

WHAT'S NEW



Willcopy® Antimicrobial Custom Cut Sheets

Enterprise Group is now offering Willcopy® Antimicrobial Custom Cut sheets in five hole top. Manufactured by Domtar, the first antimicrobial paper in North America is designed with special protection against harmful micro-organisms, mold, mildew, fungus and bacterial odor. The paper can be used in laser and ink jet printers and fax machines. Willcopy Antimicrobial 5 hole top is 20 lb. basis weight, 8 ½" x 11", 92 brightness, packaged in 500 sheet reams, five reams to a carton. Willcopy Antimicrobial 5 hole top is FSC certified and recyclable.

For more information contact your Account Manager.

New Faces



We have recently hired three new Account Managers at Enterprise Group. They are Janet Cole, Scott Orr and Dan Starkey.

Janet Cole is an Account Manager in the Northeast Regional Sales Area. Janet's territory includes the Northern New Jersey and New York City area. Janet has been in merchant sales with Domtar Publishing Solutions for the last two years. She has twelve years of sales experience on the mill direct side and for the past seven years has been in distribution. Janet enjoys running with her family and resides in a farm house in the lovely Garden State of New Jersey.

Scott Orr is an Account Manager in the South Central Regional Sales area. Scott's territory includes Indiana and the Northern Kentucky area. Scott has been in sales for the last three years. His background includes being a managing partner for a paper supply company and an on-air reporter for ESPN radio. He is familiar with data center operations, forms design and digital printing papers. Scott enjoys playing golf and is an avid Steelers fan.

Dan Starkey is an Account Manager in the South Central Regional Sales area. He is responsible for the Central Florida area. Dan's background includes fifteen plus years in sales, sales management and marketing, mostly in the technology and office products industries. He enjoys fishing, diving and playing golf.

Please welcome Janet, Scott and Dan. We are thrilled to have them as part of the team and know that their knowledge and experience are a tremendous asset to Enterprise Group's success.

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This issue of EG Edge is printed on 28 lb. First Choice ColorPrint®. This premium heavyweight paper has an extra-smooth surface for sharp, clean images and is compatible with all ink jet and laser printers. First Choice ColorPrint is ideal for presentations, brochures and newsletters.

ENTERPRISE GROUP
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EDGE

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Editor:
Jan Martin

Phone:
803.802.8027

Fax:
803.802.8009



COVER STORY

Enterprise Postal Advantage™

ENTERPRISE POSTAL ADVANTAGE™ IS A NEW PRODUCT FROM ENTERPRISE GROUP THAT CAN HELP REDUCE MAILING COSTS. IT IS A LIGHTER BASIS WEIGHT PAPER DESIGNED TO HANDLE ALL THE DEMANDS OF HIGH SPEED IMAGING, PROCESSING AND INSERTING EQUIPMENT.

In the last issue of EG Edge, the cover story described how the postal rates that went into effect in May 2007, put an emphasis on piece shape and size, not just on weight, to determine the mailing cost per piece. The Postal Service wants to give its customers incentives to send mail that can be handled efficiently in its automatic equipment. Under the new rates,

(See inside for more details)

www.egpaper.com

BEHIND THE SCENES

In this edition of the EG Edge, we are highlighting the Cerritos Forms Plant Customer Service group.

Bottom Row: Cynthia Brown, Shanon Day, Sheila Rott, Mary Banuelos Top Row: Tammy Wallace, Jolene Sterling, Amber Ming, Lisa Brewer, Phouthasone Thavonekham (PT)



The Cerritos Forms Plant has been in operation since 1980 and serves the West Region in the following states: Wyoming, Montana, Idaho, Washington, Oregon, California, Nevada, Utah and Arizona. The Cerritos Forms Plant Customer Service Group is one of our more experienced customer service groups, with eight people having an average of 13 ½ years of service. Lisa Brewer is the Sales Service Manager and Jolene Sterling is the Sales Service Supervisor. One of their goals as managers is to encourage the account managers to take their customer service representatives with them on customer visits. The Cerritos Forms Plant Customer Service group provides our customers the best service by listening and understanding their needs, communicating and working together.



In the Spotlight

Jim Saxenmeyer

Digital Transitions.....

Over the past 30 years we've seen Enterprise Group's customers transition through multiple application and configuration changes for their output. Enterprise Group has always responded with the necessary products to support and facilitate these changes. For the most part, in the digital world, the technology for imaging has remained the Monochrome (black toner on white paper) EP (Electronic Printing) method.

Over the past 30 months we have begun to see a transition, and high level of interest by both customers and Original Equipment Manufacturers (OEMs) in the use of color, facilitated by the use of Production (web) Ink-Jet technology. This technology can offer significant increases in production speeds, that along with the dynamic of variable color opens the door to the utilization of transactional documents as one-to-one marketing tools. This new output is known as Trans-Promo and as our customers adapt to this new and powerful color based product, Enterprise Group will be poised and ready to support their new needs - thanks to our advanced development work with leading major OEMs who are introducing this new and exciting color technology at realistic per page costs. Enterprise Group is providing products to help our customers stay on the cutting edge of digital technology.

