

AN INTRODUCTION TO  
STONE MARKETING

# Home of fine writing, stationery & gifts

stone  
SINCE 1989

With an extensive yet carefully curated selection of brands, Stone Marketing is the UK's largest distributor of fine writing instruments, stationery and design-led gift brands.

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## We're curated by design

Stone Marketing is family-owned and the UK's largest distributor of fine writing, stationery and gift brands.

Through unrivalled contacts, excellent service, and an outstanding customer experience, we bring an extensive yet carefully curated selection of brands to the UK retail market. We collaborate with the very best, from independent specialist stores to multinational companies both on the high street and online. Our distribution network is diverse and ever growing.

Simon Stone began the business over thirty years ago and remains in the company to this day. Having originally set up Montblanc in the UK, he decided in 1989 to set up his very own distribution company, with our first brand, Tombow. This iconic brand is still part of our portfolio and has a strong place in Simon's heart. He still remembers packing his first Tombow order of ABT Brush Pens for London Graphic Centre - a customer who still buys this very same product from us today.

Over the years, Simon has expanded the company, forging relationships with many more fine writing, stationery and gift brands with high-quality products sourced from all over the world.

# Our values

## Choice

Providing retailers with an extensive yet curated selection of fine writing, stationery and gift brands.

## Service

Always providing the best customer experience.

## Connection

Forging and maintaining long-term relationships with our brands, retail network and team.

## Family

As a family run business, we are committed to building an inclusive future for our employees.



# Mission & Vision

## Mission

With over 30 years' experience in distribution, we connect Fine Writing, Stationery and Gift brands with the very best retail spaces through unparalleled contacts, exceptional service and creative marketing solutions.

## Vision

To drive and elevate global and emerging brands within the UK retail market, through innovative thinking and exceptional service. Striving to become the perfect partner, nurturing our brands and team whilst making sustainable choices, for another 30 years.

# Services

## Distribution

Stone is a family-owned, exclusive UK distributor of leading fine writing, stationery and gift brands. With over 30 years of experience, we hold long-standing relationships both with our suppliers and customers and have an outstanding reputation within the industry.

## Marketing

From workshops and events, to window displays and digital marketing, our imaginative marketing team is here to offer support and creative solutions to develop our partnership and grow your retail business.

## Corporate Gifting

Unique, stylish and thoughtful - our corporate gifts are like no others. Whether you're looking to surprise clients, colleagues, teams or bosses, we've got plenty of inspiring products for you to discover that will leave a lasting impression.



# Our brands

We work with a number of global, award-winning and design-led brands specialising in innovative and high-quality fine writing, stationery and gifts.



AREA  
WARE

CARAN'P'ACHE  
Genève

FABER-CASTELL  
since 1761

GRAF VON FABER-CASTELL

HUGO BOSS

LEGAMI  
MILANO

LOQI

MD  
PAPER

MIDORI®

mt  
masking tape

PANTONE®

Pelikan

PLATINUM  
JAPAN 1919

Schneider

SOCIETY  
PARIS

S.T. Dupont  
PARIS 1872

Tombow

TRAVELER'S  
COMPANY  
— JAPAN —

w&p

Wild One

## 24Bottles

24Bottles is an Italian design brand born in 2013, creating convenient and functional stainless-steel solutions that foster a healthy, elegant, comfortable and sustainable lifestyle. They believe in making the world more pleasant and less polluted.

Certified CarbonNeutral®, every time you refill your bottle you prevent -0.08kg of CO<sub>2</sub> from being released into the atmosphere.

24Bottles is a certified B Corporation, a positive force beyond sustainability, building a more inclusive economy and balancing profit and purpose.



