



## **5-year Deal Done for Display Firm Sahara commits to Europa**

Sahara Presentation Systems PLC has extended its relationship with logistics operator Europa Warehouse - signing a new 5-year deal. Sahara is the UK's market leader of audio-visual (AV) presentation products, selling through a network of top resellers in the UK and worldwide.

Sahara both manufactures and distributes its AV technology used across the educational and corporate sector. Europa Warehouse (offering 3PL warehousing and logistics) is a division of Europa Worldwide Group and has been Sahara's logistics partner for over 15 years.

As well as providing warehousing services, Europa handles Sahara's inbound logistics from across Europe (through Europa Road) and Asia (through Europa Air & Sea) and also provides domestic distribution.

Sahara was recently named in 1000 Companies to Inspire Britain report. 1000 Companies to Inspire is London Stock Exchange Group's celebration of some of the fastest-growing and most dynamic small and medium-sized enterprises (SMEs) in the UK and Europe.

Sahara operates from Europa's £30m Dartford warehouse which has a total racked storage capacity of 25,000 pallet spaces, built to accommodate pallets up to eight levels, with very narrow aisles (VNA) to maximise space. Sahara occupies almost 3,500 warehouse pallet spaces for its fulfilment operation plus its Head Office of 7,000 sqft office space on site, with a total team of 50 based in Dartford.

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**With the company's foundations dating back to 1924, Sahara AV is still a family-owned company today with Kevin Batley as Managing Director, and Nigel Batley as Financial Director.**

**Kevin Batley comments: "We are delighted to be able to conclude an agreement with Europa which extends our current agreement to 2024. It has been a pleasure working with the Europa team over many years. Whilst there was some concern within the company initially when we joined forces under one roof, the reality has been the complete opposite. It has certainly enabled the business to become far more efficient over the last few years compared to the building we occupied previously. We look forward to working with Europa for many years to come."**

**Sahara joined Europa at the opening of the £30m Dartford site in 2015 - enabling the firm to increase capacity by 50 per cent.**

**Sahara has been influential in shaping the AV industry, and is leading the way in the interactive touchscreen market with its flagship range of Clever products. A family of interactive devices, Clever products include products such as interactive whiteboards, and Clevertouch - one of the largest ranges of interactive dual and multi touch displays.**

**Maria Torrent-March, Logistics Director for Europa Warehouse, said: "We're delighted to have strengthened our relationship further with Kevin and the team at Sahara which is testament to the success of the Dartford operation." Europa Worldwide Group is a specialist road, air & sea, warehouse and showfreight operator employing more than 900 people across its 16 sites in the UK, as well as Hong Kong, Belgium and the Czech Republic, with representation in 100 countries.**

**ENDS**

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**Notes to Editors**

Europa Worldwide Group is a fast-growing privately-owned freight forwarder which is structured into four operating companies – Europa Road, Europa Air & Sea, Europa Warehouse and Europa Showfreight.

Europa Road operates the UK's largest European groupage hub which is situated in Dartford. Its network of 13 UK branches trunk into Dartford from where freight connects with daily, direct services to 30 continental hubs.

Europa Air & Sea's team provide bespoke services to its clients from its branches in the UK and Hong Kong.

Europa Warehouse offers 3<sup>rd</sup> party logistics services to clients, from warehouses in Dartford, two in Northampton and Birmingham. Plus, a new customer contact centre called Europa Contact Centre.

Europa Showfreight provides logistics services for goods going to and from exhibitions.

Following an ambitious front-end restructuring of the business after Andrew Baxter acquired it in 2013, turnover has grown to £180million, organic volume growth across the business is running at 20 per cent and its presence in the market is stronger than ever before. The company employs more than 900 people across the UK, Hong Kong and Belgium.

The business has succeeded through a combination of friendly people management and investing heavily in IT and physical infrastructure.