



## ASSOCIATED BUSINESS SYSTEMS WINS TOP INDUSTRY HONOR

**PORTLAND, Ore. (February 2008)** - - The Business Technology Association (BTA) today announced Associated Business Systems has been named the 2007 National Dealer of the Year. Associated Business Systems (ABS) received the office equipment industry's most prestigious honor for its exemplary business practices, dealer performance, industry participation and community involvement.

"I am extremely proud and honored to receive such a prestigious award. Dealers wait a lifetime to receive this type of recognition from their peers. The fact we were chosen in our tenth year makes it even more special. Our employees have a lot to be proud of," said Craig Knouf, President and CEO, ABS. Craig was in Las Vegas to accept the award.

Associated Business Systems (ABS), Portland-based office equipment, network solutions and electronic document management company, was recognized for its unprecedented growth and innovative programs for customers and employees. In 2007, revenues exceeded \$42 million.

"I attribute much of our success to our 180-plus employees and to the strong partnerships we have built with customers over the years," said Knouf. "Our consummate focus on customer service – the company's tag line is "fanatical about service" - has led to increased market share and a 98 percent customer retention rate."



**2007 BTA Excellence Award, Las Vegas, NV**

"Another key initiative is to be the technology leader in our industry. Our decisions as to which technologies to invest in, coupled with our commitment to hire the technical staff to deliver integrated solutions have been a clear differentiator between our competitors,

and us” added Knouf. “As a result, ABS has been awarded many long-term contracts with national companies.”

According to Knouf, the integration of technology will only increase as businesses of all sizes are continuing to look for more efficient methods to manage information. In 2008, ABS will make further investments and enhance their offerings in document capture, storage and distribution; print management programs; and integrated workflow solutions.

### **About Business Technology Association**

Based in Kansas City, the Business Technology Association is an international not-for-profit trade association serving office technology dealerships, manufacturers, distributors and service companies. Its members manufacture, sell and service hardware, software and supplies that help businesses be more efficient and save money. Through education, information and guidance, BTA members are the premier source of the technology used by businesses throughout the United States.

### **About Associated Business Systems**

With revenues in excess of \$42 million in 2007 and more than 9,000 customers, ABS ranks as one of Oregon's fastest-growing private companies according to *The Business Journal of Portland*, and is recognized as one of the best companies to work for in Oregon by *Oregon Business* magazine. ABS has also been named to *INC Magazine's* list of the fastest-growing private companies in the United States.

Associated Business Systems supplies and services copiers, printers, multifunction devices and provides electronic document management solutions, print management services and mail center solutions. ABS has offices in Portland, Eugene, Salem, Medford, Klamath Falls, Roseburg and Bend, Ore., Seattle and Spokane, Wash.

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