



Riding The Wave Of Success: Meet The Talented Matthews Family



The first time Bob Matthews laid his hands on a copying machine he knew he wanted to make a career out of working with them. So he and his wife Deb started their business, Copiers Plus Inc. over 20 years ago and at that time never could have anticipated the success the company has enjoyed. Back then Deb was employed as an orthodontic assistant by day and the company bookkeeper by night. They set up an office in a spare bedroom of their rented rancher in Somers Point. Bob adds, "I spent most days on the road selling and repairing copiers and my evenings were spent in the garage reconditioning and assembling machines." With the growth that the casino industry brought to the region, he felt there was a strong opportunity to launch a successful sales and service based business machine company. As it turned out, he was right. The business took off and soon every room in their house was

filled with inventory. The time had come to find a real office space. Deb retired from the dental field and they opened their very first office in Linwood. They have since outgrown several locations and are presently located in Egg Harbor Township. With the additional space and excellent exposure, they added a new copying and printing division in 2003. This summer they will celebrate 24 years in business and have grown from just 2 employees to 25. Bob says he owes their success to the company's dedicated employees and loyal customers.

Bob Matthews is a man with clearly defined passions. Besides copiers he has a love for surfing. He adds, "My main two objectives in starting this business were: being able to provide financially for both my immediate and extended families and being able to hit the waves when the conditions were at their optimum!"

The Matthews have three children, Robert Jr., 21, Shane, 18 and Kirra, 12. While the children were still small, Deb continued to oversee the financial aspects of the business and thanks to the Internet she was able to be home mostly during their formative years. It is not surprising that all three of their children have developed some clearly defined passions of their own.



- After attending college, **Robert Jr.** now works in the family business. Ever since he was a young boy he has been helping his Dad out and has developed a detailed understanding of the technical side of the business. Bob Jr.'s innate ability to fix just about anything has made him extremely popular amongst his family and friends. He has since found a love and talent for digital photography. When he is not at the computer he enjoys surfing, motocross, off-roading, and metal fabrication.

- Their son **Shane** will be graduating high school this year and is planning to continue his education while traveling to various surfing destinations to pursue his interest in the action sports industry. Shane started surfing at age 4 and possessed a natural ability to excel at the sport. He started competing at age 15 and found a niche in "Classic Long Boarding" winning numerous competitions; most recently placing 1st in the Eastern Surfing Associations' Northeast Regional's. This honor has earned him a slot in the prestigious East Coast Championships that will be held in September. At age 17, Shane's passion for surfing took him half way across the world to surf in the Mentawai Islands off the western coast of the Island of Sumatra in Indonesia. As if that were not enough, he is also a talented musician playing the drums, guitar, and keyboards. He currently works part time at the Heritage Surf Shop in Ocean City.

- Their daughter **Kirra** is now in the sixth grade and her passion is dance. She started taking dance lessons at age 3 and is currently training at the Atlantic Contemporary Ballet Theater – the official school of the Atlantic City Ballet. She has performed in their productions of Nutcracker, Midsummer's Night Dream, Dracula and Sleeping Beauty. Kirra is also a talented musician and has been playing the violin since age 5 and plays the saxophone with her middle school concert and jazz bands. All of this while maintaining a straight A average in school.

With a father who loves surfing as much as Bob, it would be rather impossible for his family to grow up without a love for the water. Bob adds, "Basically our kids grew up on the beach. Even my wife has been known to paddle out when the conditions are just right. Our family vacations have revolved around the sport, taking us to locations in Mexico, Puerto Rico and California." His fondest memory is when all five of them paddled out together for the very first time two summers ago in Ocean City.

It's no secret this talented group draws their inspiration from their Dad. This is one family that keeps rising to the top!

Copiers Plus Inc.
3112 Fire Road
Egg Harbor Township
(609)645-7587
www.copiersplus.com



Bob Jr.



Kirra