemouth.

We run a number of promotional projects for various clients ranging from handing out copies at mainline stations to filling and reporting on Point Of Sale stock in schools, colleges and universities.

We distribute various titles of interest to potential home buyers and people wishing to re-mortgage direct to over 200 Estate agents. This service covers many of the Home Counties from Oxford down to Brighton & Hove being very popular with estate agents, due to the fact that these titles have much of the information required to potential vendors.

## Management Team

**Peter and Stephen Eason** - Joint Managing Directors with over 40 year's combined experience in time sensitive distribution and international press.

**Paul Stolworthy** - Sales Director. Responsible for account management and business development for existing clients in both the Newspaper and Pallet-Track operations. Has had 20 years experience within the Royal Mail Group achieving a position of Senior Client Director which, included a period responsible for the Newspaper and Magazine industries.

**Paul Amato** - Day Operations Manager has been with the company for 10 years and is responsible for co-coordinating on site operational activities from print site to drop off points, ensuring constant communication with drivers to alleviate traffic or logistical problems. Controls all goods in and out and schedules titles to maintain fast and efficient turn around.

**Russell Newman** - Finance Manager, responsible for all day to day financial matters including all accounts payable and accounts due processes.

**Paul White** - Pallet Track Coordinator responsible for the co ordination of the Pallet Track operations.

**Aidan Rich, SOS Computers Limited** - Network support, website design and CCTV installation and service.

**Our Staff** - We directly employ a permanent first class workforce who are regarded by many customers as the "Best in Class" in their trade, the majority of which having been employed with us for several years.

## Transportation

All of our vehicles are wholly owned by us and maintained to the highest standards by our own full time staff. Our current fleet of 30+ vehicles ranges from compact 1 ton vans up to expansive 44-ton curtain sided trucks with Double Deck trailers.

We offer a wide range of day and night time services to suit all of our customers various needs and requirements and we also provide night runs to Heathrow, Gatwick, Stansted, Luton, and East Midlands airports, just to name a few.

We are also long standing members of the Road Haulage Association.



## Location

We have recently invested in and purchased our own tailor made distribution premises, which is conveniently situated in Weir Road, SW19. This allows us to expand our storage and fulfillment service offerings as well as facilitating improved logistics and handling processes.

Whilst still excellently placed for servicing our customers in Central London, mainline stations and Heathrow and Gatwick airports, it also allows us easier and quicker access for the expanding South East and South West businesses.



## Time Sensitive Distribution

We have built up an excellent reputation in time sensitive distribution with over 30 years of success and are able to react immediately to any of our clients needs and demands.

At times of high news coverage we provide extra vehicle backup for TNT Newsfast's handling of the national dailies printed at West Ferry printers.

We are able to cover this service with a minimum of notice due to the fact of owning and running our own fleet and staff and not subcontracting any of our work out.

We provide a fast efficient service to many weekly news magazines distributing direct from the printer to the retailer, thus maximizing on sale times. In many cases we collect the previous week's issues (un-sold's) and supply a report to the publisher of the copies collected for the purposes of credit.



## **London Hotel Service**

A key part of ELB's operation is our London hotel service, which we undertake on behalf of several clients. We provide a dedicated transport service delivering all the major national daily newspapers and many of the top selling magazines to over 500 London hotels and specialist outlets within the travel industry. Our operation focuses on delivering within tight deadlines and obtaining proof of delivery for publishers.

We operate both day and night runs according to the destination's delivery requirements and the titles being delivered.



## **Airline Copies**

We have a shuttle service from Westferry Printers, situated in East London, collecting approx 10 tones of newspapers per night for all 7 day's of the week for the Daily Telegraph, Financial Times, The Express, Guardian and the Daily Star to Heathrow Airport. These titles are packed, sealed and delivered to all the major airlines in time for the very first flights out of Heathrow, Gatwick, Stansted and Luton Airports.

## **Eurostar Service**

As part of our tailored service package to 'Media On The Move', we collect and pack all of the major national daily newspapers along with many French and American titles. These copies are delivered to Waterloo station for the scheduled Eurostar service to Paris and Belgium. Each carriage on every train receives it's own unique package tailored specifically to individual passenger requirements.



## **Midland Mainline Copies**

Another part of our service to 'Media On The Move' is the collection and packing of all major national daily newspaper titles, plus an extensive and growing list of magazines. These copies are delivered to St Pancras station for all of it's scheduled services to The Midlands. Each carriage on every train receives its own unique package tailored specifically to individual passenger requirements.



## Bar Code Printing

Our bar-code software and thermal printer is capable of producing top quality labels at a fast and cost effective rate. It can produce anything from a simple text price label to an EAN13 bar code. It will print any size up to 20cm wide, as shown in the samples below.



## **Bar-coding Machine**

Our present bar-code machine was purpose designed and built to ELB's clients own individual specifications in October 2000.

The machine will run at more than 2000 copies per hour. It can put the bar code over the existing one, on any part of the front or back cover, regardless of where it is on the magazine. This therefore eliminates the chance of confusion of two bar codes appearing on the same magazine. There is no limit to the thickness, size or shape of the magazine to be bar-coded.

