

## ARC Announces New Executive Vice President of Sales

September 12, 2012 8:03 AM ET

Sep 12, 2012 (Marketwire via COMTEX) --ARC (NYSE: ARC), the nation's leading document solutions company for the architecture, engineering, and construction (AEC) industry, today announced that Patrick Welch, former regional vice president for Office Depot Business Solutions Division, has been named Executive Vice President of Sales, a new position overseeing ARC's nationwide sales force focusing on local and regional accounts. Global Solutions, ARC's enterprise-level sales unit which has been in place since 2006, will remain separately managed.

"We are very pleased to bring Pat on board as we continue to develop and strengthen our local and regional sales force," said K. "Suri" Suriyakumar, Chairman, President and CEO of ARC. "Pat has the right combination of motivational leadership, process development, and team building required to help integrate and consolidate our sales management efforts across the country. We are excited about what Pat brings to the table, and we look forward to his contributions."

Mr. Welch, 50, was Office Depot's Western Regional Vice President for its Business Solutions Division, directing the performance of five regional sales directors and more than 350 B2B sales executives. His region generated sales up to \$900 million annually in office supplies, digital print, MPS, and furniture. He piloted the MPS initiative in the western region for Office Depot, consistently led the division in market share growth, and more than doubled new account acquisition during his tenure. Prior to his appointment as regional vice president, Mr. Welch held a variety of sales management positions at Office Depot. Earlier in his career he held sales positions in specialty product packaging and office products. Mr. Welch is a graduate of California Polytechnic State University in San Luis Obispo, CA.

"I am extremely excited to join ARC and look forward to working with, and improving on, what appears to be a great sales organization," said Mr. Welch. "I have always enjoyed coaching and developing a dynamic team, and ARC offers a lot of opportunity for its sales executives to broaden their horizons and grow into new markets. I'm looking forward to working with the management team to take sales to the next level."

Mr. Welch will be located at the company headquarters in Walnut Creek, California.

### About ARC (NYSE: ARC)

ARC provides specialized document solutions to businesses of all types, with an emphasis on the non-residential segment of the architecture, engineering and construction ("AEC") industry. The company's products and services enhance our customers' document workflow, reduce costs, shorten document processing and distribution time, improve the quality of document management tasks, and provide a secure, controlled environment in which to manage, distribute and produce documents. The company's service centers are digitally connected and allow the provision of services both locally and nationally to more than 100,000 active customers. ARC is headquartered in CA with service centers in 42 states in the US, three provinces in Canada, 12 locations in China and select locations in the U.K., Hong Kong, Australia and India. For more information, visit [www.e-arc.com](http://www.e-arc.com).

### Contact:

David Stickney  
VP of Corporate Communications  
+1-925-949-5114