## Areaware

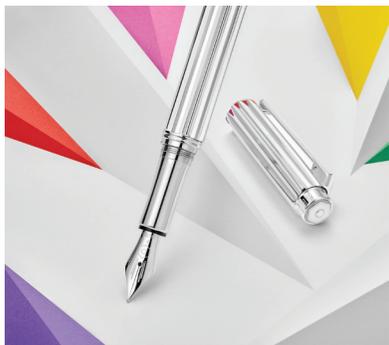
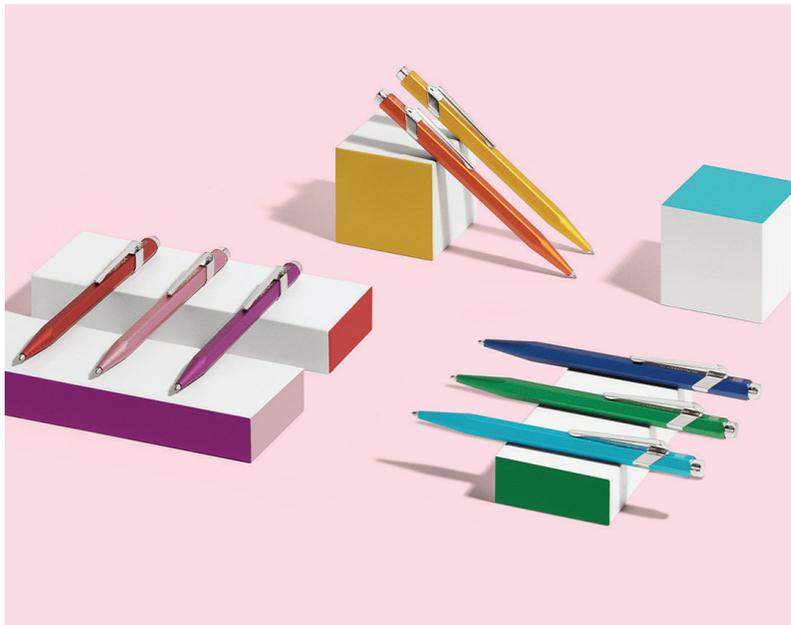
Areaware believe the best design evokes good feelings and think everyday objects should be as fun as they are functional.

They make everyday objects for home, work and play that are for keeps. Their assortment of products are artful, fun and have a story just as unique at their designers who created them.

Areaware collaborate with independent designers to create pieces that bring a touch of delight and charm into your home. Some of their designers are well-known and established in the industry, while others are up-and-coming, bringing diversity and a fresh perspective to the world of design.

**A R E A  
W A R E**





## OUR BRANDS

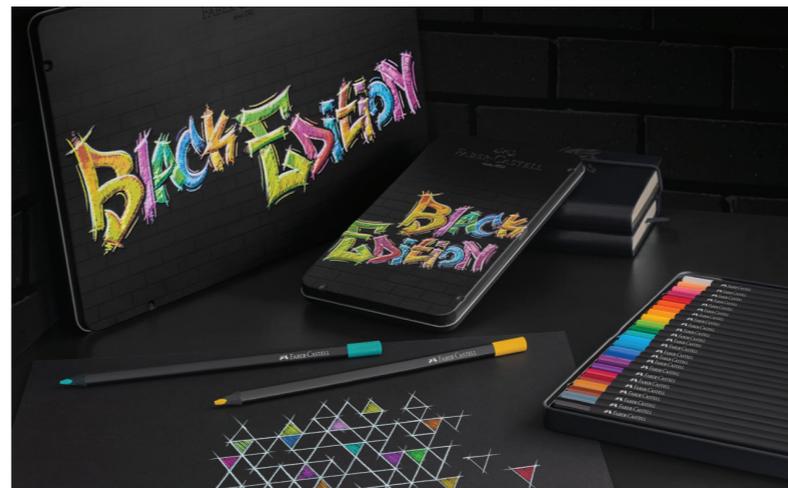
## Caran d'Ache

Since it was founded in Geneva in 1915, Caran d'Ache's history has been intertwined with creativity and emotion. Famous around the world for its Swiss Made quality, everything is produced in their Geneva workshops offering daringly original materials and perfect form.

The "Office" range features writing instruments that offer outstanding design with an excellent level of writing quality and comfort.

The "Fine Writing" range consists of elegant writing instruments that are universally recognised as symbols of excellence. Every day, these reliable demanding instruments demonstrate the passion of Caran d'Ache for the tradition of fine handwriting.