(Continued from front)

postage for 9 x 12 flats is between 49% more for one ounce and 34% more for three ounces compared to the cost of a standard First Class business envelope. Using 20 lb. paper, the maximum number of sheets that can be mailed in a First Class business envelope is thirteen; flats have to be used for mailings of more than thirteen sheets. Using Enterprise Postal Advantage, up to seventeen sheets can be put into a First Class business envelope. The postage savings can be substantial.

Lighter weight and lower caliper alone are not enough. Enterprise Postal Advantage has been engineered specifically to handle all the demands of imaging, processing and inserting on high speed equipment without sacrificing quality and performance. Enterprise Postal Advantage is sold exclusively by Enterprise Group. For more information contact your Account Manager.



Enterprise Group can help by providing the right paper.

On Demand

Enterprise Group's trade booth has been updated to reflect the new look of Enterprise Group. Just as our products have been new and innovative – our trade booth exudes the same energy. Stop by and visit our booth at the On Demand Show.

EG Papers Are Flying High at the Houston Space Program

We always knew Enterprise Group products were out of this world but now we mean it literally. The United Space Alliance purchases Enterprise Group paper through one of our loyal customers, Tejas Office Products, Inc. The National Aeronautic and Space Administration strenuously test all papers before they can be officially certified for government purchase. Enterprise Group paper passed all testing and our paper is approved for use on all flight simulation exercises, guidance control manuals, charting and recording flights. Enterprise Group paper truly is everyday paper for your everyday needs, no matter what your location!

EG Digital Papers – New Line Up

Enterprise Group has expanded its digital product offering. With the advances in technology, many companies are turning towards digital printing. Enterprise Group works closely with Original Equipment Manufacturers (OEMs), digital printer manufacturers and post-processing equipment manufacturers to develop the right paper for the digital equipment. Our extensive product line is unmatched by any other manufacturer.

We have expanded our digital book grade to include five basis weights ranging from 45 lb. to 70 lb. and two finishes - vellum and eggshell. This paper offers publishers a wide array of graphic design and page count options. Digital media is offered in 20 lb. and 24 lb., preprint guaranteed. Statements, direct mail, and a variety of similar applications are some of the end uses for this product. Our digital bond offering now includes a 28 lb. paper. Digital bond is great for short and long run printing applications. The 20 lb., 24 lb. and 28 lb. basis weights meet all requirements for both MICR and OCR applications.

Digital Opaque Plus offers visual properties and contrast for catalogs, brochures, flyers and book publishing. Available in a smooth finish with a 96 brightness and basis weights of 50 lb., 60 lb., and now a 70 lb. offering. First Choice® papers are an excellent way to freshen up a presentation with a high brightness. First Choice papers are offered in a 24 lb., 28 lb. text weights and a 65 lb. cover weight. Enterprise Postal Advantage™ is our newest product offering. Enterprise Postal Advantage is a lighter weight, lower caliper paper designed to handle all the demands of imaging, processing, and inserting on digital equipment without sacrificing performance and quality, as well as helping reduce mailing costs.

With our extensive digital product offering, we are able to meet all of our customers needs.

East Sales Realignment

At Enterprise Group we're constantly looking for ways to improve our business. Most recently we have realigned our sales coverage in the Eastern US and Canada. We will continue to have three sales regions with each now containing seven to eight territories for better balance.

Gordon Orr is our Mid-Atlantic Region Manager based in Rock Hill, South Carolina. Gordon is a twenty-seven year veteran and was previously our Northeast Region Manager. The Mid-Atlantic Region includes Canada, Western New York, Western Pennsylvania, Maryland, Virginia, North Carolina, South Carolina and Georgia.

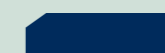
Scott Culpepper is our Northeast Region Sales Manager based in Langhorne, Pennsylvania. Scott has been with us for twenty-two years and has served in sales and sales management roles. The Northeast Region includes Eastern New York, New Jersey, Eastern Pennsylvania and Delaware.

Chris Thomas is our South Central Region Sales Manager based in Birmingham, Alabama. Chris has been with the company for seven years. The South Central Region includes Ohio, Indiana, Kentucky, Tennessee, Alabama, Mississippi and Florida.

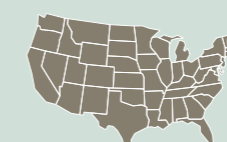
We believe this realignment will allow our managers to become better connected to the customers in their respective regions. This will improve our communications and responsiveness in the marketplace.



Top-Bottom: Gordon Orr, Scott Culpepper, Chris Thomas



INDUSTRY EVENTS



American Office Products Distributors (AOPD) – 2008 Annual Meeting
The Sandpearl Resort, Clearwater Beach, FL, Feb. 18-22

Association of Independent Printing Paper Merchants (AIPPM) – 2008 Annual Meeting
Hyatt Regency Riverwalk, San Antonio, TX, Feb. 28-Mar. 1