

Top Area Office Equipment Dealers

(RANKED BY 2009 WEST MICHIGAN SALES REVENUE)

	Top W. Mich. Executive	Year Established In W. Mich.	2009 W. Mich. Sales Revenue	No. Of W. Mich. Locations/ Full-Time Employees	Product Lines Carried	Other Services Offered
1 Michigan Office Solutions (MOS) 2859 Walkent Drive NW Grand Rapids 49544 p (800) 442-9070 f (616) 459-8705 mos-xerox.com	Ralph Slider	1957	\$37.70M \$44.80M	2 155	Xerox, Konica Minolta, HP, Kyocera, Muratec, KIP Wide-Format, RISO Digital Duplicators & Presentation Systems	Customized managed print services, document management software solutions and Printegration™ Programs to document workflow. Assists in managing document strategy for maximized productivity, efficiency and cost savings
2 Precision Data Products 5036 Falconview Ave. SE Kentwood 49512 p (616) 698-2242 f 698-9047 precision.com	Gail Huff	1979	\$20.64M DND	1 25	3Com Corporation, Adobe Systems, Inc., American Power Conversion Corp., Axiom Memory Solutions, Belkin International, Inc., Brocade Communications Systems, Inc., Cables To Go, Cisco Systems, Inc.	Authorized factory service for Hewlett Packard, Lexmark, Toshiba, Sato Printers, Xerox and others
3 Applied Imaging 5282 East Paris Ave. SE Grand Rapids 49512 p (616) 554-5200 f 554-6200 appliedimaging.com	John Lowery	1984	\$20.00M DND	3 86	Canon, Ricoh, HP, OnBase, Kyocera Printers	Content management, software and consulting, print fleet management
4 Konica Minolta 2650 Horizon Drive SE Grand Rapids 49546 p (616) 608-1506 f 949-1299 konicaminolta.us	Bill Kramer	1995	\$6.40M \$5.80M	4 38	Konica Minolta BizHub and BizHub Pro products, Kodak Production Print Systems, KIP wide format products	Manufacture owned, factory trained service team, Konica Minolta Total Confidence Guarantee, complete warehouse and delivery team in Grand Rapids.
5 Kraft Business Systems Inc. 3445 36th St. SE Grand Rapids 49512 p (616) 977-2679 f 977-2689 kraftbusiness.com	Jeffrey Cousins	1995	\$4.80M \$4.20M	1 20	Sharp, Panasonic, Lexmark, HP, Pinnacle (Electronic Filing), Allscripts EHR (Electronic Health Record), NEC (Voice & Data)	A One Source Technology Business integration for IT network managed services needs/office equipment managed service needs/print managed services needs/document and forms managed services needs
6 Grand Office Supply 3061 Pine St. SW Grandville 49418 p (616) 534-8400 f 534-3998 grandofficesupply.com	Pamela Cortese	1992	\$3.60M \$3.50M	1 12	HP, Xerox, Lexmark, IBM, Canon, Epson, Sharp, Brother, Panasonic, Toshiba, Ricoh, Okidata, Elite Image, Innovera, Sharper Image	Sharper Image Compatible toners, furniture, custom printing, machine repair and set-up, cleaning and breakroom supplies
Laser's Resource Inc. 4770 50th St. SE Grand Rapids 49512 p (616) 554-5555 f 554-5535 lasersresource.com	Thomas Senecal	1991	\$3.60M \$3.40M	1 16	HP, Xerox	Managed print services, cost per page, printer/MFP maintenance, wide format, DesignJet service
8 A. B. Dick Document Solutions of West Michigan 3813 Eastern Ave. SE Grand Rapids 49508 p (616) 241-4601 f 241-1255 cjhiotas.com	Charles Hiotas	1946	\$3.50M \$3.20M	2 14	Kyocera multifunctional devices, printers and color copiers; Okidata printers and multifunctional products; Duplo digital duplicators	Document management solutions and document storage; total print management solutions and service and supplies for almost all printers
9 Chase Technologies Inc. 820 Monroe Ave. NW Grand Rapids 49503 p (616) 233-9200 f 233-9292 chasetechnologies.com	Chad Bedinger	1999	\$150,000 \$150,000	1 1	Acer, HP, Konica Minolta, PagePack, Xerox, Linksys, 3Com	Printer, copier and fax repair; PC and network installation, service and consulting
Compucraft Inc. 620 Stocking Ave. NW Grand Rapids 49504 p (616) 454-3442 f 454-9518 compucraft.net	Bill Smith	1987	DND DND	1 18	Apple, HP, Xerox, Canon	Product, software developments and trouble shooting. On-site equipment repair, advice on preventative measures
Fris Office Outfitters Inc. 109 River Ave. Holland 49423 p (616) 396-2341 f 396-2166 frisoffice.com	John Fris	1900	DND DND	2 22	HP, Acer, Brother, Sharp, Okidata, Epson, Lexmark	Office supplies, furniture and machines, school supplies, art supplies
InfoTech Inc. 1843 Oak Industrial Drive NE Grand Rapids 49505 p (616) 458-8686 f 458-8885 infotechimaging.com	George Hoodhood	1992	DND DND	1 12	Brother, Canon, Dell, Epson, Fujitsu, Genicom, HP, IBM, Konica Minolta, Lexmark, Okidata, Ricoh, Sharp, Toshiba, Xerox	Repair printers, fax, copiers, computers, networks, complete print management, IT services
Richardson Business Machines Inc. 2900 29th St. SE Grand Rapids 49512 p (616) 949-1600 f 949-7032 richardsonbus.com	Kier Breckon	1929	DND DND	1 15	Toshiba, Sharp, Okidata, Data Card, Fargo, AMT Datasouth, Salamander Technologies, Automark	Sales and service on all products, plastic card identification systems including full color and software solutions, emergency management systems, data card identity systems, metal marking systems, multifunction copier and printer systems
Technology Partners Group Inc. 88 54th St. SW Wyoming 49548 p (616) 301-3430 f 301-3431 technologypartnersgroupinc.com	Bradley Webb	2001	DND DND	1 6	Sharp MFP Full Color and Monochrome Network Copier, document management software and solutions, managed print services, built-to-order PC's, servers, and laptop computers	Paperless office solutions and consulting services. Network scanning installation and support, customized service and support packages including Cloud Data Storage and Retrieval. Current lease buyout programs and flex term rentals

The Grand Rapids Business Journal list of top area office equipment dealers, ranked by 2009 West Michigan sales revenue, is the most comprehensive 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; 14 companies returned surveys; 14 companies are listed. Researched by Jake Himmelspach. To be considered for future lists, e-mail jakeh@geminipub.com. N/A = Not available DND = Did not disclose

Known affiliates

Michigan Office Solutions is composed of Commercial Equipment Co., W.S. Reed, Reed Office Systems and Xerographic Solutions.

Fifteen years strong

Grand Office Supply, a female-owned company, has been in business for more than 15 years.

More than a century

Fris Office Outfitters inception dates back to 1875, when a building went up at 30 W. 8th St. in Holland. On Jan. 1, 1900, Lambertus Fris began his stationery business by purchasing this property that is the location of Fris Hallmark Shop today.

A Mac pursuit

In 1984, Bill Smith began using Macintosh computers, and so began the roots of Compu-Craft Inc.

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