



FOR IMMEDIATE RELEASE

Monday, October 26, 2009

**XPEDX NAMES SCOTT BROWN NATIONAL SALES REPRESENTATIVE
FOR RYOBI LARGE-FORMAT PRESSES**

CINCINNATI, Ohio, October 26, 2009—xpedx® has hired Scott Brown as national sales representative for Ryobi® large-format presses, focusing on the central and southern United States. Brown will also show customers how they can enter new markets and develop new opportunities with prepress equipment and workflow technologies, as well as bindery, finishing and mailing equipment.

Brown is a 24-year veteran of the printing industry, including 20 years of press sales experience with Heidelberg and Komori. Most recently he was District Sales Manager at Komori and in 2008 he was honored as Komori National Salesman of the Year.

“For decades press manufacturers and salespeople have talked about their latest press speed and its latest new buttons,” Brown said. “At xpedx we’re starting a whole new conversation with customers by examining every facet of a printer’s business and suggesting ways to make it stronger. Success can no longer be measured by just having new equipment run faster than the old equipment. Success is working together to set and meet production goals that allow us to squeeze every possible efficiency out of the new equipment investment.”

“Our goal is to help printers grow and become more profitable—and strategic investments in equipment are a key part of that goal,” said John Torrey, vice president and general manager of the xpedx Technology Center in metropolitan Cincinnati. “Scott’s experience in this area is invaluable and will greatly benefit our customers.”

Torrey added, “He is another example of our commitment to invest in xpedx and recruit the industry’s most talented, proven sales professionals.”

Brown is a long time supporter of PIA of Mid America and is currently the Advisory Board President at Pittsburg State University-Graphics and Imaging Technology College. He resides in Dallas, Texas and can be reached at 972-979-9700.

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 230 locations across the U.S., Canada and Mexico. For more information visit xpedx.com.###

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Editor's note: xpedx is always spelled in lower case.

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