



Dear FP Customer:

Our goal at MailQuick is to provide you, our customer, with world class service and world class products that allow you to be more productive, efficient and cost effective. In order to achieve these goals we constantly monitor the mailing and shipping system industry for technology and distribution changes.

In the recent months a major change has come about. Earlier in 2012 Pitney Bowes announced a program in which they would be selecting a limited number of independent dealerships to represent their product line. This is a major change for Pitney Bowes, who to date, has only marketed their Pitney Bowes labeled products through their company owned branches. Pitney Bowes has selected MailQuick as one of the independent dealerships qualified to sell and service their full line of equipment. We are pleased to be the only dealership selected in the greater Houston area.

So what does this mean to you? To date, mailing and shipping customers in Houston had a choice to make; they could either get the responsiveness, flexibility and accountability of a local service provider with strong ties to the local community OR they could get the strongest product line available but not both. Now that MailQuick is a fully authorized Pitney Bowes dealership you can have the best of both worlds.

I'd like to take the opportunity to welcome Pitney Bowes as our newest partner. In continuing to serve our customers we will continue to offer service and supplies on your current FP system. In addition I'd like to schedule for one of our account representatives to go out to your office to review your current mailing and shipping systems and processes to see if they can be improved. Of course, this analysis is done with no cost or obligation. Our goal is to determine if we can help you and to earn your future business going forward.

If you have any questions don't hesitate to call me directly.

Sincerely,

Mike Gray

President

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