

Top Area Office Equipment Dealers

(RANKED BY 2010 WEST MICHIGAN SALES REVENUE)

	Top W. Mich. Executive	Year Established In W. Mich.	2010 W. Mich. Sales Revenue	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	\$41.80M	\$37.70M	2 155	Xerox, HP, Kyocera, Muratec, KIP Wide-Format, RISO Digital Duplicators, Microfilm Scanners, Proxima, MBM, SmartBoards	MOS 360° assessments, managed print services (MPS), document management software solutions, industry specific solutions
2 Precision Data Products 5036 Falconview Ave. SE Kentwood 49512 p (616) 698-2242 f 698-9047 precision.com	Gail Huff	1979	\$24.56M	\$20.64M	1 25	3Com Corp., 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	\$21.85M	\$20.00M	3 90	Canon, Ricoh, HP, OnBase, Kyocera printers	Content management, managed network services, software and consulting, print fleet management
4 Konica Minolta Business Solutions 2650 Horizon Drive SE, Suite E1 Grand Rapids 49546 p (616) 608-1506 f 949-1299 konicaminolta.us	Bill Kramer	1995	\$5.00M	\$6.40M	2 32	Konica Minolta, Kodak, KIP	Konica Minolta Pro-Tech Service Center
Kraft Business Systems Inc. 3445 36th St. SE Grand Rapids 49512 p (616) 977-2679 f 977-2689 kraftbusiness.com	Jeffrey Cousins	1995	\$5.00M	\$4.80M	1 23	Sharp, Copystar, Panasonic, Lexmark (copy/print/scanning/faxing) HP (IT products and services), Highpoint and Filebound (electronic filing), Allscripts and eClinical EHR software, implementation and ongoing support and optimization (electronic health record), NEC phone systems (voice and data)	Mission-critical technology solutions, (imaging equipment, print management, cost control services, business continuity and disaster recovery solutions), full range of IT products and services (documents, forms and business process management) delivered and managed through a local, one-source managed services program
6 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	\$3.80M	\$3.50M	2 16	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
7 Laser's Resource Inc. 4770 50th St. SE Grand Rapids 49512 p (616) 554-5555 f 554-5535 lasersresource.com	Thomas Senecal	1991	\$3.65M	\$3.60M	1 16	HP, Xerox	Managed print services, cost per page, printer/MFP maintenance, wide format, DesignJet service
8 Grand Office Supply 3061 Pine St. SW Grandville 49418 p (616) 534-8400 f 534-3998 grandofficesupply.com	Pamela Cortese	1992	\$3.60M	\$3.60M	1 12	HP, Xerox, Lexmark, IBM, Canon, Epson, Sharp, Brother, Panasonic, Toshiba, Ricoh, Okidata, Elite Image, Innovera, Sharper Image, Business Source, Genuine Joe, Lorrel Furniture, Hon	Sharper Image compatible toners, furniture, custom printing, machine repair and set-up, cleaning and breakroom supplies
9 Adams Remco Inc. 8591 Byron Commerce Drive SW Byron Center 49513 p (800) 274-8985 f (616) 583-1063 adamsremco.com	Mike Shettler	1985	\$1.32M	\$850,000	1 10	Savin, HP, Lexmark, GBC, MBM, Toshiba, Docuware	Managed print services, network support, computer training
10 GPC Computers 3665 29th St. SE Grand Rapids 49512 p (616) 977-9848 f 977-9847 gpccomputers.com	Jeff Johansen	1994	\$754,500	\$747,000	1 2	Western Digital, Kingston, AMD, Intel, ASUS, Microsoft	Laptop and desktop hardware and software repair, custom builds, on-site service
Compucraft Inc. 620 Stocking Ave. NW Grand Rapids 49504 p (616) 454-3442 f 454-9518 compucraft.net	William Smith	1987	DND	DND	1 22	Apple, HP, Xerox, Canon	Product, software development 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, Canon, Xerox, Brother, Sharp, Okidata, Epson, Lexmark	Office supplies, furniture and machines, school supplies, art supplies
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, Autotark, HID, Kyocera	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
VanBelkum Business Systems 4345 44th St. SE Grand Rapids 49512 p (616) 974-8200 f 974-5678 vanbelkum.com	Todd VanBelkum	1959	DND	DND	1 25	Polycom, Olympus, WinScribe, InTorrent, ESI, Philips	Telephone systems, dictation systems, transcription services

Experience counts

Holland's Fris Office Outfitters and Fris Hallmark Shop employ 30 people with nearly 400 years of combined experience under the Fris corporate umbrella.

Baby steps

In the late 1970s, VanBelkum Business Systems installed one of the first networked word processing systems in the country at Gerber Products in Fremont.

No complaints

Michigan Office Solutions earned a perfect rating from the Better Business Bureau with zero complaints registered in 2010.

Fabulous 50

A.B. Dick Document Solutions of West Michigan, Fris Office Outfitters, Michigan Office Solutions and Richardson Business Machines all are more than a half-century old.

The Grand Rapids Business Journal list of top area office equipment dealers, ranked by 2010 West Michigan sales revenue, is the most comprehensive available. The list is based on responses to Business Journal surveys. The Business Journal defines "West Michigan" as Allegan, Kent, Ottawa and Muskegon counties. The Business Journal surveyed 48 companies; 14 returned surveys and 14 are listed. To be considered for future lists, e-mail tgorstema@geminipub.com. N/A = Not available DND = Did not disclose



Download this list now at GRBJ.com in Excel or PDF format.

The 2010 Book of Lists and other lists are also available.