

AOPD and New England Office Supply Receive GSA Contract

Braintree, MA - AOPD, on behalf of its member dealers has received approval for a multi-year global office products contract under the General Services Administration's (GSA) Federal Service program. The contract is designed to make it easier for New England Office Supply (NEOS) to compete by giving them a vehicle to pursue government business.

"We look forward to working with AOPD for GSA business," stated NEOS President/CEO, Indira Patel. "Our contract will present NEOS with the opportunity to pursue the multi-billion dollar federal market on a level playing field with some of the larger, national suppliers."

AOPD has created a special GSA price list, to accompany its 10,000 sku catalog, as well as a GSA-specific web site, www.aopd.com/gsa, in order to simplify the procurement process for government buyers. In addition, AOPD will provide special government sales training session for NEOS to assist sales teams in generating and maintaining Federal business.

"We anticipate our GSA initiative will provide significant new revenues opportunities for our dealers." said Frank Tschida, AOPD's President. "This is just another example of how AOPD provides value for its members and helps them compete for business they could not easily obtain on their own."

About NEOS

NEOS is one of New England's leading sellers of office products and furniture, providing corporations, colleges, non-profit agencies and state and local governments with total business products solutions through contract delivery, business-to-business electronic commerce, as well as its own teleservice center.

NEOS is a minority, woman-owned, Small Disadvantages Business and SOMBA-certified dealer. The Commonwealth of Massachusetts has recognized NEOS as the 2000 Affirmative Marketing Program Vendor of the Year, the 2001 Outstanding Performance Awarded and the 2001 Business Buy Recycled Award.

About AOPD

American Office Products Distributors, Inc. is a coalition of independent small businesses coming together to form the largest office products distribution network in the world. Established in 1978 for the sole purpose of soliciting and servicing national and regional purchase agreements, AOPD currently has 49 affiliate members in the United States, Hawaii, Puerto Rico, Canada, Australia, and New Zealand and operates with more than 3,000 trained personnel providing the most extensive coverage in the commercial office supply industry.