



## OVERVIEW

Midwest Copier Exchange was started in the late 80's by two friends who started buying and selling copiers out of an old Ford van building relationship the old fashion way. Visiting customers one at a time and doing deals with a handshake and a guarantee that if the customer wasn't satisfied we would do something to make them happy. By 1990, we realized this could be a real endeavor. We started to implement programs and procedures not introduced in the industry yet. These included one of the first to publically offer a guarantee in a trade publication that was just getting started called The Locator. We then went on to be one of the first to accept credit cards, eventually being the first and only to offer a private label credit card. Along the way we have grown into a company owned 100,000 sq ft warehouse with our own fleet of trucks and work with multiple leasing companies, and manufacturers nationwide, doing repossessions and remarketing various off-lease equipment. Today as when we started, the innovative spirit continues, with Midwest being the only copier remarketer to offer in-house certified ITAD and electronic recycling services, thru our sister company ARCOA.