

23 Barry Place
Stamford, CT 06926

U.S. Postal Service Mandate: All Pitney Bowes 6900 Series Meters Must Be Replaced

Some time ago, we informed our customers of the U.S. Postal Service mandate requiring that all letterpress postage metering equipment be replaced with compliant technology. By December 31, 2006, all Pitney Bowes 6900 Series letterpress postage meters must be replaced with a newer model.

After this date, your meter will no longer be authorized for use.

Here's why you should act NOW:

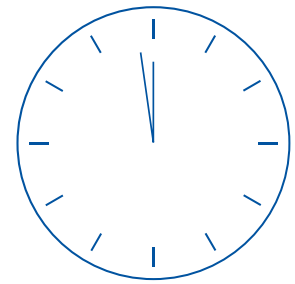
- The migration deadline is rapidly approaching.
- There are over 150,000 other customers like you who must replace their current meter by the December 31, 2006 deadline. Don't get caught in the last-minute rush. Act now to avoid backorders or other possible delays.
- You may qualify for special incentives.
- New products and programs have been designed to meet all of your mail processing needs.

Enclosed is a letter from Daniel J. Lord, Acting Manager, Postage Technology Management at the U.S. Postal Service, providing further information on this mandate. In addition, the following resources can help you make an informed decision:

- Contact your Pitney Bowes Account Representative at 1-800-480-1306, Ext. 7690, Monday through Friday, 8:30 a.m. to 5:00 p.m. EDT.
- Visit our website at www.pb.com/metermigration
- Visit the U.S. Postal Service website at www.usps.com/postagesolutions/flash.htm

We will be glad to assist you in any way we can. Call now and speak with one of our knowledgeable Account Representatives.

CALL NOW! 1-800-480-1306 Ext. 7690
Monday through Friday 8:30 a.m. to 5:00 p.m. EDT.



**TIME IS
RUNNING OUT!**
**Replace your
current Pitney
Bowes 6900
Series postage
meter NOW!**





August 2005

Dear Valued Pitney Bowes Customer:

Several years ago, the U.S. Postal Service, in cooperation with all authorized postage meter manufacturers began a multi-phased plan to proactively manage replacement of metering technology to protect against revenue loss and encourage innovative, cost-effective solutions for customers. Billions of dollars in postage revenue flow through postage meters annually, attesting to the value of these products to both the Postal Service and our customers. Both customer convenience opportunities and revenue risks become associated with the evolution of metering technology. The Postal Service has worked with the meter manufactures and distributors to ensure a reasonable migration to enhanced metering technology.

The meter migration plan is aimed at transitioning the installed base of meters from specific technology demonstrated to be susceptible to revenue fraud, to technology offering enhanced security. The migration plan also targets metering technology that imposes operations costs that may be avoided with newer alternative technology.

Phase I accomplished the retirement of all mechanical meters and Phase II required the retirement of all manually reset meters (meters that must be reset manually by a Postal Service employee). Phase III/IV, currently underway, aim to retire meters that use letterpress technology to print indicia and migrate the installed base to digital printing technology. Digital technology provides valuable comprehensive mailing solutions for customers and necessary counterfeit protection against revenue loss for the Postal Service. Specific retirement dates associated with the phases have been established in order to minimize impact to customers and ensure the availability of effective replacement technology.

The deadline for use of Phase III postage meters is December 31, 2006. After that date, your meter will no longer be authorized for use as a postage-evidencing device. These meters must be returned to the manufacturer no later than 30 business days after its usage deadline.

If you have any questions as to whether your meter is Phase III or IV, please contact your meter manufacturer. For more information regarding this "Plan for Secure Meter Technology", visit our web site at www.usps.com/postagesolutions/flash.htm.

We at the United States Postal Service continually strive for cost-saving opportunities, so that we can offer the best solutions for customers at affordable prices. We value your business and look forward to a long relationship.

Sincerely,

A handwritten signature in black ink, appearing to read "Daniel J. Lord".

Daniel J. Lord
Acting Manager