Docutrend Expands With Acquisition of American Copy Machines

November 18, 2026

TOTOWA, NJ - November 18, 2026 -
Docutrend announced the acquisition of American Copy Machines effective October 30, 2026. The transaction integrates the Manhattan-area dealership, which has provided service for 49 years and has operated as a Canon dealer since 1984, into Docutrend operations across New York, New Jersey, and Pennsylvania. The combination represents Docutrend's second acquisition of 2026, and seventh since its founding, after the merger with T.A. Mountford that took effect in June.

Miky Faibis, owner of American Copy Machines, evaluated several potential partners before selecting Docutrend. The decision reflected alignment on service practices and a preference for keeping clients with an authorized Canon dealer. Under the agreement, Docutrend assumes responsibility for the equipment, maintenance agreements, leases, and supplies previously handled by American Copy Machines. Clients retain their existing service contacts and phone numbers. Faibis will continue with the combined organization through the transition period before retiring.

"Miky built a longstanding operation one client relationship at a time over 49 years," said Aaron Rubin, Founder and President of Docutrend. "The acquisition allows those clients to retain continuity with the service

they have used while gaining access to additional technology options from a single provider."

Docutrend maintains five offices in Totowa, Edison, and Cherry Hill, New Jersey, Fort Washington, Pennsylvania, and Manhattan, New York. The company employs local technicians, account managers, and support representatives at each location. Clients receive assigned technicians so that the same personnel respond to service requests over time. Response practices include proactive device management and the availability of loaner equipment when extended repairs are required. A person answers service calls rather than directing callers into automated systems. Service coverage extends to organizations in New York City, New Jersey, Pennsylvania, and surrounding suburbs.

The company offers managed print services that assess and optimize print environments. It supplies and services copiers and multifunction printers from Canon, Kyocera, Brother, Epson, and KIP, and also supports devices from other manufacturers including Sharp, Lexmark, Ricoh, Konica Minolta, Xerox, and HP regardless of original purchase source. Additional offerings include wide format and production print solutions for architecture, engineering, construction, schools, and municipalities, document management workflows that integrate with platforms such as iManage, SharePoint, Epic, and Google Drive, and secure cloud faxing designed to support HIPAA-compliant workflows without dedicated fax lines.

Business phone systems and contact center solutions form part of the unified communications portfolio. These systems combine voice, video, messaging, and related functions into a single platform that supports both on-site and remote users. Managed IT services address network support, security monitoring, and related technology management so that organizations can consolidate vendor relationships. Digital displays and interactive whiteboards are available for lobby, waiting room, conference, classroom, and training environments, with local installation and ongoing content support. All services are delivered through the local team structure that prioritizes continuity of personnel.

Aaron Rubin founded Docutrend in 2002 and has served as President ever since. During that period, the company has expanded its service area to cover organizations in New York, New Jersey, and Pennsylvania. The company works with law firms, healthcare practices, educational institutions, and other commercial organizations on technology that supports daily operations, including compliance needs in regulated industries. Solutions are configured to individual workflows rather than applied as standardized packages.

"Independent dealerships such as American Copy Machines developed deep local knowledge of their client bases," said Rubin. "Integrating that experience into Docutrend's platform supports continued local response while adding capabilities in unified communications and managed IT."

The acquisition continues a pattern of combining with established independent dealerships. Docutrend previously integrated T.A. Mountford, a Kyocera-focused dealer, effective June 30, 2026. The approach

preserves local service knowledge while adding the range of solutions available from the larger organization. Clients of the acquired business gain access to phone systems, managed IT, document workflows, and display solutions in addition to continued copier and printer support. Billing for services after the effective date originates from Docutrend. Existing service arrangements continue without interruption during the transition.

Docutrend is an office technology company based in Totowa, New Jersey. It operates additional offices in New York City, Edison and Cherry Hill in New Jersey, and Fort Washington, Pennsylvania. As an authorized dealer for Canon, Kyocera, HP, Brother, Epson, and KIP, Docutrend provides copiers, multifunction printers, managed print services, business phone systems, contact center solutions, managed IT services, digital displays, and interactive whiteboards to organizations across New York, New Jersey, and Pennsylvania. The company maintains local service personnel at each office location to support the full range of offerings.

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Docutrend

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