**CARAN D'ACHE**  
Genève



## OUR BRANDS

## Faber-Castell

Founded in 1761, Faber-Castell is one of the oldest industrial companies in the world and produces over two billion pencils a year. Faber-Castell motivates people to unleash their creative potential by delivering high quality, environmentally friendly and innovative products.

Faber-Castell's "General Writing" range complements the modern office with functional, stylish, and sustainable stationery for note-taking, sketching, and highlighting. Faber-Castell's "Playing and Learning" collection was created especially for children - safe and innovative products allow children to explore their creativity through the world of colour.

Faber-Castell's "Fine Writing" range features the perfect writing instruments for everything that is new, surprising, and unique - your ideas.

**FABER-CASTELL**  
since 1761

OUR BRANDS

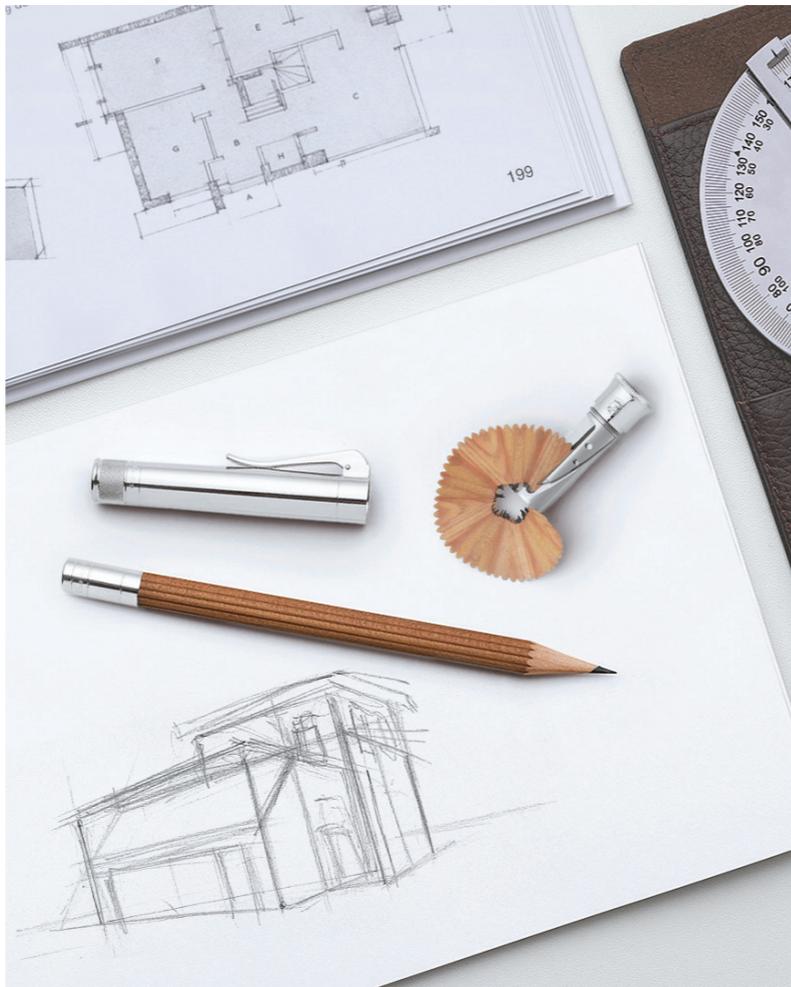
## Graf von Faber-Castell

Graf von Faber-Castell produce elegant writing instruments and accessories that are truly unique thanks to master craftsmanship and natural materials.

Part of the Faber-Castell empire, Graf von Faber-Castell which was introduced in 1993 by Anton Wolfgang von Faber-Castell has the production process down to a fine art. It was important to him to rediscover products from the past and reinvent them for the present featuring timeless design and modern technology. The aim today remains the same and in addition to extraordinary writing instruments, the collection includes exquisite leather and desk accessories.



