



Press Release - For Immediate Release

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

Bethlehem, PA – Edwards Business Systems (EBS) of Pennsylvania and Virginia Business Systems (VBS) of Virginia have been named one of the country's **2018 Elite Dealers** by *ENX Magazine*. The award is presented annually by the publication to the top office equipment dealers in the U.S.

The 130-strong 2018 Elite Dealers were selected based on numerous criteria, including growth initiatives, innovative marketing programs, outstanding customer service, charitable contributions to the community, progressive workplace cultures and adaptability to an ever-changing market.

"We would like to congratulate our 2018 Elite Dealers, who continue to thrive and grow in a highly-competitive marketplace. Even as the needs of their clients continue to evolve, these dealers blend many 21st century tools and tactics with old-fashioned customer service—backed by a loyal workforce—to ensure successful outcomes," said Susan Neimes, managing editor of ENX Magazine and ENX The Week In Imaging.

Erik Cagle, editorial director of ENX Magazine added, "The strength and vitality of this group is a testament to their core values. It seems that every year, as the industry continues to consolidate, our roster of Elite Dealers continues to grow by leaps and bounds. There are many fascinating success stories to be told."

Edwards Business Systems and Virginia Business Systems have been named Elite Dealers for the last 19 years. Proud of their achievement, Ray Fuentes, President of Edwards Business Systems said, "Our companies have 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 solutions." Jim Dotter, President of Virginia Business Systems 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. Top dealers also do a terrific job of donating time, talent 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.

Edwards and Virginia Business Systems have been in business since 1954 and is one of the countries' largest independently owned Office Equipment Dealers, recognized by all of the vendors for excellence in sales and service. EBS and VBS, 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. Edwards Business Systems, 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. Virginia Business Systems is headquartered in Richmond and serves Charlottesville, Lynchburg, Roanoke, New River Valley, Harrisonburg, Winchester, Shenandoah Valley and Hampton Roads.

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About Edwards and Virginia Business Systems:

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About ENX:

ENX Magazine is a monthly publication dedicated to the document imaging industry since 1994. In its 25rd year, *ENX* delivers exclusive editorial coverage on market opportunities and issues, news and trends, company profile, new products and industry insights through interviews with key players in all segments of the document imaging industry. With a circulation of more than 30,000 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.