

For immediate release

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Today's Business Products acquires Office Emporium

CLEVELAND - Today's Business Products (TBP) has expanded its client base into the East Side with the acquisition of Mayfield Heights-based Office Emporium. TBP, located in Parma, sells office supplies, including computer products and new and used office furniture.

"This is a great opportunity for us to expand our business into the East Side," said Rick Voigt, owner of the company. "We're very strong Downtown, on the West Side and in Medina, Lorain and Summit counties, but we didn't have the market presence on the East Side. This is a great opportunity to provide service to all of Cuyahoga County."

The acquisition, which includes all of the inventory and assets of Office Emporium, has expanded the product lines offered by TBP.

Office Emporium's Mayfield Heights store will be closed and its staff will be transferred into TBP's Parma headquarters.

Office Emporium owners Bob and Helen Marks are retiring after 24 years of operating the business.

"What I tried to do was to find a good, independent local firm to handle my accounts," Bob Marks said. "I looked around and Today's Business Products was the perfect fit."

Today's Business Products was established in 1984 by Voigt and his father, Don, who had been

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selling office supplies and furniture since the 1950s. From a small leased warehouse 20 years ago, TBP has grown into a company with almost \$10 million in annual sales. The company now occupies a 40,000 square foot building housing an 8,000 square foot mid-market office furniture showroom, a 1,000 square foot classroom furniture showroom and an additional 2,000 square foot used/clearance area.

"We're looking forward to the opportunity to provide service to Bob's customers," Voigt said. "He had one service truck on the road, and with that addition, we now have eight."

The company also is seeing significant growth through Internet sales.

"A third of our business comes through our web site," Voigt said. "That far exceeds the standard for our industry."

Today's Business Products focuses on its core business principles of providing quality service, knowledge, and products to its customers. More than 1,000 clients call on TBP for office supplies, computer products, new and used furniture, system and design. The company strives to be involved in such organizations as Rotary, Boy Scouts of America and various Chambers of Commerce throughout Ohio.

Today's Business Products is located at the corner of Snow Road and W. 130th Street in Parma, Ohio. Phone: 216-267-5000. Fax 216-267-5555. Visit TBP on the Web at www.todaysbusinessproducts.com or email info@todaysbp.com.

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