

# company profile

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## Business Distributors Limited

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Established in 1973, Canterbury owned Business Distributors Limited (BDL) operates **separate business departments that distribute a wide range of technical, consumer, industrial and business products both locally and nationally.** The ability to establish new products categories and grow long term business partnerships are significant company strengths.

**Focusing on quality and always striving to achieve service levels that exceed customers expectations,** BDL has maintained significant annualised growth since incorporation over three decades ago.

Exporters, manufacturers, nationwide retail chains, corporate, educational and government offices, plus a network of application focused distributors nationwide make up the BDL customer base.

Growth is expected to exceed past levels as an exciting array of new products are released to BDL by our partners.



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**BDL**

# photocopiers

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## Toshiba Workgroup Solutions

Convenience Copy, Scan, Fax, Print

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BDL's Copier Division began in 1973 selling 3M Equipment. From humble beginnings it has developed into the foremost independent supplier of Photocopier and Facsimile Equipment. BDL specialises in Digital Network Solutions.

Service support, IT and technical experience are the keys to BDL's success and by offering length of lease unconditional equipment replacement warranties, customers gain complete peace of mind.

Prominent customers won over from the competition include Tait Electronics, The Christchurch Star, St John's Ambulance and Heller Tasty Ltd.

Premium copy, print, fax and scan workgroup solutions from one of the world's most innovative and respected electronics manufacturers, Toshiba has gained the reputation of excellence. The new e-Studio range offers elegant digital solutions for the modern office including colour add-on options and out of the ordinary functionality.

The roots of Toshiba Corporation extend back over a century. Today, Toshiba products play a part in all our lives. From laptop computers, to multifunctional copiers and facsimiles, to telephone systems and wireless communications, Toshiba is involved in more than 500 major technologies and is one of the world's leading patent holders and 62nd largest company (Fortune 500 - the nearest competitor is ranked 168th).

BDL was recently awarded 'Dealer of the Year' (Category 1): Competing against 92 dealers throughout Australia, New Zealand and the Pacific Islands.

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# paper & film

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## April Fine Paper Arkwright Imaging Films, Specialty Substrates and Papers

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APRIL Fine Paper has established a world-wide presence with its flagship brand, PaperOne, the only internationally marketed paper brand. **April's production facilities are world-class assets featuring state of the art pulp and paper making technology. Fibre is sourced from sustainable forests with ISO14001 Environmental Certification.**

BDL offers exceptional quality product solutions for new generation printing needs.

Founded in 1810 as a specialty textile and cloth manufacturer, Arkwright early on established a reputation for quality and innovation. **Today, the company is a global leader in the development, coating, converting and marketing of imaging films, specialty substrates and papers.** Known for product quality, Arkwright provides media solutions to hardware OEMs as well as aftermarket supplies manufacturers, wholesalers and distributors. BDL is Arkwright's exclusive New Zealand business partner and BDL provides the wholesale link for these products to the nation's bookseller and stationery chains.



# industrial abrasives

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## Swiss Industrial Abrasives Limited (SIA)

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Swiss Industrial Abrasives Limited (sia Abrasives) has achieved the reputation of pre-eminence in the world of industrial sanding since starting business in 1914. **Manufacturing products that produce the highest finish and most consistent performance possible SIA add innovation to the Swiss reputation for perfection.** All New Zealand's leading brands of medium density fibre board panels, each an export success story, are sanded by SIA wood working abrasives to the superb finishes that discerning overseas markets demand.

**More recently SIA metal working abrasives have gained the same reputation for quality, consistency and innovation firmly established in the MDF, furniture, wood turning, floor sanding and automotive industries.** They have become exceptional products in the metal manufacturing sector and with the acquisition of Fibrab, sia Abrasives now has a line-up of scotch type non-woven products that rival the original.

BDL introduced SIA sanding systems to New Zealand more than two decades ago and is now the countries largest independent importer of sandpaper holding term contracts to supply the largest users in the country, Carter Holt Harvey, Nelson Pine Industries, Rayonier MDF and Juken Nissho Triboard.

Boat yards, furniture manufacturers, engineering and metal fabrication factories, floor-sanders, panel beaters and car painters are serviced by a regional network of application focused distributors.



# cutting & grinding discs

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## Tyrolit

### Resin Reinforced Cutting and Grinding Discs

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The global picture highlights the Tyrolit Group as one of the leading suppliers for innovative solutions in grinding, cutting, drilling, honing, dressing and polishing. With over 80,000 products and 4,618 employees in 25 production facilities and 15 countries Tyrolit offer absolute top quality and performance.

A leader in the development of thin wall Micro disc technology, the recent rapid development of exports to many highly competitive and mature markets demonstrates Tyrolit's competitive edge.

Innovation, factory automation, sophisticated process control, extraordinary customer service and attention to detail always, keeps Tyrolit ahead.



# electronic books

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## Franklin Electronic Books and Reference Information Rolodex Personal Organisers

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Franklin Electronic Publishers, the worldwide market leader in handheld electronic books and reference information, is the designer and distributor of the award winning multi-media eBookMan® platform. The company is also the exclusive producer and distributor of the ROLODEX® Electronics brand of personal information management products.

Franklin has sold more than 25,000,000 electronic books and currently publishes more than 200 titles, including dictionaries bilingual dictionaries; encyclopaedias; Bibles; entertainment titles; education and tutorial publications; and medical reference works.

BDL was one of the first international distributors Franklin appointed.

Nationwide chain customers include Warehouse Stationery, Dick Smith Electronics, Paper Plus, Whitcoulls and Farmers stores.