



## Press Release – For Immediate Release

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Virginia Business Systems  
Named an Elite Dealer by **ENX Magazine**

Richmond, VA – Virginia Business Systems (VBS) has been named one of the country's **Elite Dealers** by *ENX Magazine* and ENX The Week in Imaging. The award is presented annually by the publication to the top office equipment dealers in the U.S. According to the managing editor, Susan Neimes, the prestigious 2021 Elite Dealer awards were selected from a record number of nominees. "We salute this year's cast of Elite Dealers, who continue to demonstrate an unwavering commitment to the customer and technical service excellence in the face of unprecedented challenges" said Ms. Neimes. "Each dealer has exhibited unparalleled resilience in continuing to adapt to the evolving needs of their customer base."

**Virginia Business Systems** has been named an Elite Dealer for the last 24 years. Proud of this achievement, Jim Dotter, President of VBS said, "Our companies have continually been at the forefront of developing cost effective, efficient, quality office solutions for our client's document management needs. But this year, in addition to exceeding our client's needs, we are also mindful of preserving internal jobs, fomenting a family-based culture, and pivoting through this difficult environment. Our people are the face of the organization, and they have gone above and beyond during the challenges presented. It is a testament to their teamwork and unity that we have been awarded the Elite Dealer designation."

This year's Elite Dealer honorees encompass dealerships with revenues of less than \$5 million a year to those with revenues of more than \$50 million. Elite Dealers are the entrepreneurs, innovators, top sellers, and celebrated members of the communities in which they work and provide office technology, software, and services to businesses and organizations of all sizes. Top dealers also do a substantial job of donating time and money to their local and national charitable organizations and causes, have a nurturing work culture, treat their employees well and offer innovative marketing programs.

**About Virginia Business Systems:**

Virginia Business systems and its sister company Edwards Business Systems (EBS) of Pennsylvania have been in business since 1954 and are one of the country's largest independently owned Office Equipment Dealers, recognized by all of their vendors for excellence in sales and service. VBS and EBS, with over 140 employees, are in their third generation of management and family ownership, continuing the family commitment of meeting and exceeding the needs of their clients. VBS is headquartered in Richmond and serves, Charlottesville, Lynchburg, Roanoke, New River Valley, Harrisonburg, Shenandoah Valley and Hampton Roads. EBS is headquartered in Bethlehem and serves the Lehigh Valley, Berks County, Harrisburg, Lancaster, York, Central PA, Pottstown, and the Wilkes-Barre/Scranton area and the Pocono Region.

**About ENX:**

*ENX Magazine* is a monthly publication dedicated to the document imaging industry since 1994. *ENX* continues to deliver exclusive editorial coverage on market opportunities and issues, news and trends, company profiles, new products and industry insights through interviews with key players in all segments of the document imaging industry. With a monthly circulation of more than 25,000 hard copies, *ENX Magazine* serves as a leading resource. The magazine also publishes ENX The Week in Imaging, a weekly e-newsletter.

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