



Contact:

IWCO Direct

Debora Haskel
Vice President Marketing
(952) 470-3295 Mobile: (617) 320-2508
debora.haskel@iwco.com

Strother Communications Group

Jeron Udean, Account Manager
(612) 288-2414 • jeronu@scgpr.com
Stephanie Haugan, Vice President
(612) 288-2404 • stephh@scgpr.com

Mail-Gard

Christine B. Durfee
Business Partner & Marketing Manager
(267) 960-3119
christine.durfee@iwco.com

For Immediate Release

MAIL-GARD ENHANCES RECOVERY CAPABILITIES

Six New Xerox Nuvera™ Printers Installed to Increase Cut Sheet Capacity

Warminster, Pa. (Oct. 25, 2010) —Mail-Gard®, a division of IWCO Direct and one of the nation's leading providers of critical communication recovery solutions, has enhanced its recovery capabilities with the installation of six [Xerox Nuvera™ 288](#) printers at its Warminster, Pa. facility. The installation increases Mail-Gard's cut sheet print capacity to nearly 2.8 million images per day.

"We are continuing to expand our recovery solutions to encompass today's more complex print technologies," said Jerry Montella, vice president and general manager of Mail-Gard. "Xerox Nuvera's advanced programming technology is a tremendous asset to our production capabilities."

With MICR capabilities, advanced input tray selection, Check Print Integrity, and a FreeFlow™ Printer Server, these Xerox Nuvera 288 printers allow Mail-Gard to quickly process complex print jobs with superior quality. Mail-Gard also acquired the optional licensing for the ability to handle the variable data streams required by its diverse customer base.

"Recovery services are increasingly important for effectively managing compliance and security requirements for business today," added Jim Andersen, IWCO Direct president and CEO. "We will continue to invest in technology to support our customers' needs in this critical arena."

About IWCO Direct

IWCO Direct (iwco.com), one of the nation's largest providers of direct marketing solutions, has served the needs of North American companies for more than 40 years. IWCO Direct helps its customers acquire, retain and engage customers and members through highly personalized paper-based and digital marketing programs. The company provides direct marketing like no one else by seamlessly supplying all design, production, mailing and management services in an integrated "total package"

-more-

supply chain solution through operations in California, Minnesota and Pennsylvania. IWCO Direct pioneered commingling and continues to provide its customers with dramatic postage savings and faster time to market through its proprietary IWCO P.O.S.T. (Postal Optimization Strategy and Technologies) and RideShare™ commingling and logistics management programs, as well as its automated marketing program platform, proprietary data services and Mail-Gard critical communications recovery services. For the latest information on direct marketing trends, industry news, postal regulations and more, visit the [Speaking Direct](#) blog.

About Mail-Gard

Mail-Gard (mailgard.com), a division of IWCO Direct, is one of the nation's leading providers of print-to-mail continuity and recovery services. With locations in Warminster, Pa. and Chanhassen, Minn., Mail-Gard maintains fully-secured and dedicated recovery facilities that support cut sheet, continuous form, duplex, MICR and color printing as well as accumulating, folding and inserting capabilities in conjunction with on-site U.S. postal substations and warehousing. In case of any business interruption - human error, power outage, natural disaster - Mail-Gard can ensure that a company's invoices, statements and other critical documents will reach customers and vendors.

-end-