

NEWS RELEASE

For Immediate Release

For More Information Contact:

Todd Lane

Graham & Associates

tlane@graham-associates.com

(415) 957-1705

Lydia Graham

Graham & Associates

lgraham@graham-associates.com

(415) 957-1705

Neopost Introduces Dynamic Scale

Neopost, first mailing-machine vendor to provide in-motion-weighing capability for mixed mail of varying size *and* thickness to both mid- and high-volume mailrooms and mail centers

Hayward, Calif. Jan 10, 2000 – Neopost Inc., a leading supplier of mailing equipment since 1933, today introduces the Dynamic Scale, which improves the processing of mixed mail by automatically weighing each piece of mail as it cycles through a Neopost mailing machine. Each item receives correct postage, resulting in significant cost savings for mailers who formerly ran batches of mixed mail at the rate of the most expensive piece. The Dynamic Scale also improves productivity and saves time, as it eliminates the need to presort mixed mail into batches of similar weight and size.

Neopost's Dynamic Scale is the only in-motion scale featuring an open-access design, which allows weighing of oversized flats and packages up to ten pounds. Its dual-purpose functionality eliminates the need to purchase a separate fixed scale. In-motion and fixed weighing can occur on the same mailing machine, controlled by the same keyboard under the same mail-accounting system.

The Dynamic Scale's modular design enables it to operate with three Neopost mailing machines that address mid- to high-volume mailing needs: the SM75, SM85 and SM95. "Modular design is a key benefit of all of Neopost's mailing products, as it allows customers to upgrade specific modules of their machines without having to replace the entire system," said Kris Wagner, Neopost Mailing Division product manager. "The Dynamic Scale is an example of a high-end product that, because of its modularity, will also benefit mid-volume mailers."

The Dynamic Scale is priced at \$5,000 and is available through Neopost's network of over 175 branch offices and dealer locations throughout North America. For sales

information, call Neopost's customer hotline at 800-624-7892, or visit Neopost on the Web at www.neopost.com.

About Neopost

Neopost Inc. is headquartered in Hayward, Calif., where the corporate offices, product development and customer service departments for the Neopost Group in North America are located. Regional sales and support are available locally throughout the United States and Canada.

Neopost's history dates back to the 1920s when the organization's founders introduced the first postage meters in Europe. Over the years, the company has continued to serve as a leader in the design and manufacturing of high-quality mailing, shipping and document handling products. Neopost is the number-one producer of mailroom equipment in Europe and the second largest in the world. Headquartered near Paris, France, the Neopost Group is one of the major mailing and shipping companies with operations in the world's top mailing markets: the United States, Canada, France, and the United Kingdom. Today, Neopost's products are sold in 70 countries.

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