



## IMMEDIATE RELEASE

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### Metrofuser Enters its 5<sup>th</sup> Year

From a basement to “better than OEM,” Metrofuser’s growth continues

September, 2007, marked the onset of Metrofuser's 5<sup>th</sup> year. Metrofuser, a printer parts remanufacturing company that got its start refurbishing HP LaserJet printer fusers in a co-founder's basement, has grown into a multi-million dollar national corporation that has built its reputation on pioneering “better-than-OEM” remanufactured printer parts.

“I admit, even from those humble beginnings, I have said that our mission isn’t to be the biggest – just the best at serving our customers and employees,” said Will DeMuth, Vice President of Marketing and Logistics, “As we enter our 5th year, and I take a moment to reflect on how far we have come, I truly believe that we have accomplished being the best at serving our customers, and it is only because of our dedicated and talented team here at Metrofuser.”

From out of the basement came a company that got a shot in the arm when they moved to its current facility in Roselle, New Jersey in March of 2004.

Since then, Metrofuser has developed solutions for some of the most frustrating issues that printer service companies have had to experience, namely, in September, 2005, when Metrofuser developed a fix for the defective HP 4200 fuser sleeve. Under the guidance of Mark Makuch, a charter associate and Operations Manager for Metrofuser, the Metrofuser technical research and development team devised a proprietary repair that solved the problem, thus increasing Metrofuser's credibility and reputation within the marketplace.

Drawing from increasing revenues, Metrofuser continued to invest in its Research and Development efforts to expand its line of remanufactured printer parts. In October, 2006 the company devised repair and replacement parts solutions for Lexmark printers, thus beginning the effort to ensure its scalability across a very competitive market environment. “I believe that our entry into the Lexmark repair market has provided our customers with the answer they have been looking for,” stated Ken Lang, Director of Sales, “a single, reliable repair depot for ALL of their laser printer needs – not just for HP.”

With national sales and product inventory on the rise, Metrofuser opened a West-Coast printer parts distribution center in Orange County, CA to significantly reduce shipping costs and times for their growing customer base in the Western and Midwestern United States.

“One of our goals this past year was to provide balance across both coasts – to provide our Western U.S. customers with the same fast and reliable service that we have provided our Eastern U.S. customers since the company opened its doors,” added Eric Katz, Chief Financial Officer, “we continue to grow and now we are preparing to move our



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*Will DeMuth, VP of Marketing and Logistics*

continuing new product developments.

Can Metrofuser maintain the momentum? DeMuth says yes, “I have no doubt that we can maintain our status as a world-class logistics and repair center,” he adds, “better than OEM (printer parts) – that's our goal, and the fact that we have been achieving that goal for the better part of 5 years is truly a testament to the commitment of all of the people that work here.”

#### **ABOUT METROFUSER**

Metrofuser remanufactures and distributes laser printer parts. The company offers a broad array of laser printer products to its channel partners from its Eastern and Western distribution hubs including fusers, maintenance kits, boards, and paper handling assemblies. Metrofuser's products and services are available only through its channel distribution partners. For more information, visit <http://www.metrofuser.com>, or call 888-Fusers-1 Ext 107.

corporate headquarters to a larger facility.”

The immediate future brings big plans for the growing company, including expanding the production, engineering and distribution facilities in Roselle by moving to a larger facility, exploring strategic partnerships and acquisitions, and launching incentive programs for employees and partners, not to mention