



Breaking Boundaries

Stationery **L!VE** ws

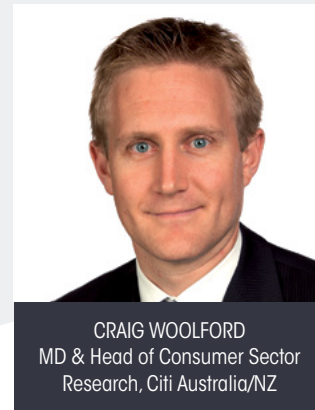
The premier half-day business event for
Australia's office products industry professional



LANCE KALISH
Co-founder,
Yoobi



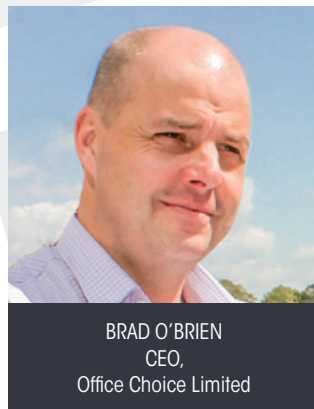
KIM COLLARD
CEO,
Kulbardi



CRAIG WOOLFORD
MD & Head of Consumer Sector
Research, Citi Australia/NZ



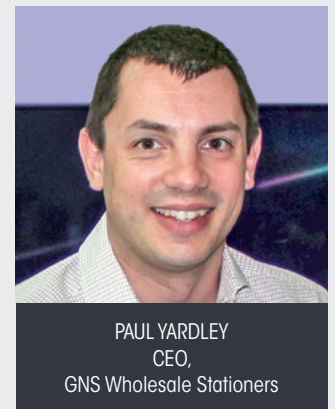
DARREN FULLERTON
CEO, Winc (formerly Staples
Australia/New Zealand)



BRAD O'BRIEN
CEO,
Office Choice Limited



MARGARET DE FRANCESCO
Head of Marketing & Merchandise,
Office Brands



PAUL YARDLEY
CEO,
GNS Wholesale Stationers

Monday, 21 August 2017 8.00am - 12.00pm

SMC Conference & Function Centre, 66 Goulburn St, Sydney

SPONSORED BY





08.00 REGISTRATION/ LIGHT BREAKFAST

09.00 WELCOME

- **Lindy Hughson:** Publisher, Stationery News
- **Barrie Parsons:** Editor, Stationery News

09.15 SOCIALLY-CONSCIOUS PROFIT-DRIVEN ENTREPRENEURSHIP

When Yoobi launched its unique stationery lines through Officeworks, it followed the success of its social marketing program in the US where Yoobi has provided more than 2.2 million American children with enough school supplies to last them an entire year. The company recently launched 'Yoobi for Business', providing school supplies for more than 25,000 Australian children in need so far. In 2015, Yoobi was named as one of the top 100 Brilliant Companies to Watch by Entrepreneur magazine.

- **Lance Kalish:** Co-founder Yoobi

09.55 INDIGENOUS OFFICE PRODUCTS GAME-CHANGER

Kulbardi – Australia's largest Aboriginal-owned business and office supplies company – is seen as a game-changer in the office and stationery supplies industry. Whether it be native title obligations, reconciliation, corporate and social responsibility, or state or federal government procurement policy changes, Kulbardi is leading the way in this ever-changing landscape of how the industry will do business now and into the future.

- **Kim Collard:** CEO Kulbardi

10.25 MORNING TEA

10.55 AMAZON ON THE HORIZON

Global online retailer Amazon is knocking on the door of the Australian retail industry and uncertainty abounds. With a team of more than 50 analysts and associates providing insights about companies listed on the ASX, Citi Research has a clear picture of the impact Amazon will have on online and bricks-and-mortar competitors, including the office supplies sector.

- **Craig Woolford:** Director of Research for Citi Australia/NZ

11.35 LEADERSHIP PANEL – THE CHANGING OFFICE PRODUCTS LANDSCAPE

- **Moderator:** Barrie Parsons, Stationery News editor

The future for Australia's largest contract office supplies company under private equity ownership.

- **Darren Fullerton:** CEO, Winc (formerly Staples Australia/New Zealand)

With the addition of Quick Corporate Australia to its member ranks, Office Choice has moved up a gear in the robust independent dealer sector.

- **Brad O'Brien:** CEO Office Choice Limited

Strength in numbers and IT expertise are driving growth at Australia's largest independent dealer group.

- **Margaret De Francesco:** Head of Marketing and Merchandise, Office Brands

GNS is on the move with an acquisition strategy and a renewed focus on the B2B office supplies market.

- **Paul Yardley:** CEO GNS Wholesale Stationers

12.25 CONCLUSION