

**FOR IMMEDIATE RELEASE**

## **CLOVER HOLDINGS ACQUIRES PINPOINT**

### **Clover Acquires the Leader in Compatible Postage Meter Supplies**

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CHICAGO, IL (January 4, 2011) Clover Holdings Inc., the world's leading provider of vertically integrated, closed-loop environmental solutions is pleased to announce the acquisition of Pinpoint LLC of Redmond, Washington.

Pinpoint is the world's largest manufacturer of compatible Pitney Bowes® and NeoPost® / Hassler® postage meter ink cartridges and ribbons. With global distribution and sales partners, Pinpoint's NuPost® and ecoPost® brands are the gold standard in their category.

For the past ten years, Clover has been a distributor and sales partner for Pinpoint in North America. Over this time, Pinpoint products have proven their superior value and reliability. This acquisition is a natural evolution of a very long, well tested relationship. Through the acquisition, Clover has obtained all IP rights, engineering, manufacturing, marketing and sales infrastructure.

Postage meter supplies are projected to top a billion dollars in sales next year and are used by all levels of businesses, direct marketing firms, specialized mail houses and the public sector. Currently, 80% of the US market is controlled by Pitney Bowes® while NeoPost® holds similar share in the UK and EU. Pinpoint manufactures products that address the bulk of postage meters worldwide but cost, on average, up to 50% less than meter manufacturers' products. With OEM supplies comprising over 98% of the marketshare, there is a large potential for aftermarket supplies and the significant savings that come with them. In addition to cost savings, availability is an important factor since the majority of supplies are sold directly by the OEMs resulting in extended lead times to the user. NuPost® and ecoPost® brand products can be sourced through multiple channels, often locally, making it simple to support a user's postage supply needs.

Eric Martin, President of North America Sales for Clover says, "This key acquisition enables Clover and its subsidiaries to offer high quality, high value postage supplies to companies in every channel. It fills an enormous void in the marketplace. Our dealers' customers using postage machines are screaming for a more affordable solution."

To view Clover's complete NuPost® and ecoPost® product offering, please visit [www.clovertech.com/postage](http://www.clovertech.com/postage)

Pitney Bowes® and NeoPost® are registered trademarks of the respective companies.

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#### **About Clover Holdings, Inc.**

Clover Holdings Inc. is the global leader in providing vertically integrated, closed-loop environmental solutions, including the recycling and remanufacturing of imaging supplies. Founded in 1996 and with an annual revenue of over \$500 million, Clover is one of the fastest growing, privately held companies in the United States. Clover is also the world's largest collector and recycler of empty ink and toner cartridges in the aftermarket imaging supplies industry and provides comprehensive recycling services for small electronics including cell phones. The complete line of Clover's quality imaging supplies is available through industry leading resellers and wholesalers and marketed under a variety of private label brands. To learn more, visit [www.clovertech.com](http://www.clovertech.com).

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