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Top Area Office Equipment Dealers (Ranked By 2007 West Michigan Sales Revenue)

Company Address City Zip Code Phone/Fax Web Site	Top W. Mich. Executive	Year Established In W. Mich.	2007 W. Mich. Sales Revenue	No. Of W. Mich. Locations/ Full-Time Employees	Product Lines Carried	Other Services Offered
1 Michigan Office Solutions 2859 Walkent Drive NW Grand Rapids 49514 (616) 459-1161/454-1498 mos-xerox.com	Ralph Slider	1957	\$37.80M \$36.10M	2 155	Xerox, Konica Minolta, HP, Kyocera, KIP Wide-Format, Riso Duplicators & Presentation Systems	Professional Services Group assists in managing document strategy for maximized productivity, efficiency & cost savings. Highly trained technicians provide installation, training & service.
2 Precision Data Products 5036 Falconview Ave. SE Kentwood 49512 (616) 698-2242/698-9047 precision.com	Gail Huff	1979	\$23.00M \$22.00M	1 25	Xerox, HP, Ricoh, Canon, Toshiba, Fujitsu, Gateway, Dell, Quantum, Lexmark, Cisco, Imation, Zebra, Intermec, Epson, Okidata, Maxell, Konica Minolta, Symbol, Ricoh, Samsung, Linksys, Sony, IBM	Authorized factory sales & service
3 Applied Imaging 5282 East Paris Ave. SE Grand Rapids 49512 (616) 554-5200/554-6200 appliedimaging.com	John C. Lowery	1984	\$17.00M \$16.00M	3 86	Ricoh, Canon, HP, OnBase, SentryFile	Content management, software integration, print fleet management
4 Kraft Business Systems Inc. 3445 36th St. SE Grand Rapids 49512 (616) 977-2679/977-2689 kraftbusiness.com	Jeffrey D. Cousins	1995	\$4.50M \$3.90M	1 18	Panasonic, Lexmark, HP, Pinnacle electronic filing, Standard	Print managed services, IT managed services, technology workflow & forms management
5 Konica Minolta Danka Imaging 4489 Byron Center SW Grand Rapids 49519 (616) 249-8199/249-3002 danka.com	Bill Kramer	1977	\$3.90M \$4.10M	1 17	Konica Minolta, Kodak Digimaster, HP, KIP, Objectif Lune Planet Press, Printshop Mail, EFI, Creo	Factory trained technicians for Canon service; system engineers provide application specific installation & training
Laser's Resource Inc. 4770 50th St. SE Grand Rapids 49512 (616) 554-5555/554-5535 lasersresource.com	Thomas Senecal	1991	\$3.90M \$3.90M	1 16	HP, Xerox	Managed Print Services, cost per page, printer/MFP maintenance, wide format, DesignJet service
7 Compucraft Inc. 620 Stocking Ave. NW Grand Rapids 49504 (616) 454-3442/454-9518 compucraft.net	Bill Smith	1987	\$3.50M \$3.00M	1 14	Apple, Xerox, Canon	Our connections with manufacturers ensure that you get the up-to-the-minute knowledge of the latest product, software developments & trouble shooting techniques. Technicians can repair equipment on-site & provide advice on preventative measures.
8 A. B. Dick Document Solutions of West Michigan 3813 Eastern Ave. SE Grand Rapids 49508 (616) 241-4601/241-1255 cjhiotas.com	Charles J. Hiotas	1946	\$3.35M \$3.20M	1 12	Kyocera multifunctional devices, printers & color copiers; Okidata printers & multifunctional products; Duplo digital duplicators; NEC MFP's	Document management solutions & document storage
9 Grand Office Supply 3061 Pine St. SW Grandville 49418 (616) 534-8400/534-3998 grandofficesupply.com	Pamela Cortese	1992	\$3.00M \$3.50M	1 12	HP, Xerox, Lexmark, IBM, Canon, Epson, Brother, Panasonic, Toshiba, Ricoh, Okidata	Re-manufactured toners, furniture, custom printing
10 GPC Computers 3665 29th St. SE Grand Rapids 49512 (616) 977-9848/977-9847 gpccomputers.com	Jeff Johansen	1994	\$1.15M \$1.19M	1 2	Western Digital, Kingston, AMD, Intel, ASUS, Microsoft	Laptop & desktop hardware & software repair, custom builds, on-site service
11 Technology Partners Group Inc. 88 54th St. SW, Suite 106 Wyoming 49548 (616) 301-3430/301-3431 technologypartnersgroupinc.com	Bradley Webb	2001	\$500,000 \$500,000	1 6	Sharp multifunction & full color copiers, Ricoh full line printers & scanners, HP products, Ultra PCs, servers, laptop computers	Factory trained service, equipment rentals, network installation & support, customized service & support packages
12 Chase Technologies Inc. 820 Monroe Ave. NW, Suite 211C Grand Rapids 49503 (616) 233-9200/233-9292 chasetechnologies.com	Chad Bedinger	1999	\$175,000 \$350,000	1 1	Acer, HP, Konica Minolta, PagePack, Xerox, Linksys, 3Com	Printer, copier & fax repair; PC & network installation, service & consulting
Adams Remco Inc. 8591 Byron Commerce Drive SW Byron Center 49513 (800) 274-8985/583-1063 adamsremco.com	Don Carlile	1985	DND DND	1 10	Savin, HP, Lexmark, GBC, MBM	DND
D & D Business Machines Inc. 3488 Plainfield Ave. NE Grand Rapids 49525 (616) 364-8446/364-5574 neopostinc.com	Ron Weidenfeller	1975	DND DND	2 4	Rack Repair Specialists, Neopost, Martin Yale, Intimus, Secap	Warehouse storage rack repairs & rack moving, gondola moving, new & factory refilled ink cartridges, sealing solution for mail machines & folder inserters
Fris Office Outfitters Inc. 109 River Ave. Holland 49423 (616) 396-2341/396-2166 frisoffice.com	John Fris	1900	DND DND	2 22	HP, Acer, Brother, Sharp, Okidata, Epson, Lexmark	Office supplies, furniture & machines, school supplies, art supplies
Hi-Tech GetService LLC 5222 33rd St. SE Grand Rapids 49512 (616) 940-3300/940-1020 getservice.com	Jeff VanderWal	1987	DND DND	2 18	HP, Dell, IBM	Computer & network support for one low monthly fee, 10 minutes or less turn-around on service requests

The Grand Rapids Business Journal list of top area office equipment dealers, ranked by 2007 West Michigan sales revenue, is the most comprehensive one available. The list is based upon responses to Business Journal surveys. The Business Journal defines "West Michigan" as Allegan, Kent, Ottawa and Muskegon counties. The Business Journal surveyed 49 companies; 18 companies returned surveys; 16 companies are listed. Not listed due to space restrictions: Richardson Business Machines Inc. and Standard Computer Systems Inc./K Group. Researched by Evelyn J. Disko. To be considered for future lists, e-mail edisko@geminipub.com. N/A = Not available DND = Did not disclose