As a contingency we have a service contract with the manufacturer that ensures that the machine is fully maintained. A vital part of this contract includes a 24hr breakdown service in the unlikely event of machine failure. We also have the capability of bar coding utilising hand held machines which could be used as a further option to ensure that deadlines are met in the event of machine failure.

## **Export Services**

We provide a service to many different publishers and distribution companies. Their titles are collected and re packed ready for shipping or flights to many countries worldwide. Each title is securely packed and palletised ready for x-ray and sent with a pro-forma invoice for onward shipping.

We constantly monitor export rates and service levels ensuring the best possible service standards and rates for all of our clients.

## **Hand Delivery Services**

We operate a hand delivery service to many large offices and businesses throughout Central London. This is a very popular service especially amongst the publishers of financial titles and the insurance industry who require a prompt and reliable service throughout the City of London.



## **Pallet Track Network**

In Sept 2004 we invested into the Pallet-Track network which instantly gave us access to 24 hr and 48 hr palletised network distribution services covering the whole of the UK and, very soon, right across Europe. After much careful consideration, we chose Pallet-Track above all other evaluated networks as a key part to their network is that all of their members are shareholder members.

This creates a network with the highest levels of commitment to customer service, quality and competitive pricing more than any other system. Pallet-Track itself has the most advanced information technology capabilities of all networks with real time electronic POD's and a live track and trace system which customers can interrogate online themselves.

We invested very heavily on a whole new fleet of trucks capable of delivering pallets of any shape or size.

In December 2005 ELB Partners Limited were presented with the prestigious awards of 'Hub's Depot of the Year' as well as 'Hub's Depot of the Year'. This is a unique achievement for any Depot to win both of these awards and was made even more special for us as it was our first full year of operation within the Pallet Track network.



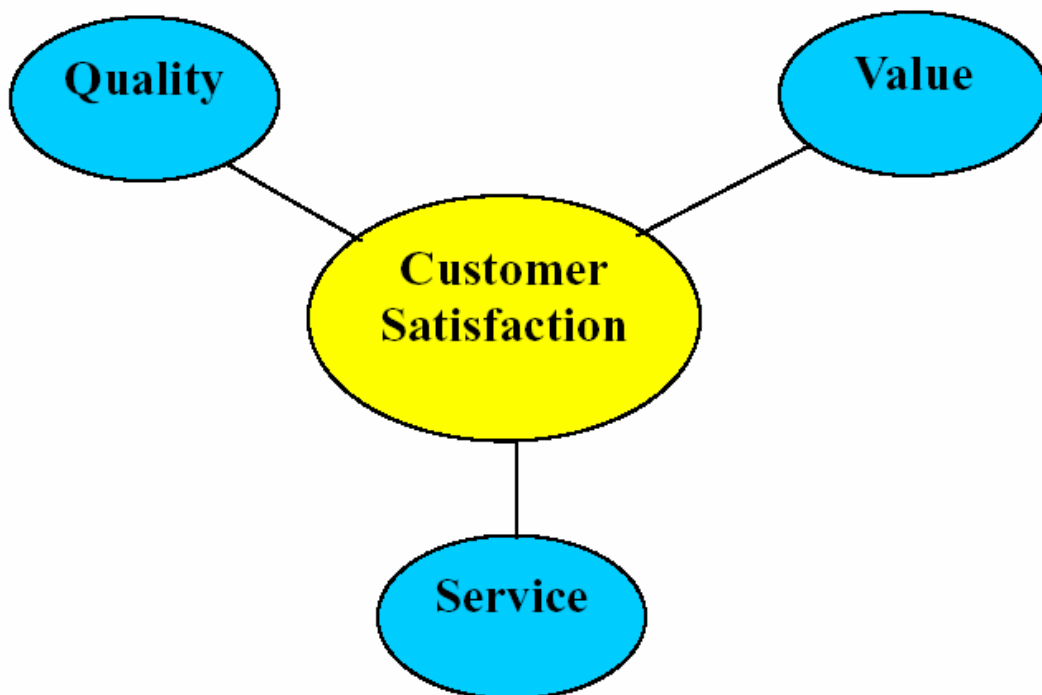
## Summary

We believe that our collective skills and capabilities are a unique combination in this specialist distribution sector in the entire UK. Much of our success has been achieved through our belief that as a transporter, fulfilling what we promise is the essential ingredient in the package we provide.

Our commitment to you goes beyond simply just dropping “from A to B”. We want to help you gain maximum exposure and improve efficiencies in all aspects of the service levels we provide.

So if you have a similar range of needs and requirements to many of our customers, to partner a front line distributor in London for the purpose of a fast and efficient service and provide value for money, then ELB is your number 1 choice.

## Customer Requirements & Our Commitments



## References

We have worked with many companies over the years, all of which would be delighted to give you any information or recommendation regarding ELB and its services that you may require.

Below is a small selection of available contacts which we trust you will find to be helpful in your quest.

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