GRAF VON FABER-CASTELL



OUR BRANDS

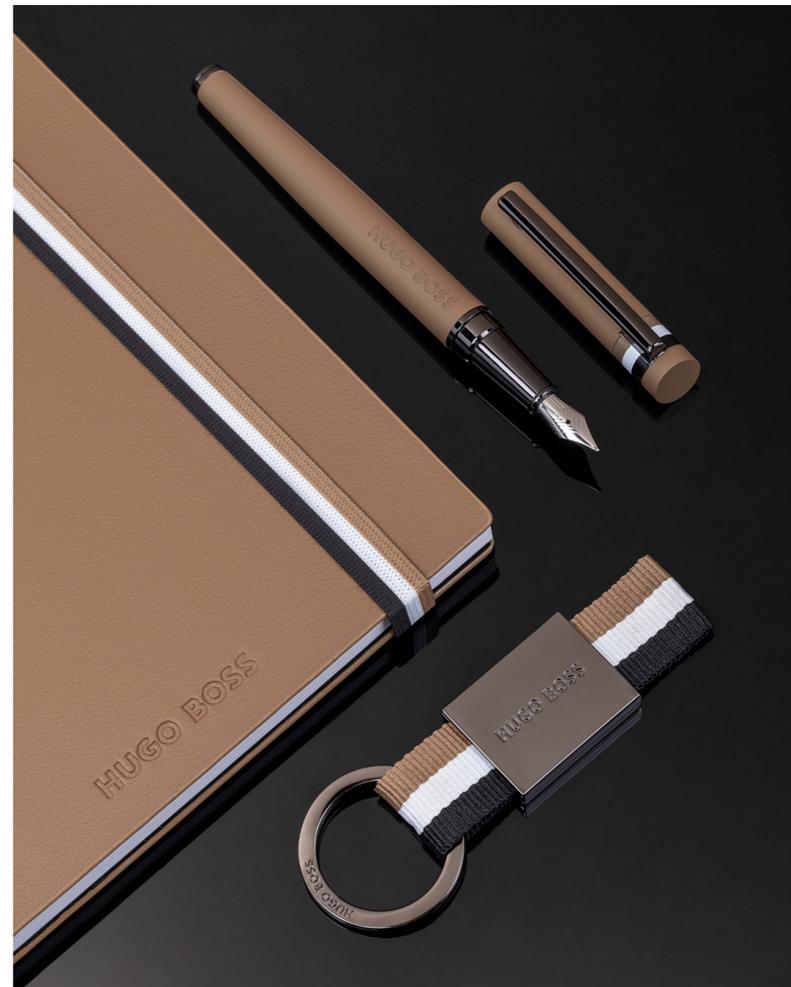
## HUGO BOSS

HUGO BOSS is one of the most recognisable luxury fashion brands in the world with a huge following which continues to grow.

HUGO BOSS's writing range features a stylish collection of pens, complemented with a full range of accessories - adding a touch of refinement to everyday tasks.

Each piece is crafted to a high quality and finished in a range of innovative textures, minimalist lines and elegant touches.

**HUGO BOSS**





OUR BRANDS

## Legami

The Legami story began in 2003 with their first, iconic product: the book strap.

Today, Legami is a whole universe just waiting to be explored. The brand features over 4,000 products spanning across 15 worlds; from stationery items, home accessories and travel must-haves to beauty products, party planning essentials and tech accessories.

With a focus on innovation, design and quality, Legami is passionate about producing objects that positively impact people's everyday lives.

Constantly travelling around the world to continually search for new trends and ideas. "Curiosity and passion accompany us in all our adventures."



OUR BRANDS

## LOQI

LOQI trusts in the value of art and culture, collaborating with artists and museums from around the world to bring you a wide range of the most original bag designs possible. Not only are they committed to being high-quality, eco-friendly and affordable, LOQI want their bags to appeal to people from the most different ends of the spectrum. The more people who like their bags, the more people will practice reuse, the better off we will all be tomorrow.

The quality and durability of each LOQI bag has always been a priority and they are proud to say that all their products are sustainably produced.



# MD PAPER

MD PAPER PRODUCTS™ are classic, Japanese-made products that use the inherent appeal of paper to enhance the writing experience. Each notebook features MD PAPER which has been in existence since the 1960's.

