



### **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) of Virginia 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 **2019 Elite Dealer** awards were selected from a record number of entries. "In our eyes, an Elite Dealer makes a concerted effort to produce a winning experience for not just its clients, but its employees and vendors as well," said Ms. Neimes. "A defined corporate culture and a willingness to embrace new technologies – and share them with their client base – also goes a long way. There's no one ingredient behind an Elite Dealer – it's a confluence of many factors that lifts these performers above the rest."

**Virginia Business Systems** has been named an Elite Dealer for the last 20 years. Proud of their achievement, Jim Dotter, President of Virginia Business Systems said, "Our company has continually been at the forefront of developing cost effective, efficient, quality solutions for our client's document management needs. It's not just about equipment and software; it is about knowledge, service and fast forward document solutions." Mr. Dotter continued, "This award could only have been possible through the commitment of our team. Our employees continually strive to deliver the best in quality, technical support and dedication to our clients."

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. Their selection is based on several criteria, including marketing prowess, digital transformation, leaderships, work environment, technology and customer service. Top dealers also do a terrific 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.

Virginia Business Systems and its sister company, Edwards Business Systems (EBS) have been in business since 1954 and are one of the countries' largest independently owned Office Equipment Dealers, recognized by their vendors for excellence in sales and service. Celebrating their 65<sup>th</sup> year in business, VBS and EBS, have over 180 employees. They are in their third generation of management and ownership, continuing the family commitment of meeting and exceeding the needs of their clients. Virginia Business Systems is headquartered in Richmond and serves Charlottesville, Lynchburg, Roanoke, New River Valley, Harrisonburg, Shenandoah Valley and Hampton Roads, VA. Edwards Business Systems is headquartered in Bethlehem in the Lehigh Valley, and serves West Reading, Middleton (serving Lancaster, York and Harrisburg), Scranton (serving Wilkes-Barre and the Pocono Region), Lewisburg and Pottstown, PA.

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**About Virginia Business Systems:**

Virginia Business Systems and Edwards Business Systems have been in business since 1954 and are one of the country's largest independently owned Office Equipment Dealers, recognized by all their vendors for excellence in sales and service. VBS and EBS, with over 180 employees, are in their third generation of management and ownership, continuing the family commitment of meeting and exceeding the needs of their clients. Virginias Business Systems is headquartered in Richmond and serves Charlottesville, Lynchburg, Roanoke, New River Valley, Harrisonburg, Shenandoah Valley and Hampton Roads, VA. EBS, headquartered in Bethlehem in the Lehigh Valley, has offices in West Reading, Middleton (serving Lancaster, York and Harrisburg), Scranton (serving Wilkes-Barre and the Pocono Region), Lewisburg, and Pottstown, PA.

**About ENX:**

*ENX Magazine* is a monthly publication dedicated to the office technology document imaging industry since 1994. In its 26th year, *ENX* delivers 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 circulation of more than 27,000 hard copies, *ENX Magazine* serves a leading integrated resource that brings together industry people, products and business concepts and strategies for document imaging industry professionals.

The magazine also publishes *ENX The Week in Imaging*, a weekly e-newsletter that provides news, profiles, technology and business updates, along with blogs from some of the industry's most prominent players.