



**FOR IMMEDIATE RELEASE**

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**XPEDX REPORTS 2008 E-COMMERCE SALES  
AT \$1.7 BILLION, UP 14% OVER PRIOR YEAR**

**Customers place more than six million orders electronically – one million at  
xpdx.com – and cite savings, productivity gains, when transacting business online**

CINCINNATI, Ohio, March 9, 2009—xpdx today announced it posted \$1.7 billion in e-commerce sales last year, an increase of 14% over 2007, with more than 26,000 xpdx customers choosing to transact business online. The company cites increased efficiencies and lower total procurement costs as reasons for their e-commerce program's continued growth.

xpdx is one of North America's largest business-to-business distributors, selling printing papers, graphics, packaging and facility supplies and equipment to commercial printers and publishers, manufacturers, retailers, governments and high traffic facility managers. The company is a business of International Paper (NYSE: IP).

"Processing orders electronically saves time and more for customers – and xpdx – resulting in faster transactions with fewer errors," said David Wallace, xpdx director of customer service and eBusiness.

xpdx eBusiness systems provide customers with important operational tools that improve efficiencies. For example, the company's online catalog search engine helps users quickly and more accurately locate products which can be sorted by attributes, such as environmental certifications or part number. Customers can also create time-saving order templates and, according to Wallace, receive significant productivity gains when they choose to receive invoices electronically, or utilize customized reporting features.

"Electronic invoices save our customers time and effort by providing a faster delivery method supported by a solution that allows them to store and archive invoices for quick retrieval," Wallace said. "What's more, through customized reporting, xpdx.com users can analyze their buying patterns and job costs to make more effective decisions regarding inventory management and overall job profitability by quickly referencing paper costs."



xpedx e-commerce activities are conducted via [xpedx.com](http://xpedx.com), affiliated sites, as well as computer-to-computer transactions. In 2008, the company launched [xpedxstores.com](http://xpedxstores.com) to serve smaller customers and direct consumers who prefer credit card transactions or established credit accounts. In 2009, xpedx will expand the capabilities of the company's Canadian website [xpedx.ca](http://xpedx.ca), so customers there can derive the same cost-saving benefits that U.S. customers enjoy.

xpedx has more than 10 million square feet of distribution centers with deep inventories across North America. Everything xpedx stocks is available via the website and products not stocked at xpedx locations can be ordered online. xpedx employs teams of eBusiness specialists who work closely with customers at their locations. The company also operates a live help desk that is available every business day.

#### **About xpedx**

Cincinnati, Ohio-based xpedx, a business of International Paper (NYSE: IP), is one of the largest business-to-business distribution companies in North America. xpedx distributes a wide variety of printing paper, graphics, packaging and janitorial-sanitary maintenance supplies and equipment to printers, manufacturers, retailers and high-traffic facilities from more than 265 locations across the U.S., Canada and Mexico. For more information visit [xpedx.com](http://www.xpedx.com) <<http://www.xpedx.com>>.

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Editor's Note: xpedx is always spelled all lower case.

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