Today the brand continues to explore the unique qualities of paper and refine the writing feel that enhances the value of putting pen to paper. From simple and elegant, thread-stitched notebooks to notebook covers and pencil sets, MD PAPER PRODUCTS™ will elevate any writing or drawing experience.



# MIDORI

The MIDORI brand is a Japanese stationery brand that began as a producer of writing paper and envelopes in 1950. Since then, MIDORI have continued to develop a range of design-focused products that will enrich and add colour to people's daily lives. MIDORI has maintained its base in design and paper while evolving into a comprehensive manufacturer of stationery items such as the famous D-clips, notepads, mini clips, magnet clips, writing markers, sticky memo, stickers, and many other playful items made in Japan.





OUR BRANDS

## mt Masking Tape

mt Masking Tape is the original 'washi' tape from Japan.

mt is a passionate company who strive to create and bring you the most exciting designs and patterns of the highest standard. Working with influential designers and always pushing boundaries, the assortment in the mt collection is ever growing at an exciting pace.

mt Masking Tape can be used for small creative craft projects and is ideal for temporary decoration, adding a little colour everywhere.

The mt CASA range is a wallpaper alternative, designed to transform the appearance of walls and furniture in any space imaginable.

**mt**  
masking tape



OUR BRANDS

## Pantone

Working professionally with colours, PANTONE recognise that no two people see colours in exactly the same way. In fact, it was with this insight in mind that the PANTONE MATCHING SYSTEM® was invented over 50 years ago. Today, this is used daily all over the world, by designers to infuse their work with colour – and ensure that their choice of colour is true to their original idea.

Through the collection of PANTONE lifestyle products, PANTONE share their love of colour and self-expression through colourful accessories such as coffee cups, water bottles, stationery items and umbrellas.

**PANTONE®**

## Pelikan

With a company history going back over 180 years, Pelikan is one of the oldest registered trademarks in the world. Renowned for their quality and traditional design, Pelikan's enormous product range covers virtually the whole spectrum of writing instruments from the very simplest to what many consider to be the world's finest fountain pens. For decades, Pelikan has been crafting fountain pens with exceptional attention to detail; from the iconic Pelikan nib to the ink feed and ink itself. Each piece is made by hand in the factory close to Hannover in Germany.



## Platinum

The story of Platinum begins in 1919 when its founder Shunichi Nakata set up shop in Okayama, Japan selling fountain pens. He was considered a visionary entrepreneur who understood the cultural attributes of the newly invented fountain pen. Today, Platinum continue to be revolutionary in the design, engineering and technology of their fountain pens.





OUR BRANDS

## Schneider

Schneider stands for quality, sustainability and suitability for daily use; founded over 80 years ago they have become one of Germany's largest pen manufacturers. Their iconic Slider range utilises Schneider's innovative Viscolglide® technology - a high performance refill which gives an exceptionally smooth writing experience.

Schneider pursues the subject of climate protection with credibility and consistency like few others. Due to their proximity to nature located in Germany's black forest, sustainability is deeply rooted in their company values. They work tirelessly to offset carbon emissions, reduce waste and use recycled or bio-based plastics in their production.

Schneider 

OUR BRANDS

## Society

Society, based in Paris, focuses on elevating the art of living by infusing everyday objects with our unique sense of traditional luxury and sophistication. Adding refined style to traditional tools and wares for everyone from the cosmopolitan city slicker to the outdoors enthusiast. Whether you're out seeking adventure or enjoying the peace and quiet of your own home, Maison Society's luxury essentials will bring quality to your experience.

