



November 21, 2005

Dear Valued Customer,

You have been identified as a user of a Phase III postage meters supplied by a commercial postage meter vendor. Postage meters classified as Phase III are those that use older rotary (letterpress) technology to print postage and do not automatically disable if reset outside of certain criteria.

This letter is a reminder that if you plan to continue to use a meter for postage, you must transition from your existing Phase III meter by December 31, 2006 to a more secure postage meter that has been approved by the U.S. Postal Service.

In 2001, the Postal Service first announced its schedule for Phase III meter decertification. Since that time, periodic communications to customers and ongoing discussions with commercial postage meter vendors have followed.

Postage meter vendors have developed a range of approved replacement models that—in addition to complying with enhanced security requirements—provide increased functionality to meet various mailing needs and add efficiencies to mail processing at postal facilities.

It is important to keep in mind that once decertified, Phase III meters will not be recognized by the automated funds downloading systems.

To assist you through this transition, postage meter vendors are offering attractive product incentives to their customers who transition prior to the December 31, 2006 effective date. Your mailing system representative has received specialized training and can answer questions you may have about this transition process.

General information on digital technology, postage meter decertification schedules and a listing of U.S. Postal Service-approved meter vendors also can be found via the Postal Service's internet site, USPS.com, at: www.usps.com/postagesolutions/flash.htm.

We look forward to serving you in the future and we remain committed to developing solutions that add even greater value to your mail.

A handwritten signature in blue ink, appearing to read "D. Lord".

Daniel J. Lord
Manager