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## **EUROPE'S LARGEST INDEPENDENT OFFICE EQUIPMENT SUPPLIER OPENS NEW BRANCH IN EXETER**

The Danwood Group, Europe's largest independent document management solutions supplier has launched its first branch in the Westcountry, on the Marsh Barton Industrial Estate in Exeter.

Featuring in the 2009 Sunday Times HSBC Top Track 250 league table of Britain's biggest mid-market private companies, the Danwood Group operates from 35 offices nationwide employing over 1,300 staff, delivering an annual turnover in excess of £195 million.

Since launching over 3 decades ago, Danwood has built its success on product independence and customer centricity, employing an in house team of over 300 engineers maintaining 74,000 machines.

The new team in Exeter will be headed up by Toby Hales who has 16 years industry experience and a 7 year relationship with the Danwood Group. The Danwood product portfolio allows the team to tailor print solutions and services for every business, whatever the size. An initial consultation and free audit for all businesses in Devon will allow the Exeter team to assess processes, productivity and most importantly costs before recommending the most efficient solution.

**Toby Hales, Manager of the new Danwood office** in Exeter said, *"We're delighted to have launched a new office in Exeter enabling us to introduce our services from a local base in the South West. We welcome any business in Devon to contact us for a free consultation and audit where we can help identify ways of making print and office equipment more efficient and cost effective. As a team, we pride ourselves on investing in knowledgeable staff and engineers in order to provide a comprehensive, hassle free service."*

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Danwood's unique and successful combination of innovation, knowledge and a consultative approach has led to the company becoming the UK's number one provider of leading brands such as Hewlett Packard, Sharp, Samsung, Konica Minolta and Panasonic. Furthermore, in July 2009 Danwood signed an exclusive contract with Xerox allowing them to sell and service the entire Xerox product portfolio to its extensive UK customer base, further cementing its reputation as market leader.

**Derek Phillips, Chairman of Exeter Chamber of Commerce** said, *"It shows confidence in the city that such a successful UK company has invested in Exeter and the business community. The new office on Marsh Barton offers great accessibility and we're delighted that Danwood have become a member of Exeter Chamber of Commerce."*

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