

A passion for progress

<p>1979 Midwich Computer Company Limited formed by David and Ruth Watson. Principal activity was the design and distribution of microprocessors and systems. Based at Rickingham, Suffolk.</p> <p>1983 Staff: 9 Sales: £1.1m Vendor Launch: brother at your side</p>	<p>1985 Acquired by Memec PLC. Staff: 26 Sales: £2.4m</p>	<p>1990 Staff: 46 Sales: £13.7m Awards: Peripherals Distributor of the Year (Practical Computing Mag) Vendor Launch: QMS (now Konica Minolta)</p> <p>1994 Staff: 46 Sales: £11.7m Vendor Launch: OKI PRINTING SOLUTIONS</p>	<p>1996 Commenced distribution of projectors. Warehouse moves to Dudley, West Midlands. Staff: 44 Sales: £17.3m Vendor Launch: SANYO</p> <p>1997 Sales increase by 62% Staff: 44 Sales: £28.1m Vendor Launch: LEXMARK</p>	<p>2000 Acquired by Avnet Inc. Commenced distribution of large format plasma displays. Staff: 76 Sales: £63.7m Vendor Launch: KYOCERA Pioneer</p> <p>2002 £100m sales achieved. Awards: Deloitte's FAST 50 Award Staff: 107 Sales: £100m Vendor Launch: EPSON EXCEED YOUR VISION Panasonic</p>	<p>2004 25th anniversary. Board re-organisation - Nick Culley appointed Managing Director Staff: 131 Sales: £142.7m Awards: AV Distributor of the Year (CRN magazine) Vendor Launch: SHARP SONY TOSHIBA</p>	<p>2005 Consumer Electronics division launched Awards: Specialist Distributor of the Year (CRN magazine), Sunday Times Top Track 250 Staff: 127 Sales: £131.5m</p>	<p>2007 Acquired majority shareholding in Invision UK Ltd. Launched Auto ID Division. Exited distribution of computing products. Staff: 156 Sales: £152.2m Awards: Specialist Distributor of the Year (CRN magazine), AV Distributor of the Year (Microscope ACES awards), Website of the Year (AV Magazine), Best Companies Awards - One To Watch Vendor Launch: HITACHI Inspire the Next Lumens </p>	<p>2009 30th anniversary year. Vendor Launch: InFocus MONSTER Acquired Square One, Irish AV distributor Staff 209 Sales £174m</p>	<p>2011 Creation of Midwich Home to target the customer install for the home and independent retail channels Launched pro audio division Moved warehouse, combining two into one location Staff 273 Sales £182m (group sales £203m)</p>
									
<p>1982 Development of micro processor systems ceased. Staff: 11 Sales: £0.5m</p> <p>1984 Moved to current site in Diss. Staff: 18 Sales: £2.8m</p>	<p>1991 Memec PLC acquired by Raab-Karcher (Veba AG) Staff: 46 Sales: £12.4m</p> <p>1986 Name changed to Midwich Thame Limited. Staff: 38</p>	<p>1995 Commenced distribution of digital cameras, Introduced trade-only channel policy, Warehouse moves to Thame, Oxfordshire. Staff: 41 Sales: £13.2m Vendor Launch: CASIO Kodak</p>	<p>1999 Name changed to Midwich Limited. Staff: 76 Sales: £63.7m Vendor Launch: OLYMPUS SAMSUNG</p>	<p>2001 Additional offices acquired in Diss Staff: 116 Sales: £136.8m Awards: AV Distributor of the Year (AV Magazine) Vendor Launch: Canon</p> <p>2003 Management Buy Out from Avnet Inc. Awards: SME Distributor of the Year (VNU Channel Awards) Staff: 92 Sales: £87m Vendor Launch: NEC</p>	<p>2006 Acquired majority shareholding in True Colours Distribution Ltd Commenced support for East Anglian Children's Hospices (EACH) Awards: Specialist Distributor of the Year (CRN magazine), AV Distributor of the Year (AV Magazine) Staff: 144 Sales: £131.4m Vendor Launch: LG PHILIPS</p>	<p>2008 Acquired Owl Visual Systems and Synergix Ltd. Hi-Technology and WhichLamps divisions launched Awards: Specialist Distributor of the Year (CRN Magazine), AV Distributor of the Year (AV Magazine), AV Distributor of the Year (Microscope ACES awards), Best Companies Awards - One To Watch Staff: 211 Sales: £173m Vendor Launch: iivama ONKYO Optoma RICOH</p>	<p>2010 Moved to new offices - £2m investment Acquired Ubiqz, specialist CCTV security business. Acquired SIDEV, a technical AV distributor in France. New Video Conferencing division with Radvision. Launched with new print vendor Dell. Board - re-organisation - Stephen Fenby appointed Managing Director, Nick Culley, now Non-Executive Director, Anthony Bailey appointed Finance Director Staff 234 Sales £183m</p>	<p>2012 Launched with Intermec Acquired certain assets of Harris and Russell, specialist independent retail distributor Appointed Mark Thomas as director of Midwich Security (renamed Ubiqz) Acquired pro audio business RW Salt Intermec</p>	

 AV Distributor of the Year 2003 and 2006	 Website of the Year 2007	 Specialist Distributor of the Year 2004, 2005, 2006, 2007 and 2008	 AV Distributor of the Year 2007, 2008 and 2009	 AV Distributor of the Year 2007, 2008, 2009 and 2010	 AV Distributor of the Year 2003, 2006, 2008, 2009 and 2011	 Top Track 250 Company 2005, 2009, 2010, 2011	 Shortlisted for AV Distributor of the Year 2011
--	--	--	--	--	--	--	---

Midwich logo - The journey

