



ARNDT KLIPPGEN

BOARD MEMBER INAPA GROUP

BIOGRAPHY

Arndt Klippgen is married with three children (1981, 1983, 1995). He was born in Dresden, East Germany, in 1950. From 1970 - 1973 he studied business economics at the universities of Mannheim and Hamburg, gaining a Degree (Diplom-Kaufmann) from Hamburg-university.

From 1973 to 1974, he undertook diverse internships in the paper producing, merchandising and printing industries. From 1974 to 1988, he was Managing Director of Richard Klippgen & Co., Reinbek, a family-owned paper merchant, and promoted the merger of Richard Klippgen & Co. together with other regional merchants to form Papier Union.

Between 1988 and 2000 Arndt Klippgen was Managing Director of Papier Union GmbH & Co. KG based in Hamburg. He developed Papier Union to become one of the leading German paper merchants representing a substantial market share in Germany.

In 2000, all share capital of Papier Union was sold to Inapa, Lisbon. From 2000 onwards, Arndt Klippgen has been CEO of Papier Union GmbH. In addition, since 2007 he is a member of the Executive Board of Inapa I.P.G. being responsible for sourcing and marketing for the entire Group.

ABSTRACT

A MERCHANT'S VIEW ON THE SUPPLY CHAIN

Paper merchants appear to be the dinosaurs of the sector: heavy, slow and bound to die out. But paper merchants played and play an important role in the distribution chain for decades representing a substantial share in the European supply of office papers. Merchants kept their part in the market in a number of countries while slightly decreasing in some others.

What have been the drivers behind these developments and which will appear in the future?
Which impact will the digital revolution in commercial print technology have on office paper?
Will a distinction between office and graphic papers be maintained in the future?