

**Knipper Announces “Westward Expansion”
Constructing New State-of-the-Art
Distribution Center in the Southern Indiana’s River Ridge Commerce Center**

Charlestown, Ind. (October 26, 2015) — J. Knipper and Company, Inc., the largest supplier of end-to-end samples management services to the U.S. pharmaceutical industry, and One Southern Indiana formally announced today that the company has broken ground on a new high-volume distribution center in the River Ridge Commerce Center in Charlestown. The new state-of-the-art distribution center will provide innovative expanded distribution capabilities for many of Knipper’s pharmaceutical, biotech, and medical device customers. The new facility will be optimized to manage Knipper’s high-volume Direct to Practitioner (DTP) fulfillment business for primarily drug samples and medical devices. With warehouse and fulfillment capabilities to manage prescriptions, controlled substances and cold chain products, the \$13.3 million facility is targeted to open in June of 2016 and will employ 56 full-time permanent employees.

“The state and county representatives could not have been more proactive in their approach to bringing businesses like ours to Southern Indiana. I can’t tell you what a pleasure it has been to work with them,” said Jim Knipper, owner and CEO of J. Knipper and Company. “The incentives that the IEDC makes available in the way of tax and training credits made this location very attractive from the start.”

With assistance from One Southern Indiana, the Indiana Economic Development Corporation offered J. Knipper and Company, Inc., up to \$385,000 in conditional tax credits and up to \$40,000 in training grants based on the company’s job creation plans. These incentives are performance-based, meaning until Hoosiers are hired, the company is not eligible to claim incentives. The company’s location also affords it the opportunity to apply for benefits through the Urban Enterprise Zone located in the River Ridge Commerce Center.

“We are proud to have J. Knipper and Company, Inc. joining Indiana’s growing life sciences industry, which accounts for nearly one-third of the state’s total exports,” said Victor Smith, Indiana Secretary of Commerce. “Companies that specialize in pharmaceuticals, chemicals, medical devices and equipment contribute \$59 billion to the overall Hoosier economy each year, and that impact continues to climb as firms like Knipper choose Indiana for growth and new jobs.”

“The Midwest expansion provides unique opportunities to go beyond current expectations providing even greater specialization in DTP and broader flexibility in logistics,” said Mr. Knipper. “Experiencing continual growth, and on the heels of many recent acquisitions, further expansion of our distribution capacity is a natural next step. Expanding westward however, is a very strategic decision and we are confident it will provide the greatest added value to our customers.”

“We welcome J. Knipper & Company, Inc. to Charlestown and are pleased they have chosen to build and invest in our community,” commented Charlestown Mayor Bob Hall. “The addition of a distribution center with the latest technology in the River Ridge Commerce Center and the employment and training that will be provided is an incredible investment. We look forward to working with the leaders of J. Knipper & Company in a partnership that will continue to grow the economy of our city and the region.”

“Given the continued increase in Direct to Practitioner and direct to consumer fulfillment throughout the pharmaceutical industry, the Midwest provides some extraordinary advantages” said Mike Laferrera, president and COO of Knipper. “Being central to the majority of the U.S. population and having such close proximity to interstate access and major UPS and FedEx hubs make Southern Indiana an ideal location for our new DTP fulfillment center. We analyzed a number of other locations and without question, the Southern

Indiana/Louisville Metro area provides the greatest overall value to our DTP customers, especially when it comes to freight. Our new distribution center will be able to reach over 75 percent of the U.S. population with two-day ground service. By extending our daily shipping window and reducing transit times, we can increase our customers' satisfaction by getting their product to their customers faster."

"J. Knipper and Company, Inc. is a 21st century corporation providing services to many of the top pharmaceutical companies throughout the United States. We are proud that this award-winning company has chosen the River Ridge Commerce Center as the home of its new warehouse and distribution center," said Wendy Dant Chesser, president and CEO of 1si. "Their commitment to invest in the growth and vibrancy of Southern Indiana is another example of the economic development achievements of the region, and we will continue to work with our partners to support Knipper in this new endeavor."

About J. Knipper and Company, Inc.

Founded in 1986 and headquartered in Lakewood, New Jersey, J. Knipper and Company, Inc. provides the healthcare industry with solutions in direct marketing, sampling, compliance, information technology and sales force productivity. Going beyond its roots in direct marketing fulfillment and sample distribution, J. Knipper and Company continues to offer innovative solutions to brand marketing and sales force challenges as well as robust and comprehensive compliance data services.

The company has invested considerably in its physical and data infrastructure over the years. Knipper now maintains 1,000,000 square feet of facilities, including significant storage capacity for refrigerated products 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 U.S. and is one of a handful of companies approved as an American Medical Association Database licensee. For more information, visit www.knipper.com

About One Southern Indiana:

One Southern Indiana (1si) was formed in July of 2006 as the economic development organization and chamber of commerce serving Clark and Floyd counties. 1si's mission is to provide the connections, resources and services that help businesses innovate and thrive in the Southern Indiana / Louisville metro area.

Since its inception, the organization has evolved to include a three-prong approach to serve its members and investors. Business Resources, as the chamber side of the organization, encompasses membership, signature events and programs which support and encourage business growth; Economic Development works to grow the regional economy through the attraction of new commerce and assists with retention and expansion of existing businesses; Advocacy supports businesses at the government level by engaging in the initiatives to preserve, protect and promote a business friendly environment free of obstacles to growth and development of commerce. For more information on One Southern Indiana, visit www.1si.org

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