

NEWS RELEASE

For Immediate Release

The New Neopost SI72 Office Mailer Improves Document Processing For Small To Mid-Size Companies

User-friendly tabletop unit sets new standard for in-house processing of complex documents for billing, payroll, credit and collections, and marketing

HAYWARD, Calif., January 18, 2000 — Neopost Inc., the world's leading manufacturer of tabletop folder inserters, today introduces the SI72 Office Mailer, a folder inserter that provides a unique combination of advanced features and ease-of-use, allowing small and mid-size companies to process documents with the control and efficiency formerly only available to large companies. The SI72 Office Mailer can fold and insert up to eight sheets of paper into an envelope, which doubles the industry standard for office folder inserters.

The SI72 Office Mailer allows small and mid-size companies to save money on billing and direct mail, and increase control by eliminating outsourcing and bringing mass mailing functions in house. For those offices that still manually fold and insert mail, the SI72 Office Mailer dramatically boosts productivity, eradicates a tedious task, and allows office staff to perform other responsibilities.

The SI72 Office Mailer handles a wide variety of documents, including invoices, reply envelopes, cards, and flyers, and can process up to 60,000 envelopes per month. This is a vast improvement over the rate of 100 envelopes per hour for hand folding and inserting. Industries that would especially benefit from the SI72 Office Mailer's advanced features include: banking and finance, education, government, healthcare, insurance, and real estate.

"Neopost designed the SI72 Office Mailer to be the ultimate folder inserter for small to mid-size companies," said Tony Kuchta, vice president of Neopost's Document Handling Group. "We believe the SI72 Office Mailer includes the right combination of user-friendly features and advanced capabilities to handle a wide variety of applications and allow smaller companies to easily process payroll, billing and direct mail with the same efficiency formerly only available to large companies. The SI72 Office Mailer introduces entry-level production capabilities to small and mid-size companies at an affordable price, and it also provides a great opportunity for companies to eliminate tedious, inaccurate and time-consuming hand folding and inserting."

The SI72 Office Mailer includes a new and exclusive suite of features in a compact office machine, combining ease-of-use, intelligence, versatility and power. A Load 'N Go®

mode allows users to load their documents and run their applications at the touch of a button. Load 'N Go® automatically adjusts settings such as fold type, fold length, envelope size and paper length. The Intellideck® document platform provides visual inspection of faulty sets while the SI72 Office Mailer continues to operate. The FlexFeed® document feeding system allows users to insert documents in almost any combination and process sets of varying paper sizes and assembly order. The Powerfold® document folding mechanism can fold up to eight sheets of paper, which is twice the industry standard.

While folder inserters are traditionally large, horizontal machines that require space and special operator training, the SI72 Office Mailer is compact, with a small footprint and vertically stacked feed trays, and it requires little or no training to use. The SI72 Office Mailer operates quietly for use in an office setting.

For easy job monitoring and programming of standard applications, the SI72 Office Mailer features a single, centralized control panel, with graphic and text prompts, that allows users to monitor production status and to select, program and edit up to nine applications for automatic system configuration. Other user-friendly features of the SI72 Office Mailer include dynamic refilling of paper and envelope feeders; easy and complete access to the paper path so that documents have nowhere to hide if jammed; self-cleaning rollers for easy maintenance; five adjustable fingers for various types of envelopes; and the ability to interface with a mailing machine for automatic postage calculation and optimal mailing productivity.

The SI72 Office Mailer also includes advanced fault-detection features found on larger production machines, such as double document detection and a thickness check for missed insertions. Every document can be checked twice for doubles, at the feeder and at the point of insertion. The SI72 Office Mailer diverts faulty sets to its Intellideck for visual inspection while continuing to operate.

Another important benefit of the SI72 Office Mailer's multi-user orientation is improved security. There is no need to deliver sensitive documents such as paychecks to a dedicated operator for processing, when an authorized person within the department can easily and quickly run the job.

The SI72 Office Mailer complements Neopost's full line of folder inserters, which span desktop units for small offices to horizontal production machines that process up to 120,000 envelopes or flats per month. Neopost offers the most complete line of folder inserters in a wide variety of configurations that meet the specific needs of each customer, and all Neopost products are modular, so that they can grow or change with customer needs.

The SI72 Office Mailer 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.

About Neopost

The Neopost Group is a leading provider of mailing systems, addressing systems, document handling systems, logistics systems, and e-postage products worldwide. Neopost Inc. is headquartered in Hayward, Calif., where the corporate offices, customer service and product development departments for the Neopost Group in North America are located. Local sales and support are available throughout North America.

Neopost is the world leader in sales and development of desktop and tabletop folder inserters. Neopost's innovations in the folder inserter market include: the first compact desktop folder inserter; the first tabletop folder inserter that inserts into both flats and business-size envelopes; and high security optical mark reading similar to costly floor models.

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 manufacture of modular mailing, logistics, document handling and e-postage products. The Neopost Group has 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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