

# 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 SM95 Mailing Machine for Faster Mail Processing**

**At 240 letters per minute, Neopost's SM95 addresses the needs  
of high-volume mail centers**

**Hayward, Calif., Jan. 10, 2000** – Neopost Inc., a leading supplier of mailing equipment since 1933, today introduces its next-generation mailing machine, the SM95, that delivers the speed, reliability and mixed-mail handling capabilities critical to high-volume mailrooms and mail centers. The SM95 processes up to 240 letters per minute, handles mixed mail of varying size and thickness, and sets an industry standard for durability and reliability with a useful life of six million cycles.

The SM95 additionally features a modular design that enables a wide array of configurations to meet each mail center's present and future requirements. A built-in mail accounting system supports enterprise accounting and reporting needs by tracking postage costs for up to 2,000 accounts. Access codes add a layer of security over traditional key access, by ensuring that only authorized operators may process mail.

“The Neopost SM95 mailing machine features a unique combination of advanced capabilities that high-volume mailrooms and mail centers need to handle the end-of-the-day mail crunch,” said Kris Wagner, Neopost Mailing Division product manager. “SM95's modular design greatly extends the life and serviceability of the machine by allowing sites to upgrade or change modules as necessary. These advanced features,

combined with competitive pricing, make the SM95 the best value among high-volume mailing machines.”

The SM95 supports many configurations utilizing an array of Neopost modules. These include a mixed mail feeder that handles mail of varying size and thickness; a roll tape dispenser for postage tape; a line printer that generates hard-copy reports for expenditure analysis; a power stacker that collects both envelopes and flats after processing; and nine different scale options, ranging from a five-pound scale to a seventy-pound mail accounting terminal and platform scale.

Most significant among the scales supported by the SM95 is the Dynamic Scale, Neopost’s in-motion scale released today in a separate announcement. When combined with Neopost’s Dynamic Scale, the SM95 is transformed into an intelligent, in-motion mail processing system that dynamically weighs mixed mail and packages up to ten pounds. Neopost’s Dynamic Scale is the only in-motion scale featuring an open-access design, which allows weighing of oversized flats and packages. This eliminates the need to purchase a separate fixed scale, so that in-motion and fixed weighing can occur on the same mailing machine.

The mail accounting data generated by the SM95 need not be localized to the machine itself. To accommodate enterprises integrating mailing expenditures with other systems, the SM95 seamlessly interfaces with Neopost’s Mail Manager, an enterprise mail accounting system that supports common standards for data exchange, including ODBC, socket communication, DDE, screen scraping and file transfer.

The SM95 also includes an advanced control panel enabling users to select multiple options, such as automatic daily date advance; thickness and side guide adjustments; non-seal, auto-seal and seal-only modes; nested and non-nested envelope modes; meter release; and label and roll-tape dispensing. The control panel supports up to ten user-defined macros that automatically execute common jobs at the touch of a single key. Even promotional slogans can be printed on each envelope.

All Neopost mailing machines feature the No Deposit Postage-On-Call® meter resetting system, enabling users to reset meter values by telephone.

The SM95 is priced at \$12,500 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](http://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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