**SOCIETY**  
PARIS



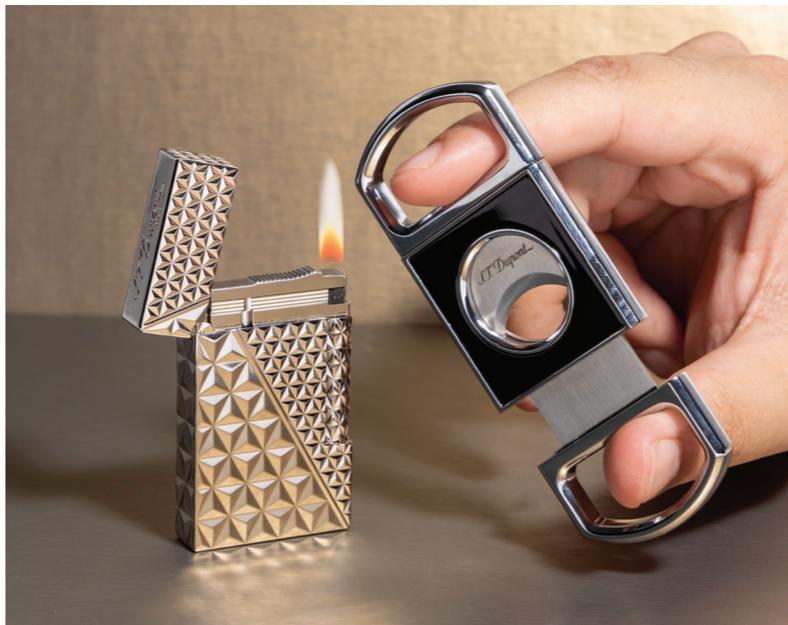
OUR BRANDS

## S.T. Dupont

In 1872, S.T. Dupont began creating luggage items for the highest social circles. Since then, S.T. Dupont has added lighters, writing instruments and accessories to their assortment, influencing the world with its exceptional creations, and favoured by some of the world's most rich and famous such as Queen Elizabeth II, Humphrey Bogart and Audrey Hepburn.

Today, S.T. Dupont continues to master its skills in metal working, precious lacquer and trunk making to craft elegant masterpieces and maintain its quest for excellence in its four speciality areas: Art of Writing, Art of Travel, Art of Fire and Art of Seduction.

