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Official Office Technology
Company of the Buffalo Sabres

FALL 2022



Heather Scibetta, Andrea Scibetta and David Scibetta

STARTING A NEW CHAPTER

David Scibetta becomes President of CFBT

2022 started as a difficult year with the passing of CFBT Co-Founder and President Al Scibetta. Although Al's passing was unexpected and much sooner than we would have ever hoped, he did have a succession plan in place that was agreed upon with his other two business partners, his wife, Andrea, and his son David.

On October 5th, 2022, the ink dried, and David Scibetta became the sole owner and President of Copier Fax Business Technologies.

"We accomplished a goal and executed a plan of succession that we put into place more than a decade ago," says Andrea Scibetta, Co-Founder of CFBT. "We are a fortunate company among our peers that we were able to have family working along with us for years so that we had an oath for its future succession."

(Continued on page 2)

NEW PRODUCT LINE ALERT
SHARP



NEWSLETTER HIGHLIGHTS

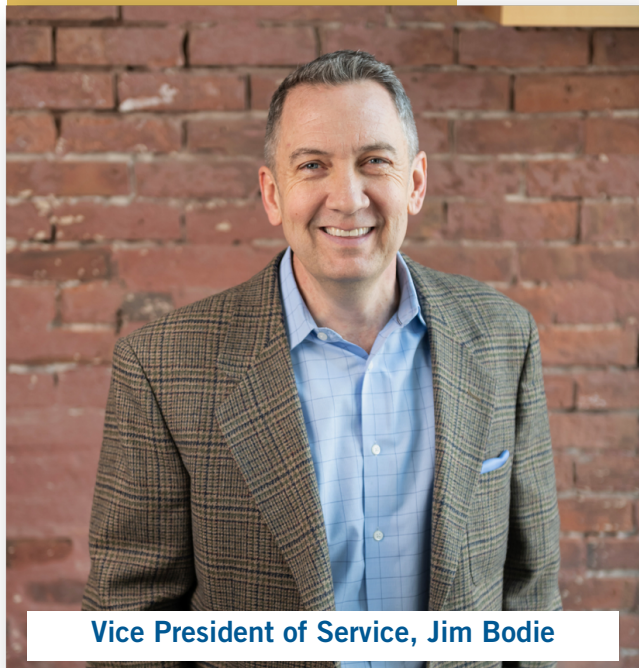
Starting a New Chapter

Jim Bodie Named Vice
President of Service

Dave DeMizio Named Director
of Sales

CFBT Now Offering SHARP®

Win a Buffalo Sabres Prize Pack



Vice President of Service, Jim Bodie

...CONTINUED

A NEW CHAPTER

CFBT was founded by Andrea and Al Scibetta in 1990, with David joining the company in 1997. For years, David was the Executive Vice President and CIO and had taken an even more prominent leadership role the past few years as Al and Andrea spent time at their Florida residence.

"It was a smooth transition, in-thanks to working so closely with my Dad over the years," says David. "When my Dad passed away, we could carry on without missing a beat. I think he would be pleased about that."

Andrea will remain an essential part of CFBT and will continue maintaining meaningful relationships and communication with employees and industry colleagues.

Most recently, Andrea attended the Select Dealership Group Conference in Washington, DC, which she frequently attended with Al throughout the years.

In addition to the company succession, Jim Bodie was named Vice President of Service for CFBT after over 30 years of working for the company. The service team that Jim oversees has been acknowledged as one of the best in the industry. For 14 straight years, Copier Fax has been recognized as a Konica Minolta Pro-Tech Service Provider. His service team members have accumulated over 30 Silver Seal awards throughout the company's history, which are granted for excellence in their training and are only awarded to the top 15% of Konica Minolta technicians in the entire country.

With his new position, Jim recently hired Ryan Sutton as a Logistics Specialist and named Ryan Drake as a Technician Field Supervisor.

Dave DeMizio has also been named Director of Sales after serving as Regional Sales Manager since November 2020.

Dave has almost 15 years of office technology experience, having spent several years with Com Doc., Inc. before joining CFBT.

During his time as Regional Sales Manager, he oversaw the expansion of three additional services offered by CFBT, including Managed Print Services, Video Security Systems, and Voice Solutions. He also had the honor of accepting the Covid-19 Leadership and Community Engagement Award from the Tonawanda Chamber of Commerce last year.

The changes at CFBT are reflective of the continued growth the company has seen throughout the years, both in services, staff, and territory. The goal has always been to have seamless transitions as our clients continue to receive our award-winning products and services.



Director of Sales, Dave DeMizio

CFBT ADDS SHARP TO PRODUCT LINES



Copier Fax Business Technologies is pleased to announce a new partnership with Sharp Electronics Corporation. The Sharp Advanced Series document systems are added to the already robust hardware lines of products we offer, including Konica Minolta, HP, Lexmark, and more.

The new Sharp products will include various multifunctional printers, with plans to expand the offerings further down the road.

DID YOU KNOW?

10 KEY FEATURES OF SHARP® COPIERS



300-sheet doc feeder
scans up to 280 images
per minute



Print from your
mobile device



Sensors auto-detect
document size, orientation
and set compression



New inner folding unit
supports c-fold, z-fold, half-
fold and accordion-fold



Responsive, customizable
touchscreen control
panel



Native support for
Universal Print



Microsoft Teams
connector allows you to
scan and print directly
from Teams folders



Soft close drawers lessen
noise for neighbors and
have less wear and tear



Anti-virus solution
to help keep your
documents safe



Strong security features
such as BIOS Integrity
Check at startup



CFBT RECEIVES SEVERAL NATIONAL RECOGNITIONS



Jim Bodie presents Ryan Drake with Konica Minolta Tech of the Month Award.

RYAN DRAKE NAMED TECH OF THE MONTH

Ryan Drake has been named Technician of the Month by Konica Minolta Business Technologies. This national recognition is only honored to a single technician throughout the entire United States for that month. Ryan was honored in November 2021, but due to COVID, he could not receive his award until just a few weeks ago.

Ryan was recently promoted to Field Supervisor, a position formally held by the recently retired Mike Getman. He received this promotion as one of the first moves after Jim Bodie was named Vice President of Service earlier this year.

Ryan is a certified EFI Fiery Color Controller Engineer and has worked with office technology for over 15 years.

CFBT NAMED ENX MAGAZINE ELITE DEALER

CFBT has been named a 2022 Elite Dealer by ENX Magazine. This is the 11th consecutive year that CFBT has received this honor.

The Award is presented by The Week in Imaging and ENX Magazine and is granted to independent dealers who have made remarkable strides in their field.

"Perhaps the most significant takeaway from this year's list is the notion that dealers were well prepared to venture into new, untapped areas of revenue, which has helped to bridge the sales delta in the face of continuously declining print volumes and the increasing need of hybrid solutions," said Susan Neimes, publisher and managing editor of ENX Magazine and ENX The Week in Imaging.

"This resourcefulness had begun to take hold even before the pandemic, but as the smoke clears to reveal the changing business landscape, it will continue to serve the dealer community well as it pushes forward into a new era of client engagement."

David Scibetta, President of CFBT credits the outstanding team members in every department for the continued recognition of the dealership.



ENTER TO WIN A SABRES PRIZE PACK



PRIZE PACK INCLUDES:

- Two tickets to a Buffalo Sabres Home game of your choice*
- One Parking Pass
- \$100 Visa Gift Card
- Buffalo Sabres Autographed Jersey

* pending availability

Simply visit CopierFaxBT.com/Survey and answer our one-minute survey to enter for your chance to win!