

Contact: Steve Gransden FOR IMMEDIATE RELEASE

Phone: 732.987.7168

Email: steve.gransden@knipper.com

Knipper Announces Official Opening of New Midwest Distribution Center in the Southern Indiana – Louisville Metro Area

CHARLESTOWN, IN, November 7th, 2016 – J. Knipper and Company Inc. (<http://www.knipper.com>) - the largest supplier of end-to-end pharmaceutical samples management services to the U.S. – has formally announced that its new 313,000 square foot high volume distribution center in Charlestown, Indiana is officially open and has begun providing services for its clients out of the facility.

The ribbon cutting ceremony took place on Friday November 4th with nearly 100 attendees including VIP business associates, state organization and local government representatives, construction project participants, and Knipper staff. “Looking back over our 30 years in business, it is hard to believe where we have come – from 23 employees to over 600....from 15,000 sq. ft., to nearly 1,000,000”, said Jim Knipper Owner and CEO of J. Knipper and Company, Inc. during the opening ceremonies. “Behind me stands the largest, newest and finest facility in Charlestown - but what better defines this facility is not the brick and mortar – but rather the heart and soul – namely the employees of our company located here and at all of our other locations”, said Mr. Knipper. Other speakers included Knipper’s President and COO - Mike Laferrera, Charlestown Mayor - Bob Hall, President of Crossdock Development - Lee Wilburn, President & CEO of One Southern Indiana - Wendy Dant Chesser, and Knipper QA Manager - Donetta Peabody.

The new facility, within very close proximity to the UPS World Port in Louisville, KY and just two hours from the FedEx International hub in Indianapolis, maintains over 22,000 pallet locations and 5,000 square feet of temperature controlled product storage. The high volume design of Knipper’s new Midwest DC includes a full battery of "Pick to Light" flow racks and integrated conveyor systems for pick and pack operations as well as cross-dock infrastructure for rapid sorting, combining, and re-distribution of bulk product and materials.

Outbound shipments have already commenced and additional inventory continues to arrive at the new facility as the staff gears up for its first full month of fulfillment and distribution services. “We are thrilled at this opportunity to serve many of our customers even more efficiently based on their unique distribution patterns”, says Knipper’s President and COO Mike Laferrera. “At Knipper, we continually strive to improve and enhance our products and services based on our customers changing needs. The Indiana facility is one way we demonstrate that commitment. Other areas of enhanced service that we have planned for 2017 include expanding our print management and direct marketing lines of business, providing tailored services for new pharma startups and early stage operations, and broadening our patient services offerings.”

With 30 years’ experience in the pharmaceutical sampling vertical, and customers including many of the world’s largest pharmaceutical and biotech organizations, J Knipper and Company has become the leading authority in sampling services shaping much of what is done today in the space through quality and innovation. Through the prism of Knipper’s Vertical Authority in pharmaceutical sampling, customers will be able to extend their investments in Direct to Practitioner (DTP) and Direct to Consumer (DTC) programs with access to one of the industry’s most efficient high volume direct fulfillment distribution centers.

About J. Knipper and Company, Inc.

Founded in 1986, with its roots in direct mail and sample distribution services, J. Knipper and Company, Inc. provides the healthcare industry with solutions in direct marketing, contact center, sample fulfillment,

compliance, HCP data services and sales force productivity. Now in its 30th year, Knipper continues to expand its services for brand marketing and sales force challenges providing the most comprehensive end to end solutions in the samples management vertical.

The Company has invested considerably in its physical and data infrastructure over the years. Knipper now maintains nearly 900,000 square feet of facilities, including significant storage capacity for refrigerated product and controlled substances, along with an advanced data center protected for the secure and safe management of client data and application services. J. Knipper and Company has become the largest provider of sample accountability services in the US and is one of a handful of companies approved as an American Medical Association Database licensee.

For more information, visit www.knipper.com.