*S.T. Dupont*  
PARIS 1872



OUR BRANDS

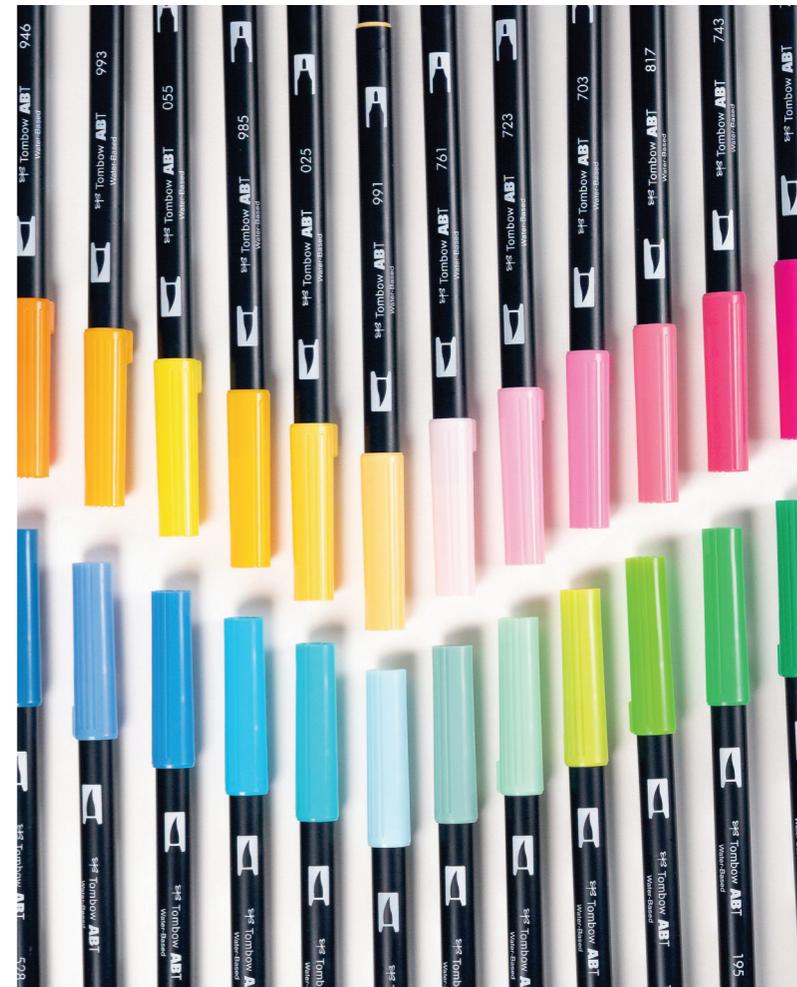
## Tombow

Tombow was founded in Japan in 1913 as a pencil manufacturer and has since become popular for design, office and craft materials. Each product is a successful fusion of beauty, ergonomics and technical perfection with iconic Tombow products experiencing worldwide popularity.

The range includes the iconic ABT Dual Brush Pens, the Fudenosuke Calligraphy Pen and Twin Tone double-ended markers.

Tombow is a firm favourite amongst stationery enthusiasts, graphic artists and watercolourists. The collection is ideal for arts and crafts, colouring, illustration, manga drawing, card-making, rubber stamping,

 Tombow





OUR BRANDS

# Traveler's Company

The iconic TRAVELER'S notebook was born in Japan in March 2006 and has become a firm favourite amongst the global journal community. Crafted from raw leather and completely customisable, this unique notebook allows its user to create the perfect journal for thoughts, ideas, plans and inspirations that shape travels and adventures. Also included in the range are a stylish collection of BRASS Products, KRAFT Envelopes and SPIRAL Notebooks.



OUR BRANDS



# W&P

W&P Design create products for your kitchen, bar, bookshelf and beyond that empower you to live your best life, today. Their designs rethink the role of everyday objects, shaking up expectations in the world of food and drink; receiving numerous awards and regular features in The New York Times, Vogue, GQ and Bon Appétit. W&P's innovative products aim to have a positive impact on your life and the world around you.



## Wild One

From comfy harnesses, water-proof leads, and modular travel carriers to natural toys and ethically sourced treats, Wild One makes everything you and your dog need to walk, play, and live in style. Wild One is passionate about doing good while doing well. That means improving constantly, thinking sustainably, and bringing awareness to animal rescue. The company are committed to making their customers happier, their community stronger, and the future a bit brighter.



## Wild One

# Retailers

We're proud to collaborate with some of the UK's biggest retailers.

**CASS ART**  
EST.1984

THE  
**CONRAN**  
SHOP

*Cult Pens*

the  
**DESIGN**  
MUSEUM

eason

**END.**

**F.HINDS**  
JEWELLERS SINCE 1838

*Fred Aldous\**  
SINCE 1886

*Harrods*

**HOOPERS**  
DEPARTMENT STORES

**hobbycraft**

**JAMES J. FOX**  
LONDON  
THE GREAT BRITISH CIGAR MERCHANT

**JOHN LEWIS**  
& PARTNERS

**LIBERTY.**

**LONDON**  
**GRAPHIC**  
**CENTRE**

MR PORTER

**Ryman**

**SELFRIDGES & CO**

Waterstones

WH Smith

# Why partner with us?

Whether you are looking to partner with a UK distributor or would like to become a wholesale customer, our team are here to support you with all your needs.



## Home of fine writing, stationery and gifts

Discover our award-winning brands and eclectic range of innovative, design-led and high-quality products.



## Friendly and supportive team

Our dedicated team are passionate about developing new opportunities and nurturing long-standing retailer relationships.



## Exceptional service

Our state-of-the-art ordering system allows you to shop online with ease. With our on-site warehouse we can guarantee quick delivery times and efficient service.

“

Stone Marketing has been a reliable and loyal business partner of Tombow for over 30 years. Their excellent and professional cooperation has significantly developed the Tombow brand in the UK. We look forward to many more years of successful corporate partnership.”

**UWE KEUCHEL**

Managing Director, Tombow Pen & Pencil GmbH Headquarters of European Operation

If you have any questions about our brands, services, or trade accounts, simply get in touch.

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stone

SINCE 1989