



PRESS RELEASE

IMMEDIATE RELEASE

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Konica Minolta appoints Tonnex as Authorised Distributor:

PORT MELBOURNE, VIC – July 9, 2008 – Business imaging global giant Konica Minolta today announced national computer consumables wholesaler; Tonnex International as an Authorised Distributor of consumables for their laser printers. “The decision by Konica Minolta is designed to broaden the ability of resellers to acquire genuine supplies for end users who are increasingly demanding genuine supplies” said Geoff Davey, Konica Minolta Printing Solutions Sales and Marketing Manager ANZ .

Tonnex Director, George Solomon was excited with the appointment as he believes that Konica Minolta has a niche product range with stable market growth and feels that through working together they can create a mutually beneficial relationship. This relationship will see Konica Minolta and Tonnex working together to increase market share through the Australian channel to the reseller market. “We have a strong customer base who understands the importance of 100% Genuine OEM supplies, which is where we feel we can enjoy some strong growth for Konica Minolta” Solomon said. Mr. Davey also remarked that “Konica Minolta is very excited about the growth opportunity that Tonnex brings to its distribution network. Tonnex are very professional organization and have similar goals to Konica Minolta and we feel there is some real synergy between us.”

Echoing Davey’s comments about the similar corporate objectives, Solomon believes that “with a broad product range and a warehouse in both Brisbane and Perth we are able to offer customers a much stronger level of service than we have in the past. We are placing a key focus on service levels this year and strengthening relationships with key Vendors such as Konica Minolta helps strengthen this area of our business”.

Resellers will have the ability to purchase the full Konica Minolta range at a very competitive price through Tonnex, as well as qualifying for their Reseller Rewards program which gives them rewards for every purchase they make.

For more information on this announcement or for Konica Minolta products and pricing, Freecall 1800 TONNEX (1800 866 639).

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