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REGISTERED  
Bureau europeen des Unions  
de Consommateurs  
Avenue de Tervuren 36 Boite 4  
B-1040 Brussels  
Attn.: the Board

*30 COMPT →*  
*even mo ans van*

Uw ref. : European competitionlaw  
Onze ref. :

Maastricht, August 23, 1991

Dear Sir,

VIHO is one of Europe's largest importers and distributors of the well-known brands of office-equipment. VIHO started business in 1934 and consist of 7 companies in different countries all over the world. VIHO supplies only to retailers. A progressive trade formula characterized by the intensive monitoring of price developments on the world market together with fast sales and purchase transactions enable VIHO to offer its dealers the best possible purchasing prices. The conditions of delivery are also highly competitive. Viho dealers are under no purchase obligation and offered excellent creditfacilities.

As an independent distributor not willing to accept severe obligations incorporated in exclusive and selective distributionagreements, VIHO meets a lot of opposition by manufacturers and their distributors. Nevertheless VIHO continues to deliver against best prices. VIHO has a long history of filing complaints against manufacturers and their distributors. It's our firm belief that consumerprices would drop about 30 % if fair competition was optimalized in the Common Market. Manufacturers and their distributing subsidiaries are maintaining a system of artificially high consumerprices. The only justification for this behaviour is to secure the position of big, unmanageable multinationals who aren't able to function efficient because of their extent. These giant turtles are consumermoney shreddars. Money which is not coming back to the consumers, the employees or the economy, but disappearing in the bottomless pockets of a small group of shareholders. Therefore VIHO is very active in the "EC-world" and with succes. Complaints against Toshiba and Tipp-ex were won. Complaints against Parker Pen and the dutch government look succesfully. Other complaints are still sub judice.